



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#DN-665**

### **Santa Cruz Area, California**

This quality, fee-for-service practice has been serving the community for 35+ years, where patients have become like family. The loyal, stable, multi-generational patient base is a stellar testament of the strong relationships with the Doctor and warm, caring, friendly, seasoned staff. Become part of the fabric of this quaint town that combines redwoods and sea into one idyllic setting, and carry on the rich tradition and philosophy of serving your community and patients as well!

Seller treats an average of 8 patients per day with 2 hygienists each averaging 8+ patients per day. The practice generates an average of 10 new patients per month.

The office is conveniently located in an attractive, well-maintained, single-story Professional Building with ample parking, excellent curb appeal, good visibility, easy accessibility in professional corridor of desirable residential/commercial neighborhood. This spacious condo is designed with office efficiency and patient flow in mind, occupies approximately 1,460 square feet and consists of 4 fully equipped ops, Reception area, Doctor's office, Sterilization, Lab, Storage and Restroom.

***Full Price: \$540,000***

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

Timothy G. Giroux, DDS  
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John M. Cahill, MBA  
Edmond P. Cahill, JD

**800.641.4179**

► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

**We look forward to serving you**

# DN-665

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$540,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 6	8 – 2		8 – 6	8 – 2	
Doctor's Hours		8 – 6	8 – 2		8 – 6	8 - 2	
Hygienist Hours		8 – 6	8 – 2		8 – 6	8 - 2	
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Retirement</b>		
Years established:	<b>Since 1980's</b>		Days worked past 12 months:		<b>DDS ~ 177 days, Hygiene ~ 185 (x2) days</b>		

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>No</b>				
Is the space leased?	<b>N/A</b>	Is lease renewable?	<b>N/A</b>	Is lease assignable?	<b>N/A</b>		
Term of Lease:	<b>Seller owns building</b>			Expiration date:			
Do you share space with another dentist?	<b>No</b>						
Rent per month	<b>N/A</b>	Common area and maintenance fees included?	<b>\$550.00/month</b>				
Are utilities included?	<b>Yes, Water, Outdoor Lighting</b>						
Is the rent considered above, below or at fair market value?	<b>Considered Fair Market Value</b>						
Type of Building:	<b>Condo</b>	<b>X</b>	Free-standing	Professional	Retail Center		
Office Square footage:	<b>~ 1,460 sq. ft.</b>		Carpet?	<b>Partial</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>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>No</b>	Restrooms:	<b>Yes, 1</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Laser:	<b>Yes</b>	Digital X-ray:	<b>Yes</b>	Intra-oral Camera:	Cerec:	<b>NO</b>	
Description of office building, Location and attributes of practice (a brief description):	<b>Condo in attractive, well-maintained, highly visible, single-story professional building w ample parking and easy accessibility, in professional corridor of desirable neighborhood</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>32</b>	Diagnostic	<b>10</b>	Adjunctive	<b>2</b>	Dentures	<b>2</b>
General Operative	<b>15</b>	Endo	<b>0</b>	Ortho/TMJ		Perio	
Oral Surgery	<b>2</b>	Cosmetic		Crown/Bridge	<b>37</b>	Implant	

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

**Complex Oral Surgery-impactions/anesthesia cases, All Endo**

Type of patients as a percentage of Collections:

Private Pay **48** Insurance/PPO **62** Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ 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"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **None**

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: **10**

Average number of patients per day? Per-Doctor: **~ 8** Per-Hygienist: **~ 8 x 2**

Hygiene days per week: **8** Percentage of Production by Hygiene: **~ 30+ %**

Average age of patients: **Family Range**

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

Type of recall system used? **Pre-scheduling w excellent results**

Number of recalls per month? **~185**

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: Carpet is 8 yrs old. Building has well maintained and is nice condition overall.

Average age of Equipment: ~ 12 yrs

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
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### Personnel Information Included in Financial Package

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

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:

2016 \$ 812,910 (P&L) 2015 \$ 799,398 2014 \$ 785,200 2013 \$ 764,100

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

Number of statements sent each month? **~105** Is pegboard or computer? **Computer**

What type of computer? **Dell** What software? **Practice Works**

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.