



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#EN-558**

**Davis, California**

One of the best attributes and demographics for a practice is a collegiate atmosphere, where the youthful vibe enrich and enhance businesses. Well known and respected for offering a wide spectrum and full range of dentistry, this practice is in one of California's premier university cities, a community surrounded by rich agricultural farmlands and diverse culture, activities and economy. Davis is a haven for bicyclists! Live life to the fullest here!

The Doctor averages 8-10 patients w/ 8 Hygiene patients per day offering 5 days of hygiene/per week and generates approximately 10 - 14 new patients per month, based on the best kind of marketing: word-of-mouth referrals of quality care and quality relationships in a warm and caring atmosphere.

Built in 2007, along with mixed tenants of commercial businesses and professional offices, the office condo suite is conveniently located in an attractive, well-maintained building in an office complex in a well-manicured park-like setting.

Designed for maximum office efficiency and patient flow in mind, patients and new growth are easily handled in this beautiful environment. The office occupies approximately 1,487 square feet and consists of 4 fully equipped ops with plumbing for an additional Op, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and Restroom.

***Full Price: \$650,000***

*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**

# EN-558

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 650,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7 - 4	7 - 4	7 - 4	7 - 4		
Doctor's Hours		7 - 4	7 - 4	7 - 4	7 - 4		
Hygienist Hours		7 - 4	7 - 4	7 - 4	7 - 4		
Type of Practice:	<b>General</b>		Reason for Selling: <b>Relocation</b>				
Years established:	~ 15 yrs.		Days worked past 12 months: ~ 190 days				

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>Yes, condo</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 condo suite</b>			Expiration date:			
Do you share space with another dentist?	<b>No</b>						
If yes, percentage of Associate's Production:	<b>N/A</b>						
Will Associate stay on with practice?	<b>N/A</b>						
Rent per month	<b>\$3,780.84/month</b>		Common area, maintenance fees /taxes included?				<b>No</b>
If not included, current amount?	Are utilities included?						
Is the rent considered above, below or at fair market value?	<b>Rent includes estimated association dues.</b>						
Type of Building:	<b>Condo</b>	<b>X</b>	Free-standing	Professional	Retail Center		
Office Square footage:	<b>1,487 sq. ft.</b>		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped ops:	<b>4</b>		Plumbed for additional ops?	<b>Yes, 1</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>No</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</b>	Intra-oral Camera:	<b>Yes</b>	Cerec:	<b>NO</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained building in Office Complex with mixed tenants: commercial businesses &amp; professional offices w/ ample parking, visibility, accessibility</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>13</b>	Diagnostic	<b>15.6</b>	Adjunctive	<b>4.4</b>	Dentures	<b>0.9</b>
General Operative	<b>13</b>	Endo	<b>0.4</b>	Ortho/TMJ	<b>0</b>	Perio*	<b>11</b>
Oral Surgery	<b>0.7</b>	Cosmetic/Crown/Bridge		<b>41</b>	*includes Perio maintenance		

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

**All Endo, All Perio, All Ortho, Complex Oral Surgery, Difficult Pedo Behavioral Management Cases**

Type of patients as a percentage of Collections:

Private Pay 17 Insurance/PPO 83 Denti-Cal \_\_\_\_\_ Capitation (HMO) 0 Other \_\_\_\_\_

Are you a **Delta Provider**? **Yes** / No 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:

**MetLife, Concordia, Cigna, Aetna, Guardian (Indemnity and PPO only – no Capitation)**

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 – 14**

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

Hygiene days per week: **5** Percentage of Production by Hygiene: **~ 25+**

Average age of patients: **Mature Family range: ~ 40+yrs.**

Does the office have Nitrous Oxide? **Yes, Portable and ready**

Type of recall system used? **Computerized Postcards, Pre-scheduling, Email, Text Reminders**

Number of recalls per month? **~148**

What types of Practice Promotions? **Social Media drawing**

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:

Average age of Equipment: **2007 or newer**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Office Manager</b>	<b>6 hrs/wk</b>	<b>2004</b>	<b>\$37.00/hr</b>	<b>No</b>
<b>Reception</b>	<b>32 hrs/wk</b>	<b>2010</b>	<b>\$22.50/hr</b>	<b>Yes</b>
<b>Dental Hygiene</b>	<b>3 days/wk</b>	<b>2005</b>	<b>\$390.00/day</b>	<b>Yes</b>
<b>Dental Hygiene</b>	<b>2 days/wk</b>	<b>2009</b>	<b>\$380.00/day</b>	<b>Yes</b>
<b>RDA</b>	<b>32 hrs/wk</b>	<b>2015</b>	<b>\$20.25/hr</b>	<b>Yes</b>
<b>RDA</b>	<b>32 hrs/wk</b>	<b>2015</b>	<b>\$18.00/hr</b>	<b>Yes</b>

Do family members work in the office? **Yes**      If yes, how much are they paid? **\$23,000/yr**

Has staff left the practice recently? **Yes**

Is there a practice management consultant? **Yes**

## PRACTICE FINANCIAL PROFILE

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

2015 **\$865,673 P&L**    2014 **\$ 811,113**    2013 **\$ 812,620**

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

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

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

Is software transferable? **Yes, Transfer Fee, if any, 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.**