



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#DG-862**

### Mid-Peninsula, California

*On track for BEST YEAR in the last 3 years!  
Check out updated Collection overview!*

A-w-e-s-o-m-e is how we'd like to describe this family-oriented, fee-for-service, quality practice that prides itself on patient relationships and quality of care in a warm & friendly atmosphere by seasoned staff! Take into account the outstanding l-o-c-a-t-i-o-n, this opportunity can only spell s-u-c-c-e-s-s!

*Practice is a rare gem with up to 7 OPs in the Bay Area!*

The Doctor averages 15-20 patients per day and welcomes approximately 11 new patients per month.

The office is conveniently located in a highly visible, easily accessible, single-story Professional building w/ ample parking and close proximity to busy, popular, major Retail Shopping Center w/ mixed tenants in desirable, thriving Downtown commercial neighborhood. The office occupies approximately 2,274 square feet and consists of 6 fully equipped Ops, Reception area, Doctor's office, Sterilization, Dark room, Lab, Storage and Restroom.

***Full Price: \$475,000***

*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**

**#DG-862****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$475,000****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		
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Personal</b>		
Years established:	<b>20+ yrs</b>		Days worked past 12 months:		<b>~ 165 days</b>		

**OFFICE SPACE & LEASE INFORMATION**

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>5 yrs, + 5-yr option available</b>				Expiration date:	<b>May 2023</b>	
Do you share space with another dentist?	<b>No</b>						
Rent per month:	<b>\$9,096.00/month</b>		Are utilities included? If yes, which?	<b>No</b>			
Any common area fees?	<b>Yes</b>	Common area, maintenance fees/taxes included?	<b>No ~ 3,000/month</b>				
Is the rent considered above, below or at fair market value?	<b>FMV New Lease in 05/18 significantly higher than 2017</b>						
Office Square footage:	<b>~ 2,274 sf</b>		Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped ops:	<b>5</b>		Plumbed for additional ops?	<b>Yes, up to 7 total</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</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-Ray:	<b>Yes</b>	Intraoral Camera:	<b>Yes</b>	Laser:	<b>No</b>	Cerec:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Highly visible, easily accessible, attractive, well-maintained, single-story Professional building w/ ample parking &amp; close proximity to public transportation, freeway accessibility and commercial amenities in desirable downtown neighborhood</b>						

<b>PATIENT DEMOGRAPHICS</b>							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative/Hygiene	<b>12.32</b>	Diagnostic	<b>16.29</b>	Implant	<b>0.89</b>	Prosth-Fixed	<b>1.85</b>
Restorative	<b>48.91</b>	Endo	<b>2.01</b>	Ortho	<b>0.40</b>	Perio	<b>10.78</b>
Oral Surgery	<b>2.08</b>	Prosth-Remov	<b>0.58</b>	Avalon	<b>1.26</b>	Adjunctive	<b>2.64</b>
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
<b>Complex Oral Surgery: impacted 3<sup>rd</sup> molars, Perio Surgery, Endo</b>							
Type of patients as a percentage of collections:							
<b>Private Pay ~ 30 Insurance/PPO ~ 69</b> Dent-Cal _____ Capitation (HMO) _____ Other _____							
Are you a <b>Delta Provider?</b> <b>Yes</b> If Yes, <u><b>X</b></u> <b>Delta PPO</b> _____ <b>Delta Premier</b>							
* <b>Delta Premier:</b> 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"? <b>Yes</b>							
List Preferred Provider, Health Care Provider and Capitation Plans now in place:							
<b>Delta Dental, Guardian, Aetna, MetLife</b>							
Estimated Number of Active Patient Files <b>Number to be defined by Buyer's Due Diligence Process*</b>							
<b>*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.</b>							
Average number of New Patients per month for past 12 months: <b>~ 15 - 18</b>							
Average number of patients per day? Per-Doctor: <b>~ 8 - 12</b> Per-Hygienist: <b>~ 9</b>							
Hygiene Production/days per week: <b>2 - 3 days</b> Percentage of Production of Hygiene: <b>20-30%</b>							
Average age of patients: <b>~ 30-50 yrs; Family generation age range: children - grandparents</b>							
Does the office have Nitrous Oxide? <b>No</b>							
Type of recall system used? <b>Demand Force, Phone Calls</b>							
What types of Practice Promotions are in effect? <b>None</b>							
Phone Book Advertising?: <b>No</b> * <i>Phone book advertising contracts will be the responsibility of buyer after transition.</i>							

### 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: **Flooring & cabinets ~ 4 yrs**

Average age of Equipment: **~ 10 yrs**

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

### PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Office Manager</b>	<b>4 days/8 hrs</b>	<b>Feb 2017</b>	<b>\$32.00/hr</b>	<b>Yes</b>
<b>RDA</b>	<b>4 days/8 hrs</b>	<b>Aug 2017</b>	<b>\$24.00/hr</b>	<b>Yes</b>
<b>RDH</b>	<b>1 day/8 hrs</b>	<b>Mar 2018</b>	<b>\$500/day</b>	<b>No</b>
<b>DA</b>	<b>4 days/8 hrs</b>	<b>May 2018</b>	<b>\$15.00/hr</b>	<b>No</b>

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

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

Is there a practice management consultant? **No**

### PRACTICE FINANCIAL PROFILE

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

2017   \$ 595,000      2016   \$553,117      2015   \$534,153  

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

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

What type of computer? **Lenovo**                      What software? **Dentrix**

Is software transferable? **Yes, 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.**