



WESTERN PRACTICE SALES

John M. Cahill Associates

#GN-1348 Chico, California

This collegiate community is a cultural, economic and educational center always has a buzz of activity due to the thriving atmosphere of the town. ***Come live, play and practice here and be the envy of your friends and family!***

Stellar reputation, unsurpassed location, excellent visibility, digital/computerized office are just some of the attributes of this family-oriented practice with seasoned staff & streamlined policies who create a ***warm & welcoming atmosphere*** and make this an enjoyable environment to spend your days!

Doctor averages 10-12 patients w/ 8 Hygiene patients per day offering 7 days of Hygiene/per week and generates approximately 12 – 15+ new patients per month. Watch your revenue increase by keeping specialty procedures in-house!

This ***custom-designed, spacious*** office designed specifically for office efficiency and patient flow in mind, has large windows, open-beam ceilings and mature landscaping in an attractive, well-maintained, single-story, free-standing Professional building occupies approximately 3,500 square feet and consists of 7 fully equipped OPs with state-of-the-art Equipment, Reception, Doctor's office, Business office, Sterilization, Lab, Storage and 3 Restrooms.

Full Price: \$695,000

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

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

We look forward to serving you

GN-1348

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$695,000

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			
Hygienist Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	41 yrs total. ~ 3+ yrs w/ current owner			Days worked in 2019: ~ 180 days			
*Office closed for 9weeks due to Covid in 2020				Days worked in 2020 ~ 140+ days			

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	No	Is building available for purchase?	N/A				
Is the space leased?	Yes	Is lease renewable?		Is lease assignable?	Yes		
Term of Lease:	10 yrs	Expiration date:	May 2028				
Rent per month	\$5,000.00/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount paid?		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	X	Retail Center	
Office Square footage:	~ 3,500 sq ft	Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped OPs:	7	Plumbed for additional OPs?	No				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 3	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	Yes	Laser:	Yes, 2	Intra-oral Camera:	Yes
						3D CBCT	Yes
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, single-story Professional building tucked with shopping and business amenities in highly desirable corridor w easy freeway accessibility						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	15	Diagnostic	12	Adjunctive	1	Dentures	1
General Operative	20	Endo	4	Ortho/TMJ	3	Perio	8
Oral Surgery	3	Cosmetic	7	Crown/Bridge	18	Implant Surgery	8

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

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

Type of patients as a percentage of Collections:

Private Pay 65 Insurance/PPO 30 Denti-Cal _____ Capitation (HMO) 5 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:

Delta Dental, DHA, Sun Life, United Concordia, and United Health Care

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: ~ **12 - 15+**

Average number of patients per day? Per-Doctor: ~ **10 - 12** Per-Hygienist: ~ **8**

Hygiene days per week: **7 days**

Average age of patients: **Family range**

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

Type of recall system used? **Pre-scheduling**

Number of recalls per month? ~ **8 - 10**

Types of Advertising: Print Ad: **No** Facebook: _____ Yelp: _____ Other: _____

**Advertising contracts will be the responsibility of Buyer after transition.*

What types of Practice Promotions? **Internal Marketing: word-of-mouth referrals, Stellar Reputation**

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 Flooring throughout, and New Paint in several Rooms, All equipment are regularly updated & maintained and in good functioning condition**

Average age of Equipment: **~ 12 yrs** Any equipment leases? **Yes**

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? **Yes** If yes, how much are they paid? **Varies**

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:

2021 \$ 662,579 8-m P&L 2020 \$ 804,203 2019 \$888,026

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

Type of Computers: **Dell - Windows Op System** Dental 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.