



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

### **#GN-1401 Chico, California**

Come, live, play, and practice in this vibrant, collegiate community that values quality of life and sense of community with its wonderful small-town vibe with great recreational, educational, and cultural opportunities. This quality dental practice provides modern dentistry with the highest esthetic and functional standards for an affluent and dentally-educated patient base.

Doctor averages 12 patients per day and welcomes approximately 15 new patients per month.

Office is conveniently located in an attractive, well-maintained, single-story Professional building on major thoroughfare with high-visibility in the heart of Chico tucked among Restaurants & Retail Stores.

Office occupies approximately 1,550 square feet and consists of 3 fully equipped OPs with plumbing for 1 additional OP, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

***Asking Price: \$165,000***

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

Timothy G. Giroux, DDS

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Edmond P. Cahill, JD

**800.641.4179**

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

**We look forward to serving you**

#GN-1401

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$165,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 4	8 – 4	8 – 5	8 – 4	8 – 5	
Doctor's Hours				8 – 5		8 – 5	
Type of Practice:	<b>General</b>			Reason for Selling: <b>Retirement</b>			
Years established:	~ 11 yrs			Days worked in 2020: ~ 88 days			
<b>*Office closed 2 months due to Covid</b>				Days worked in 2021: ~ 92 days			

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>Month-to-Month</b>			Expiration date:	<b>N/A</b>		
Do you share space with another dentist?	<b>No</b>						
Rent per month	<b>\$2,000.00/month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount paid?	<b>N/A</b>		Are utilities included?	<b>No</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	~ <b>1,550 sf</b>		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped OPs:	<b>3</b>		Plumbed for additional OPs?	<b>Yes, 1 additional</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>No</b>
						3D Imager:	<b>Yes</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, single-story Professional building on major thoroughfare with high-visibility in the heart of town, with close proximity to Restaurants &amp; Stores</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>0.61</b>	Diagnostic	<b>5.38</b>	Adjunctive	<b>3.43</b>	Prosth, Remov	<b>48.57</b>
General Operative	<b>11.36</b>	Endo	<b>0</b>	Ortho/TMJ	<b>0</b>	Perio	<b>0.06</b>
Oral Surgery	<b>24.40</b>	Cosmetic	<b>0</b>	Crown/Bridge	<b>0.86</b>	Implant Surgery	<b>5.39</b>

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

**Refer Complex Endo, Perio, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

Private Pay 25.23 Insurance/PPO 10 Denti-Cal 64 Capitation (HMO)      Other     

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

**\*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:

**Humana, Delta Premier, MetLife, DentiCal**

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**

Average number of patients per day? Per-Doctor: **~ 12** Per Hygienist: **N/A**

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

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

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

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

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

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

