



WESTERN PRACTICE SALES

John M. Cahill Associates

EN-628

Orangevale, California

Affectionately known as “The Vale”, Orangevale has taken great steps to continue to grow from its humble beginnings as prized agricultural center, into the thriving and distinguished business and residential community it is today! Its natural beauty, recreational opportunities, high-ranking schools and the growth of nearby Sacramento and Placer Counties, continues draw people to Orangevale, making it a great place to work, play and live.

The Doctor averages 20 patients per day and generates approximately 25 - 30 new patients per month.

The office is conveniently located in the heart of Orangevale, in a two story professional building, directly on one of the area’s most highly-traveled thoroughfares, providing excellent visibility!

The office occupies approximately 1,310 square feet and consists of 4 fully equipped ops and plumbed for 1 additional. The office also has a Reception area, Doctor’s office, Sterilization, Dark room, Lab, Storage and Restroom.

Full Price: \$375,000

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

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

We look forward to serving you

EN-628

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 375,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 - 5	9 - 5	9 - 5	9 - 5	9 - 5	
Associate's Hours		9 - 5	9 - 5	9 - 5	9 - 5	9 - 5	

Type of Practice: **General** Reason for Selling: **Personal**
 Years established: **~ 15 Months** Days worked past 12 months: **Associate Driven**

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? **Yes** Is lease assignable? **Yes**
 Term of Lease: **5 Years** Expiration date: **November 2019**
 Do you share space with another dentist? **No**
 Rent per month **\$1,730** Common area, maintenance fees /taxes included? **Yes**
 Are utilities included? **No**
 Is the rent considered above, below or at fair market value? **Below Market Value**
 Type of Building: Condo Free-standing Professional **X** Retail Center
 Office Square footage: **1,310 sq ft** Carpet? **Yes** Air conditioning? **Yes**
 Number of fully equipped ops: **4** Plumbed for additional ops? **1**
 Reception area: **Yes** Dark room: **Yes** Doctor's office: **Yes** Lab: **Yes**
 Business office: **No** Restrooms: **Yes, 1** Sterilization: **Yes** Storage: **Yes**
 Laser: **No** Digital X-ray: **Yes** Intra-oral Camera: **No** Cerec: **No**

Description of office building, Location and attributes of practice (a brief description):

In the heart of Orangevale, in a two story professional building, on one of the area's most highly-traveled thoroughfares, w/excellent visibility!

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	20	Diagnostic	20	Adjunctive	Dentures	10
General Operative	20	Endo	1	Ortho/TMJ	Perio	
Oral Surgery	19	Cosmetic	5	Crown/Bridge	Implant	10

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

All Perio and Endo

Type of patients as a percentage of Collections:

Private Pay 5% Insurance/PPO 10% Denti-Cal _____ Capitation (HMO) 85% Other _____

Are you a Delta Provider? Yes If Yes, Yes Delta PPO No 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 PPO, Health Net, Liberty and Access

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: ~ **30**

Average number of patients per day? ~**20** Per-Doctor: ~**20** Per-Hygienist: **N/A**

Hygiene days per week: **N/A** Percentage of Production by Hygiene: **N/A**

Average age of patients: ~**30**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **None** Efficiency: **N/A**

Number of recalls per month? **N/A**

What types of Practice Promotions? **None**

Phone Book Advertising? * **No** * *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:

All improvements ~ 18 months old: Built out 3 Ops w/ X-ray, Pano (all digital)

Average age of Equipment: ~ **17 months**

Any equipment leases? **Yes, Pano** Equipment is right/left-handed/convertible? **Right**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Office Manager	5 day/wk	March 2015	\$13.00/hr	Vacation
Front Office	5 day/wk	June 2016	\$13.00/hr	None
Dental Assistant	5 day/wk	May 2016	\$13.00/hr	None
Dental Assistant	5 day/wk	March 2016	\$13.00/hr	None

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 **\$201,542** 2014 **N/A** 2013 **N/A**

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

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

What type of computer? **PC** What software? **Easy Dental**

Is software transferable? **No**

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.