



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#CC-599**

### **Santa Rosa, California**

Live and practice in the heart of the Sonoma Wine Country w/ cultural and recreational amenities in this family-oriented community. We are offering a remarkable opportunity, where Seller has established a stable patient base, well-respected for delivering quality care in a warm and relaxed atmosphere.

The Doctor averages 4-5 patients w/ 7-8 Hygiene patients per day and generates approximately 5 new patients per month.

Located in a desirable residential neighborhood, highly visible, well-maintained, single-story Condo w/ beautiful extensive mature landscaping. The office has excellent signage in an easily accessible, on major thoroughfare w/ close proximity to local businesses & markets w/ abundant parking.

The office occupies approximately 1,040 square feet and consists of 3 fully equipped ops and plumbed for an additional ops, Reception area, Doctor's office, Business office, Sterilization, Dark room, Lab, Storage and Restroom.

***~~Full Price: \$250,000~~***

***Motivated Seller.***

***All reasonable offers will be considered.***

***Price Reduced: \$175,000***

*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**

#CC-599

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$175,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5		8 – 5		
Doctor's Hours		8 – 5	8 – 5		8 – 5		
Hygienist Hours			8 – 5		8 – 5		
Type of Practice:	<b>General Family</b>		Reason for Selling: <b>Accepted a position in Pediatrics at Hospital</b>				
Years established:	<b>Purchased 4/2004</b>		Days worked past 12 months:			<b>144</b>	

## 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>5 Year Renewal</b>			Expiration date:	<b>February 2019</b>		
Do you share space with another dentist?	<b>No</b>						
Rent per month	<b>\$2,266.00</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
Are utilities included?	<b>Yes, Garbage, Water &amp; Electric shared 50/50</b>						
Is the rent considered above, below or at fair market value?	<b>Below Market Value</b>						
Type of Building:	<b>Condo</b>	<input checked="" type="checkbox"/>	Free-standing	Professional	Retail Center		
Office Square footage:	<b>1,040 sq. ft.</b>		Carpet?	<b>No</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>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>No</b>	Digital X-ray:	<b>Yes, 2</b>	Intra-oral Camera:	<b>Yes</b>	Cerec:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Single-Story Condo w/ extensive mature landscaping, abundant parking, desirable neighborhood, close proximity to freeway access.</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	22%	Diagnostic	14%	Adjunctive	1%	Dentures	2%
General Operative	44%	Endo	1.5%	Ortho/TMJ		Perio	1.5%
Oral Surgery	1%	Cosmetic		Crown/Bridge	9%	Implant	4%

What services/procedures are referred out? **Some O.S., Most Endo, Most Perio, Some Pedo, All Ortho**

Type of patients as a percentage of Collections:

**Private Pay** 30% **Insurance/PPO** 70% Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a Delta Provider? **Yes, Delta 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"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

**Delta Dental, Shirrell, Aetna, Metlife**

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: **4-5** Per-Hygienist: **7-8**

Hygiene days per week: **2** Percentage of Production by Hygiene: **36%**

Average age of patients: **45**

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

Type of recall system used? **Mail & Phone** Efficiency: **Good**

Number of recalls per month? **64**

What types of Practice Promotions? **Drawings, Website, Internet, Yellow Pages Ads, Non-Profit Support**

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:

**Recently painted and new overhead lighting installed**

Average age of Equipment: **6 – 8 years**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Front Office</b>	<b>3 days / 24 hours</b>	<b>11/2010</b>	<b>\$26.00/hour</b>	<b>Yes</b>
<b>RDH</b>	<b>2 days / 16 hours</b>	<b>12/2011</b>	<b>\$53.00/hour</b>	<b>Yes</b>
<b>RDA</b>	<b>3 days / 22 hours</b>	<b>7/2015</b>	<b>\$26.50/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? **No**

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

## PRACTICE FINANCIAL PROFILE

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

**2015 \$322,486    2014 \$324,391    2013 \$328,736**

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

Number of statements sent each month? **Average of 15 per month**

Is pegboard or computer? **Computer**

What type of computer? **Dell**                                      What software? **Dentrix**

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.**