



WESTERN PRACTICE SALES

John M. Cahill Associates

#GN-1240 Redding, California

As the largest city north of Sacramento, this community is a center of trade and commerce with a myriad of perennial activities due to its close proximity to Lake Shasta. *Immerse yourself in this family-oriented practice which strives for excellence and prides itself on establishing trust and rapport to achieve the best outcomes for good long-term oral health, achieved by patient education and presenting options.*

The Doctor averages 8 - 14 patients w/ 8 – 10+ Hygiene patients per day offering 5 days of Hygiene/per week and welcomes approximately 15 - 17 new patients per month from word-of-mouth referrals from happy patients within the practice.

The office is conveniently located in an attractive, well-maintained, long-established, free-standing Building on desirable professional corridor with excellent visibility, exposure and easy accessibility. The office occupies approximately 1,800 square feet and consists of 5 fully equipped Ops with plumbing for (1) additional OP, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 3 Restrooms.

Full Price: \$495,000

Real Estate: \$595,000

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

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

We look forward to serving you

GN-1240

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$495,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			9:30 – 6:30	9:30 – 6	9:30 – 6:30		
Doctor's Hours			9:30 – 6:30	9:30 – 6:30	9:30 – 6:30		
Hygienist Hours			9 - 5	9 - 5	9 - 5		
Type of Practice:	General			Reason for Selling: Retirement			
Years established:	~ 9 yrs			Days worked in 2019: ~ 196			
* Covid Closure: March 19 – May 18, 2020 (on-call one-day a week for emergencies only). Soft Opening (two- days a week) May 20 – June 15, 2020. Practice reopened June 16, 2020 to a three-day work week.				Days worked in 2020 ~ 205+ 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			Expiration date:	N/A		
Rent per month	Seller owns building		Common area, maintenance fees /taxes included?	N/A			
If not included, current amount paid?	N/A		Are utilities included?	N/A			
Is the rent considered above, below or at fair market value?							
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 1,800 sq ft		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped OPs:	5		Plumbed for additional OPs?	Yes, 1			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 3	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes	Intra-oral Camera:	Yes
						3D Imager:	No

Description of office building, Location and attributes of practice (a brief description):

Attractive, well-maintained, long-established, free-standing building surrounded by a mix of medical/dental professionals with excellent visibility, exposure and easy accessibility

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	9.04	Diagnostic	7.61	Adjunctive	0.61	Dentures	1.54
General Operative	30.77	Endo	10.61	Ortho/TMJ	16.52	Perio	5.91
Oral Surgery	3.44	Implant	0.99	Crown/Bridge	12.23	Other	0.74

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

Refer Complex Oral Surgery & Endo, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 40 **Insurance/PPO** 60 **Denti-Cal** 0 **Capitation (HMO)** 0 **Other** _____

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

***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"? **Yes**

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

United Concordia, Dental Health Alliance (DHA), Delta Dental PPO and Delta Premier Plans

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: **~ 15 – 17+**

Average number of patients per day? Per-Doctor: **~ 8 - 14** Per-Hygienist: **~ 8 - 12**

Hygiene days per week: **6 days**

Average age of patients: **Mid Family Range: ~ 40yrs**

Does the office have Nitrous Oxide? **Yes**

Type of recall system used? **Demand Force**

Number of recalls per month? **~ 90**

What types of Practice Promotions? **Social Media and Googles Ads**

Phone Book Advertising? * **No** * *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: **New carpet and flooring. Updated operatory. Equipment continually upgraded as required.**

Average age of Equipment: **~ 7 yrs**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
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AVAILABLE UPON REQUEST

Do family members work in the office? **No** If yes, how much are they paid? **N/A**

Has staff left the practice recently? **No**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2020 \$675,559 2019 \$ 845,388 2018 \$ 757,742

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

Is pegboard or computer? **Computer** What type of computer? **Window Op System**

What software? **Dentrix** 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.