



WESTERN PRACTICE SALES

John M. Cahill Associates

#FN-1295

Eureka, California

This well-loved practice thrives on word-of-mouth referrals and phenomenal patient reviews! New Patients wait for months to be seen by Doctor & Staff who have a stellar reputation for trustworthiness and deliver the highest standard of care with attention to detail in a warm and compassionate environment. Located in the heart of California's stunning remote and rugged Redwood coast, this community is most famous for its mild climate, hiking & biking trails and water activities. The unique Victorian architecture, creative artistic culture and artisanal businesses all contribute to the relaxed vibe.

The Doctor averages 8 patients w/ 8 – 10+ Hygiene patients per day offering 5 - 7 days of Hygiene/per week and welcomes approximately 10 – 12+ new patients per month, based on word-of-mouth referrals, the best kind of marketing!

The office is conveniently located in an attractive, well-maintained, single-story Dental-Medical Complex with ample parking, excellent visibility, just off Highway 101. The office occupies approximately 1,300 square feet and consists of 4 fully equipped Ops and plumbed for 1 additional, a Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$395,000

Real Estate: \$295,000

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

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► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

FN-1295

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$395,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	8 - 5	8 - 5	8 - 5		
Doctor's Hours		8 - 5	8 - 5	8 - 5	8 - 1		
Hygienist Hours		8 - 5 ^{x1}	8 - 5 ^{x2}	8 - 5 ^{x2}	8 - 5 ^{x2}		
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ 21 years			Days worked in 2019: ~ 195+ days			
*Office closed due to Covid from March 18 – May 18, 2020				Days worked in 2020 ~ 165+ 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		
Do you share space with another dentist?	Yes, separate business, only Lab is shared						
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?	N/A						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	~ 1,300 sq ft	Carpet?	No	Air conditioning?	Yes		
Number of fully equipped OPs:	4	Plumbed for additional OPs?	Yes, 1				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 1	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):

Located in a desirable, attractive, well-maintained, long-established, single-story Center on desirable professional corridor w ample parking & easy accessibility near shores of Highway 101

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	19	Diagnostic	11	Adjunctive	6	Dentures	0.4
General Operative	16	Endo	0	Ortho/TMJ	0	Perio	14
Oral Surgery	2	Cosmetic <i>*with C&B</i>		Crown/Bridge*	35	Implant Surgery	2

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

Refer Complex/Surgical Perio, Oral Surgery-3rd molars, Endo and Ortho

Type of patients as a percentage of Collections:

Private Pay 78 **Insurance** 22 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a Delta Provider? **No, out of Network Premier Only** No **Premier + PPO** No

***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, and Scratch Pay**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **None**

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: **~ 10 - 15**

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

Hygiene days per week: **~ 7 days**

Average age of patients: **Mid – Mature Family Range: ~ 30 – 50 yrs**

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

Type of recall system used? **Solution Reach**

Number of recalls per month? **~ 150+**

What types of Practice Promotions? **Website, Patient Reviews, Word-of-Mouth Referrals**

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: **2008: New Roof, 2020: New A/C system, All Equipment are regularly maintained and in great functioning condition**

Average age of Equipment:

Any equipment leases? **None** Equipment is right/left-handed/convertible? **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? **Yes** If yes, how much are they paid? **See Personnel Sheet**

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

Is there a practice management consultant? **Yes**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2020 \$ 873,512 2019 \$ 907,261 2018 \$ 847,711

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

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