

## PUBLIC

### 1. Title: Suburban Oregon Practice Ready to Transition to New Owner

### 2. General Overview and History of the Practice

Well established solo private practice of 47 years, in which we have earned the trust of our patients, in serving 4 generations of families. We have a high emphasis on Medical Optometry, Treating and Managing Glaucoma, ARMD, Diabetes, Dry Eyes and Emergency patients. The office is well equipped with the instruments needed to practice full scope medical eyecare. Also, since we do lots of Medical Care, which requires regular, frequent follow-up, it also builds patient loyalty. We also do Glasses and Contact Lenses.

We have accomplished patient trust by having a patient care culture of taking the time with each patient to: (1) Listen carefully to each of their needs and concerns, (2) Addressing each of them and evaluating all their medical issues and/or risks, (3) Explaining thoroughly, in easy to understand, layman's terms, the patients findings and recommendations, and (4) Doing all the recommended treatment and follow-up. As a result, we routinely get the following types of comments: "I have never had an eye exam that was that thorough and explained that clearly to me" and "I really appreciate your thoroughness and attention to detail."

We also provided Vision Therapy for 40 years, until 8/2020, when my Vision therapist moved away. The V.T. room has especially high ceilings, because part of our V.T. program was providing Dr. Pepper's Perceptual Stress Therapy, utilizing among other thing, a trampoline. All the V.T. equipment is still available.

### 3. Opportunities

- a) Opportunity to grow more Optical, i.e. Vision Exams and Optical.
- b) Opportunity to offer Visual Training again.
- c) Opportunity to provide more days of service, i.e., Fridays and Saturdays. Currently, we are working (4) – 10 hour days, on Monday through Thursday.

### 4. Demographic - Oregon City, Oregon:

- Historic End of the Oregon Trail
- Suburban city Located 13 miles South of Portland, (which is a major Metropolitan area).
- Home to shopping areas, recreational opportunities, businesses, a wide variety of historical and cultural attractions, and several Interpretive Centers and Museums dedicated to celebrating the Pioneer spirit.
- Great place to raise kids.
- Census Data 2022:
  - Population: 37,418
  - Median Residential Age: 37.1 years
  - Est. Median Household Income: \$90,174
  - Est. Median House or Condo value: \$473,900

### 5. Recreational Activities:

Hiking, Camping, Boating, Fishing, Whitewater Rafting, Off-Roadng, etc.:

- Boating / Fishing: In town
- Pacific Ocean Beaches: 1.75 hours
- Snow Skiing: Mt Hood: 1.25 hours  
Mt Bachelor: 3.5 hours
- High Desert (Bend): 3.0 hours

### 6. Building:

The building is owned personally by the Doctor and the Practice Leases it from him. The building is available for sale, but possibly not in the same year as the sale of the practice.

7. Equipment (Besides standard equipment such as Phoroptors, slit lamps, etc.):

<u>Equipment:</u>	<u>Year Purchased:</u>	
a) Zeiss – OCT-6000 (OCT-G, OCT-R, OCT-ASEG)	2024	(replaced OCT-5000)
b) Optos – California Nikon (Suzuka v.1.15)	2023	(replaced Optos California)
c) Adapt Dx – D.A. Pro Dark Adaptation (Headborne D.A.)	2022	
d) Zeiss – Visual Fields Analyzer HFA-3 (840)	2021	(replaced older model)
e) Adapt Dx – Table D.A. Dark Adaptation (Table D.A.)	2018	
f) Diopsys – VEP, pERG	2014	

8. “Action Statement”:

I look forward to sharing this great opportunity with you as I seek an O.D. to continue to take excellent care of our patients for the next 30 years.

