



WESTERN PRACTICE SALES

John M. Cahill Associates

#CC-846

San Rafael, California

This beautiful city has the best of both worlds: an expansive California setting and all the amenities of an urban center as it is also the county seat, the largest and oldest city of Marin County. With a wide diversity of natural habitats from forests at the higher elevations to marshland and estuarine settings, this community offers a wide variety of outdoor recreational activities. Be a part of the vibrant, unique, urban downtown corridor which celebrates both the arts and business opportunities.

Doctor averages 6 patients w/ 8 Hygiene patients per day offering 1 day of hygiene/per week and generates approximately 3-4 new patients per month.

The office is conveniently and centrally located in an attractive, well-maintained, Professional/Retail building complex with ample parking for staff and patients as well as easy accessibility to the freeway. The office occupies approximately 640 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Sterilization, Darkroom, Storage, and Restroom.

Full Price: \$295,000

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

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

We look forward to serving you

CC-846

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$295,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Doctor's Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Hygienist Hours			8 - 5				
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	~ 40 yrs		Days worked past 12 months:			~ 189 days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	No	Is building available for purchase?	N/A					
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes			
Term of Lease:	5 yrs w 5-yr option to renew			Expiration date:	April 2019			
Do you share space with another dentist?	N/A							
Rent per month	\$1,886.54/month* FMV		Common area, maintenance fees /taxes included?					No
If not included, current amount paid?	\$3,695.00 <i>1/5th property tax/per yr, due March 1, annually</i>							
Are utilities included?	Yes, Water <i>*Fair Market Rent includes 4 parking spaces</i>							
Type of Building:	Condo	Free-standing	Professional	X	Retail Center			
Office Square footage:	~ 640 sq. ft.		Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped ops:	3		Plumbed for additional ops?	No				
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	No	
Business office:	No	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes	
Laser:	No	Digital X-ray:	Yes	Intra-oral Camera:	Cari Vu	Cerec:	NO	
3D Imager:	Microscope w/ Camera Plus (wall-mounted), Cari Vu							
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, Professional/artist/retail w/ ample patient & staff parking in the heart of desirable downtown corridor, w/ easy freeway accessibility							

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	10.5	Diagnostic	4.8	Adjunctive	1.2	Dentures	3.26
General Operative	17.59	Endo	0	Ortho/TMJ	2.8	Perio	6.2
Oral Surgery	0.38	Cosmetic	2.3	Crown/Bridge	46.01	Implant	

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

Complex Endo, Oral Surgery, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 75 Insurance/PPO _____ 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: **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: **~ 4+**

Average number of patients per day? Per-Doctor: **6** Per-Hygienist: **8**

Hygiene days per week: **1 day** Percentage of Production by Hygiene: **~ 11**

Average age of patients: **Mid-Family range: ~ 40 yrs**

Does the office have Nitrous Oxide? **Plumbed**

Type of recall system used? **Computerized postcard list**

Number of recalls per month? **32**

What types of Practice Promotions? **Complimentary comprehensive exams & consults**

Phone Book Advertising? * **Video created by YP and on Website**

**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: **Functional, good working condition, ~ 2003: carpet, paint, lighting, art / 2017: office painted**

Average age of Equipment: ~ 14 yrs

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Front Desk	4 days x 8½ hrs	Oct 1998	\$20.37/hr	Yes
RDA	4 days x 8½ hrs	April 2005	\$21.68/hr	Yes
RDH	1 day x 8½ hrs	Feb 2016	\$54.00/hr	Yes

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? **Yes, previously**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Profit & Loss Statements:

2017 \$ 433,319 P&L 2016 \$ 496,552 2015 \$ 497,424

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

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

What type of computer? **PC** What software? **DentalMate**

Is software transferable? **Unknown**

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.