



WESTERN PRACTICE SALES

John M. Cahill Associates

#GN-656

Northern Tehama County, California

This amazing, well-established practice can be found in beautiful Tehama County, which is located in the Northern part of the Sacramento Valley. Surrounded by mountains on three sides, the Sacramento river cutting through the center, and an expansive valley running south, it offers an abundance of activities, including hunting, fishing and hiking, making it the ideal place to raise a family! This community established its place in history, simply by location alone! During the Gold Rush era it became a major jumping off point for Pioneers seeking their fortune. As the settlers began streaming in, it quickly grew to be one of California's largest Steamer ports. Because of this, it was, and still is one of California most significant commercial distribution centers.

The Doctor averages 8 - 10 patients w/ 8 - 10 Hygiene patients per day, offering 3 days of hygiene/per week and generates approximately 8-10+ new patients per month.

This very charming office is conveniently located in an attractive, well-maintained, 2-story building a block off a busy, major thoroughfare in desirable neighborhood.

The office occupies approximately 2,468 square feet and consists of 5 fully equipped ops, Reception area, Doctor's office, Business office, Sterilization, 384 square feet Basement Storage area, Lab, Restroom and 576 square feet detached building.

Full Price: \$275,000

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-656

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$275,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8	8	8	4		
Doctor's Hours		8	8	8	4		
Hygiene Hours		8	8	8			
Type of Practice:	General			Reason for Selling:		Retirement/Personal	
Years established:	~13 years			Days worked past 12 months:		~ 190 days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Possibly, or lease				
Is the space leased?	N/A	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns building			Expiration date:			
Do you share space with another dentist?	N/A						
Rent per month	\$1,900	Common area, maintenance fees /taxes included?				Np	
Are utilities included?	No						
Is the rent considered above, below or at fair market value?	Below						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	Office 2,468, Basement 384		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	5	Plumbed for additional ops?		No			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	No
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, 2-story building w/ basement for storage & lab, near major thoroughfare, in desirable neighborhood						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	18	Diagnostic	20	Adjunctive	1.23	Dentures	2.33
General Operative	37	Endo	1.12	Ortho/TMJ		Perio	10.38
Oral Surgery	2.62	Cosmetic		Crown/Bridge	4.38	Implant	

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

Complex Oral Surgery, Endo, Perio, Ortho, Full mouth Rehab, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay **30%** Insurance/PPO **70%** Denti-Cal **0** Capitation (HMO) **0** Other _____

Are you a **Delta Provider**? If Yes, _____ Delta PPO **Y** **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 Premiere (not PPO/HMO) Anthem Blue Cross, Sierra Pacific, Cigna, Connection Dental- GEHA, Guardian, ADDP – United Concordia Dental**

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: **~ 8 – 10+**

Average number of patients per day? **~16 - 20** Per-Doctor: **~ 8 - 10** Per-Hygienist: **~ 8 - 10**

Hygiene days per week: **3** Percentage of Production by Hygiene: **27%**

Average age of patients: **21-60, Family range**

Does the office have Nitrous Oxide? **Yes, N₂O/O₂ Cart**

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

Number of recalls per month? **~ 90**

What types of Practice Promotions? **Yellow Pages & Website**

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:

Average age of Equipment: ~ 13 yrs

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
RDH	24 hrs/wk	Dec 2006	\$43.75/hr	Yes
Front Desk	28 hrs/wk	July 2009	\$16.00/hr	Yes
Dental Assistant	28 hrs/wk	June 2015	\$17.00/hr	No
RDA	20 hrs/wk	Sept 2016	\$17.00/hr	No

Do family members work in the office? **Yes** If yes, how much are they paid? **0.00**

Has staff left the practice recently? **Yes, After Maternity**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2015 \$ 469,006 2014 \$ 461,454 2013 \$ 493,234

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

Number of statements sent each month? **< 5** Is pegboard or computer? **Computer**

What type of computer? **Windows PC** What software? **Dentrix/Dexis**

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.