



WESTERN PRACTICE SALES

John M. Cahill Associates

#FN-1105

Humboldt County, California

Fortuna is known as “The Friendly City” due to the welcoming spirit of its’ citizens. This is a town where doctors are still treated with respect and appreciation. The easygoing nature and non-stressful atmosphere of this beloved, low-key, laid-back office is the dream of any dentist aspiring to begin their own legacy! Own your piece of magic with the building and build an unprecedented, rewarding lifestyle, which cannot be beat!

Doctor is booked out more than a month and says he is already “Too Busy”. No new patients accepted! The office turns down about 4 new patients PER DAY!

With emphasis on delivering personalized care, Doctor treats 8–10 patients daily on a relaxed 2-day workweek. Because of his additional office in Eureka (also available FN-1121), Seller can only devote 2 days a week to his Fortuna office. Start taking new patients, expand the office hours and watch your revenues soar!

The practice is located on one of the busiest streets in Fortuna in a mixed retail/professional corridor. The high-visibility corner lot features excellent signage and allows for easy access to the large parking lot in the rear as well as a small lot in the front.

The office is approximately 1,884 sq ft, with an additional 624 sq ft attached double garage for storage or doctor’s parking. The dental office occupies about 995 sq ft and consists of 2 fully equipped Ops with 1 additional Op plumbed, Reception area, Doctor’s office/Business office, Sterilization/Lab and an ADA Restroom. There is 889 sq ft of unused space with a second ADA Restroom, that could be locked off and used for expansion, or rented out.

Full Price: \$189,000

Real Estate: \$399,000

For further details or on-site visit, please contact:

Timothy G. Giroux, DDS

John M. Cahill, MBA

Jon B. Noble, MBA

Edmond P. Cahill, JD

800.641.4179

▶ **Honesty** ▶ **Integrity** ▶ **Professionalism** ▶ **Experience**

We look forward to serving you

FN-1105

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$189,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			9 – 5		9 – 5		
Doctor's Hours			9 – 5		9 – 5		

Type of Practice: **General** Reason for Selling: **Retirement**Years established: **Since 2001** Days worked past 12 months: **~ 85+ days**

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned? **Yes** Is building available for purchase? **Yes**Is the space leased? **N/A** Is lease renewable? **N/A** Is lease assignable? **N/A**Term of Lease: **Seller owns building, available for purchase or Rent**Rent per month **\$2,826 Monthly** Common area, maintenance fees /taxes included?If not included, current amount paid? **N/A** Are utilities included? **No**Is the rent considered above, below or at fair market value? **Fair market value**Type of Building: Condo **Free-standing X** Professional Retail CenterOffice Square footage: **~ 1,884 sq ft Rental Space. Total Building ~2,508 sq ft, if purchased**Carpet **Yes** Air Conditioning? **No**Number of fully equipped ops: **2** Plumbed for additional ops? **Yes, 1 additional**Reception area: **Yes** Dark room: **No** Doctor's office: **Yes** Lab: **Yes**Business office: **Yes** Restrooms: **Yes, 2 ADA** Sterilization: **Yes** Storage: **Yes**Digital X-ray: **No** Cerec: **No** Laser: **No** Intra-oral Camera: **No** 3D Imager: **No**Description of office building, Location and attributes of practice (a brief description): **Conveniently located on a corner lot on one of the area's most well-traveled thoroughfares, in mixed Retail/professional corridor, with easy access, ample parking and high-visibility**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections in **2016**:

Preventative/Hygiene	6	Diagnostic	12	Adjunctive	1	Dentures	6
General Operative	21	Endo	15	Ortho/TMJ	0	Perio	4
Oral Surgery	6	Cosmetic		Crown/Bridge	29	Implant	

What services/procedures are referred out? (i.e. Oral Surgery, Endo, Perio, Ortho, Pedo)

Refer Implants, Complex Oral Surgery: 3rd molars, Perio Surgery, Ortho, Difficult Pedo (< 8 yrs old)

Type of patients as a percentage of Collections:

Private Pay 58 **Insurance/PPO** 42 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? **Premier Only** Y Premier + PPO _____

***Delta Premier:** Dentists enrolling for the first time in the Premier Network are also being required to enroll in the PPO network. The requirement to sign with both networks will result in treatment provided to those Delta PPO patients within the practice being reimbursed at the PPO level, without the ability to balance bill those patients to Premier rates. This could result in a reduction in the practice collections that could lower the buyer's projected income depending on the amount of Delta DPO patients in the practice who have actually paid the difference between the fee schedules.

Does your practice participate in "Care Credit"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Delta Premier, First Dental Health

Estimated Number of Active Patient Files: **Number to be defined by Buyer's Due Diligence Process***

***SELLER IN NO WAY WARRANTS THE EXACT ACCURACY OF PATIENT FILES. IT IS THE BUYER'S RESPONSIBILITY TO DEFINE AND VERIFY ACTIVE PATIENT FILES WITH A CHART REVIEW. PRACTICE VALUE IS PREDOMINANTLY DETERMINED BY SELLER'S COLLECTIONS. SELLER'S COLLECTIONS CAN BE INDICATIVE OF THE NUMBER OF ACTIVE PATIENTS AND TYPE OF PROCEDURES PERFORMED.**

Average number of New Patients per month for past 12 months: **Currently Not Accepting New Patients**

Average number of patients per day? Per-Doctor: **~ 8 – 10** Per-Hygienist: **N/A**

Hygiene days per week: **N/A**

Average age of patients: **Mature Family Range: ~ 50+ yrs**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Postcard**

Number of recalls per month? **~ 20**

What types of Practice Promotions? **None**

Phone Book Advertising? * **Yes** * *Phone book advertising contracts will be the responsibility of buyer after transition.*

EQUIPMENT & LEASEHOLDS

Occasionally some specialized items may be excluded from the sale, such as: Articulators, Endo and/or Implant Systems. These items will be referenced as "excluded" on Seller's Equipment list. In addition, Buyer understands that the following items may also be excluded from the sale: diplomas, certificates, cameras, photographs, artwork and miscellaneous personal items.

Describe age and characteristics of leasehold improvements: **Interior remodeled in 2014-2015**

Average age of Equipment: ~ **15+ yrs**

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Convertible**

PERSONNEL

AVAILABLE UPON REQUEST

**Both employees are life-long Humboldt County residents and travel to other offices*

Do family members work in the office? **Yes** If yes, how much are they paid? **\$27.00/hr**

Has staff left the practice recently? **Yes**

Is there a practice management consultant? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2019 \$ 274,220 2018 \$ 329,321 2017 \$ 347,482

***Collection amounts are approximate and should be verified by Buyer**

Is pegboard or computer? **Computer** What type of computer? **Windows**

What software? **Diamond Dental** Is software transferable? **Yes, Transfer Fee, if applicable, to be paid by Buyer**

Fees Schedule: **Available upon request**

NOTE: The Seller has furnished the preceding information to WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES. This information has not been verified. A potential Buyer should verify the accuracy of all information to his/her own satisfaction.

WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES are agents of the Seller and therefore represent the interest of the Seller. We strongly advise a potential purchaser to seek independent counsel to represent his/her interests. Counsel may be, but is not limited to, an attorney, accountant, appraiser, broker or management consultant. Fees of such counsel are the sole responsibility of the purchaser.