



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#FC-489**

### **Clearlake, California**

Live and Practice in the beautiful Lake County, where endless outdoor activities are at your fingertips or the serenity and peacefulness of nature is just a step away. This wonderful practice has been established for 38 years and the seller is retiring and is passing on the tradition in providing quality care to this family-oriented town of Clearlake.

The Doctor averages 12 patients w/ 8 Hygiene patients per day and generates approximately 17 new patients per month.

This owner-occupied, shared building is 50% equally shared with the other owner, located on Hwy. 53 at the intersection referred to as "Four Corners". Seller shares approximately 3,600 square feet and owns 4 fully equipped ops, Dark room, Storage and Restroom.. The shared areas consists of the Business office, Lab Area, Sterilization, X-Ray and Reception Area.

***Full Price for the Practice: \$470,000***

***50% of Real Estate Interest also available to Purchase***

***Full Price: \$550,000***

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

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**800.641.4179**

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

**We look forward to serving you**

#FC-489

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$470,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:30 – 4:30	8:30 – 4:30	9:00 – 4:30	8:30 – 4:30	9:00 – 2:00*	
Doctor's Hours							
Hygienist Hours							
Type of Practice:	<b>General Dentistry</b>			Reason for Selling:		<b>Retiring</b>	
Years established:	<b>1978</b>			Days worked past 12 months:		<b>138 ½ days</b>	

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>Yes</b>
Is the space leased?	<b>No</b>	Is lease renewable?	<b>n/a</b>
		Is lease assignable?	<b>n/a</b>
Term of Lease:	<b>50% interest Owner Occupied.</b>		Expiration date: <b>n/a</b>
Do you share space with another dentist?	<b>Yes, Partner, but separate entity</b>		
Rent per month	Common area, maintenance fees /taxes included?		
If not included, current amount?	Are utilities included?		
Is the rent considered above, below or at fair market value?			
Type of Building:	Condo	<b>Free-standing</b>	<b>X</b> Professional Retail Center
Office Square footage:	<b>3,600 sq. ft. (shared)</b>	Carpet?	<b>Yes</b> Air conditioning? <b>Yes</b>
Number of fully equipped ops:	<b>4</b>	Plumbed for additional ops?	<b>No</b>
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b> Doctor's office: <b>Yes</b> Lab: <b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes</b> Sterilization: <b>Yes</b> Storage: <b>Yes</b>
Laser:	<b>Yes</b>	Digital X-ray:	<b>Yes</b> Intra-oral Camera: <b>Yes</b> Cerec:
Description of office building, Location and attributes of practice (a brief description):	<b>35 year old, Single-Story Building.</b>		

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	Diagnostic	15%	Adjunctive	3%	Dentures	3%	
General Operative	Endo	7%	Ortho/TMJ	0%	Perio	0%	
Oral Surgery	6%	Cosmetic	51%	Crown/Bridge	9%	Implant	6%

What services/procedures are referred out? Oral Surgery, Endo, Perio, Pedo or as needed.

Type of patients as a percentage of Collections:

Private Pay 55% Insurance/PPO 45% Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a Delta Provider? **Yes, Delta Premier**

**\*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 Premier**

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: **17**

Average number of patients per day? **20** Per-Doctor: **18** Per-Hygienist: **8**

Hygiene days per week: **4** Percentage of Production by Hygiene: **21%**

Average age of patients: **6 – 96**

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

Type of recall system used? **Dentrix Reports**

Number of recalls per month?

What types of Practice Promotions? **Reduced New Patient Exams, Full Payment Discounts**

Phone Book Advertising? \* **Yes** \* *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: **Roof 2014, Remodeled 2012**

Average age of Equipment: **20 years old**

Any equipment leases? **No**                      Equipment is right/left-handed/convertible? **Convertible**

### PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>RDA</b>	<b>3 ½ - 4 days/week</b>		<b>\$18.00/hour</b>	<b>Yes</b>
<b>RDA</b>	<b>3 ½ - 4 days/week</b>		<b>\$16.00/hour</b>	<b>Yes</b>
<b>RDA</b>	<b>3 days/week</b>		<b>\$14.00/hour</b>	<b>Yes</b>
<b>Office Manager/RDA</b>	<b>5 days/week</b>		<b>\$20.00/hour</b>	<b>Yes</b>
<b>RDH</b>	<b>2 days/week</b>		<b>ARP \$40.00/com</b>	<b>No</b>
<b>RDH</b>	<b>1-2 days/week</b>		<b>ARP \$40.00/com</b>	<b>No</b>
<b>RDH</b>	<b>1 day/week</b>		<b>ARP \$40.00/com</b>	<b>No</b>
<b>Receptionist</b>	<b>3 days/week</b>		<b>\$15.00/hour</b>	<b>No</b>
<b>DA</b>	<b>4 days/week</b>		<b>\$12.00/hour</b>	<b>Yes</b>

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

Has staff left the practice recently? **Yes**                      Is there a practice management consultant? **Yes**

### PRACTICE FINANCIAL PROFILE

#### Last 3 years' Gross Collections from Tax Returns:

2014 **\$838,903**    2013 **\$772,935**    2012 **\$832,425**

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

Number of statements sent each month? **154**                      Is pegboard or computer? **Computer**

What type of computer? **Dell**                      What software? **E-Statements**

Is software transferable? **Yes**                      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.**