



WESTERN PRACTICE SALES

John M. Cahill Associates

#HG-1341 Grass Valley, California

This charming and quaint Sierra Foothills community boasts of forward-thinking population and perennial recreational activities while preserving its Gold Country history and laid-back, family-oriented lifestyle ~ *it just doesn't get any better than life in this beautiful town! This is a paradise where people flock and escape to visit and vacation ~ just imagine living and practicing here!*

The Doctor averages 10 – 12 patients and welcomes approximately 5 new patients per month.

The office is conveniently located in a highly-visible, well-maintained, well-known, desirable, 2-story Medical-Dental Professional Building, with ample parking and close proximity to Hospital, Community College & High School.

Office occupies approximately 1,030 square feet and consists of 3 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, and Restroom.

Full Price: \$225,000

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

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

We look forward to serving you

HG-1341

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$225,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5:30	8 – 5:30	8 – 5:30		8 – 5:30	
Doctor's Hours		8:30 – 5:30	8:30 – 5:30	8:30 – 5:30		8:30 – 5:30	
Type of Practice:	General/Family			Reason for Selling: Retirement			
Years established:	~ 36 yrs			Days worked in 2019: ~ 180 days			
*Office closed due to Covid from March 13 – May 13, 2020				Days worked in 2020 ~ 155+8 days			

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes
Is the space leased?	No	Is lease renewable?	N/A
		Is lease assignable?	N/A
Term of Lease:	Seller Owns Condo Unit		Expiration date: N/A
Do you share space with another dentist?	No		
Rent per month	\$2,266.00/month	Common area, maintenance fees /taxes included?	No
If not included, current amount paid?	\$613.59/month	Are utilities included?	Yes, Water, Sewer, Trash
Is the rent considered above, below or at fair market value?	Fair Market Value		
Type of Building:	Condo	Free-standing	Professional X Retail Center
Office Square footage:	~ 1,030 sf	Carpet?	In Reception Only Air conditioning? Yes
Number of fully equipped OPs:	3	Plumbed for additional OPs?	No
Reception area:	Yes	Dark room:	Yes Doctor's office: Yes Lab: Yes
Business office:	Yes	Restrooms:	Yes, 1 Sterilization: Yes Storage: No
Digital X-ray:	Yes	Cerec:	No Laser: No Intra-oral Camera: Yes 3D Imager: No
Description of office building, Location and attributes of practice (a brief description):	Located in a attractive, well-maintained, well-known, premier 2-story Medical-Dental Professional building with close proximity Hospital, Community College & High School.		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	27	Diagnostic	17	Adjunctive	2	Dentures	5
General Operative	19	Endo		Ortho/TMJ		Perio	
Oral Surgery	2	Cosmetic		Crown/Bridge	28	Implant Surgery	

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

Refer Complex Oral Surgery, Implant, Endo, Perio, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 36 Insurance/PPO 64 Denti-Cal _____ Capitation (HMO) _____ Other _____

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

***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:

Delta, Aetna, GEHA, Anthem, Humana, MetLife, Careington United, HC United Concord

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: ~ 5

Average number of patients per day? Per-Doctor: ~ 10 – 12

Average age of patients: **Mid to Mature Range Family Range: ~ 45 yrs**

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

Type of recall system used? **Pre-scheduling, Phone Call Reminders, Word-of-mouth Referrals**

Number of recalls per month? ~ 105+

What types of Practice Promotions? **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: **Built-in Cabinets and Countertops. Reception Room: Carpet/ Business Office & OP's: Wood Vinyl Flooring/ Dark Room & Sterilization Room: Linoleum, All regularly updated, maintained and in good functioning condition**

Average age of Equipment: **Most ~ 19 yrs / Sterilizer: ~ 5 yrs / Vacuum Pump ~ 6 yrs**

Any equipment leases? **No** 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? **\$20.00/hr**

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 \$ 278,351 2019 \$ 374,375 2018 \$ 330,282

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

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

What software? **Dentimax** 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.