



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#GN-667**

### **Oroville, California**

With a constant, measurable growth attracting an influx of residents who move here from Sacramento and Bay Area, this desirable, rural retirement community offers parks, trails, golf courses, creeks and falls but is best known for the perennial recreational activities offered by its well-known lake, with all this accessible within 2 hours from Reno, Bay Area and Sacramento environs!

The Doctor averages 8-9 patients w/ 8 Hygiene patients per day and welcomes approximately 5-7 new patients per month.

The office is conveniently located in attractive, well-maintained, easily accessible, highly visible, handicap accessible, multi-tenant Professional building complex which offers ample parking in an adjacent open lot.

The office occupies approximately 1,000 square feet and consists of 3 fully equipped Ops w/ fiber-optic equipment, Reception area, Staff Lounge, Private office, Business office, Sterilization/Lab, Dark room, Lab and Restroom.

***Seller Motivated – Will Consider Reasonable Offers!***

***~~Full Price: \$325,000~~***

***Reduced - Now Only: \$195,000!***

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

Timothy G. Giroux, DDS

John M. Cahill, MBA

Jon B. Noble, MBA

Edmond P. Cahill, JD

**800.641.4179**

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

**We look forward to serving you**

# GN-667

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$195,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 - 5	8 - 12	8 – 3	8 - 12	
Doctor's Hours		8 – 5	8 – 5		8 – 3		
Hygienist Hours		8 – 5	8 – 5		8 – 3		
Type of Practice:	<b>General</b>			Reason for Selling: <b>3 days x 48 wks = 144 days</b>			
Years established:	~38 yrs			Days worked past 12 months:			

## 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>n/a</b>	Is lease renewable?	<b>n/a</b>
Term of Lease:	<b>Negotiable</b>	Expiration date:	<b>n/a</b>
Do you share space with another dentist?	<b>No</b>		
Rent per month	<b>\$1,500.00/month</b>	Are Facility, insurance, utilities and *taxes included?	<b>Yes</b>
Are utilities included?	<b>Yes , water, garbage and sewer</b>		<b>*Tenant pays property taxes ~ \$450.00/yr</b>
Is the rent considered above, below or at fair market value?			
Type of Building:	Condo	Free-standing	<b>Professional X</b>
Office Square footage:	<b>~ 1,000 sq. ft.</b>	Carpet?	<b>Yes</b>
Number of fully equipped ops:	<b>3</b>	Plumbed for additional ops?	<b>No</b>
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes</b>
Lasers:	<b>Yes</b>	Digital X-ray:	<b>Yes</b>
		Intra-oral Camera:	<b>Yes</b>
		Cerec:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):			
<b>Building completely remodeled in 2010</b>			

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>14.35</b>	Diagnostic	<b>12.56</b>	Adjunctive	<b>0.10</b>	Prosth, Rem	<b>1.53</b>
Restorative	<b>45.40</b>	Endo	<b>5.96</b>	Ortho	<b>0</b>	Perio	<b>2.59</b>
Oral Surgery	<b>2.59</b>	Other	<b>0.24</b>	Prosth, Fixed	<b>7.45</b>	Implant	<b>7.24</b>

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

**Complex Oral Surgery, Endo, Perio Surgery, Implant Placement, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

Private Pay **50** Insurance **50** Denti-Cal \_\_\_\_\_ Capitation (HMO) **No** PPO **No**

Are you a Delta Provider? **Yes** If Yes, \_\_\_\_\_Delta PPO **X** 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:

**No PPO's or HMO's accepted, PPO are billed as indemnity plan**

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 - 7**

Average number of patients per day? **16-18** Per-Doctor: **8-9** Per-Hygienist: **8**

Hygiene hours per week: **~ 23 hrs/wk** Percentage of Production by Hygiene:

Average age of patients: **Family Range**

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

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

Number of recalls per month? **Regular & Perio Recalls**

What types of Practice Promotions? **Internal Marketing: 90% word-of-mouth patient referrals, Website reinforces patient calls**

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: **Building completely remodeled in 2010**

Average age of Equipment: ~ 5 – 10 yrs

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Office Manager</b>	<b>4 days/27 hrs/wk</b>	<b>16 yrs</b>	<b>\$19.00/hr</b>	<b>Yes</b>
<b>RDA</b>	<b>4 days/27 hrs/wk</b>	<b>13 yrs</b>	<b>\$18.00/hr</b>	<b>Yes</b>
<b>RDH</b>	<b>1 day/8 hrs/wk</b>	<b>16 yrs</b>	<b>\$41.25/hr</b>	<b>Yes</b>
<b>RDH</b>	<b>1 day/8 hrs/wk</b>	<b>13 yrs</b>	<b>\$41.25/hr</b>	<b>Yes</b>
<b>RDH</b>	<b>1 day/8 hrs/wk</b>	<b>6 yrs</b>	<b>\$45.63/hr</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     \$ 457,284        2014     \$ 512,616        2013     \$ 422,568    

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

Number of statements sent each month? **35-40**                      Is pegboard or computer? **Computer**

What type of computer? **PC – Windows**                      What software? **Dentrix, Dexis**

Is software transferable? **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.**