



WESTERN PRACTICE SALES

John M. Cahill Associates

#GN-1393 Chico, California

Be the envy of your colleagues as you live and practice in this vibrant, family-oriented city located in the northern Sacramento Valley. Known for its special sense of community and small-town living, it is also praised for its rich, thriving education, business, recreation and cultural opportunities.

Seller willing to work-back for new owner!

The Doctor averages 10 - 14 patients w/ 8 Hygiene patients per day offering 8 days of Hygiene/per week and welcomes approximately 10-12 new patients per month.

Office is conveniently located in a prime location: attractive, well-maintained, free-standing Building, on busy, major thoroughfare with excellent visibility, great signage and easy accessibility.

The office occupies approximately 1,425 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$595,000

Real Estate Also Available

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

Timothy G. Giroux, DDS

Jon B. Noble, MBA

John M. Cahill, MBA

Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

#GN-1393

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$595,000

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 – 5 | | |
| Hygienist Hours | | 8 – 5 | 8 – 5 | 8 – 5 | 8 – 5 | | |
| Type of Practice: | General | | | Reason for Selling: | | Retirement | |
| Years established: | ~ Since 2001 | | | Days worked in 2020: | | ~ 140+ days | |
| *Office closed due to Covid from March 18 – May 25, 2020 | | | | Days worked in 2021: | | ~ 175 days | |

OFFICE SPACE & LEASE INFORMATION

| | | | |
|--|--|--|---|
| Is the building/suite owned? | Yes | Is building available for purchase? | Yes |
| Is the space leased? | | Is lease renewable? | Yes |
| | | Is lease assignable? | Yes |
| Term of Lease: | Seller owns building | | Expiration date: June 1, 2027 |
| Do you share space with another dentist? | N/A | | |
| Rent per month | \$ 3,500.00/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? | FMV | | |
| Type of Building: | Condo | Free-standing | X Professional Retail Center |
| Office Square footage: | ~ 1,425 sq. ft. | Carpet? | No Air conditioning? Yes |
| Number of fully equipped OPs: | 4 | Plumbed for additional OPs? | No |
| Reception area: | Yes | Dark room: | No Doctor's office: Yes Lab: Yes |
| Business office: | Yes | Restrooms: | Yes, 2 Sterilization: Yes Storage: Yes |
| Digital X-ray: | Yes | Cerec: | No Laser: Yes Intra-oral Camera: Yes 3D Imager: Yes |
| Description of office building, Location and attributes of practice (a brief description): | Attractive, well-maintained, established, free-standing building on major thoroughfare, with excellent signage, visibility and easy accessibility | | |

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

| | | | | | | | |
|----------------------|--------------|------------|--------------|--------------|--------------|-----------------|--------------|
| Preventative/Hygiene | 19.94 | Diagnostic | 13.56 | Adjunctive | 1.19 | Dentures | 2.21 |
| General Operative | 18.78 | Endo | 4.16 | Ortho/TMJ | 1.52 | Perio | 0.61 |
| Oral Surgery | 4.17 | Cosmetic | 0.31 | Crown/Bridge | 18.34 | Implant Surgery | 15.20 |

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

Refer Complex Perio, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 35% Insurance/PPO 65% Denti-Cal _____ Capitation (HMO) _____ 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, MetLife, BlueCross

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: **~ 10-12**

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

Hygiene days per week: **8 days**

Average age of patients: **Family Range:**

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

Type of recall system used? **Text & Phone Call Reminders**

Number of recalls per month? **Varies**

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

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

What types of Practice Promotions? **None, Internal Marketing: word-of-mouth referrals**

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: **Thoughtfully planned office designed for office efficiency and patient flow, All Equipment are regularly upgraded, updated, maintained and in good functioning condition**

Average age of Equipment: ~ 4 Any equipment leases? **No**

Equipment is right/left-handed/convertible? **Right & Convertible** *plumbed for Left also

PERSONNEL

| Position | Days/Hrs | Date hired | Rate of Pay | Eligible for benefits |
|----------|----------|------------|-------------|-----------------------|
|----------|----------|------------|-------------|-----------------------|

AVAILABLE UPON REQUEST

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

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

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Profit & Loss Statements:

2021 \$ 952,907 P&L 2020 \$ 784,579 P&L 2019 \$ 928,490

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

Type of Computers: **Dell** Dental Software: **Open 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.