



WESTERN PRACTICE SALES

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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► **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:	General		Reason for Selling:		Personal		
Years established:	20+ yrs		Days worked past 12 months:		~ 165 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, + 5-yr option available				Expiration date:	May 2023	
Do you share space with another dentist?	No						
Rent per month:	\$9,096.00/month		Are utilities included? If yes, which?	No			
Any common area fees?	Yes	Common area, maintenance fees/taxes included?	No ~ 3,000/month				
Is the rent considered above, below or at fair market value?	FMV New Lease in 05/18 significantly higher than 2017						
Office Square footage:	~ 2,274 sf		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped ops:	5		Plumbed for additional ops?	Yes, up to 7 total			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Digital X-Ray:	Yes	Intraoral Camera:	Yes	Laser:	No	Cerec:	No
Description of office building, Location and attributes of practice (a brief description):	Highly visible, easily accessible, attractive, well-maintained, single-story Professional building w/ ample parking & close proximity to public transportation, freeway accessibility and commercial amenities in desirable downtown neighborhood						

PATIENT DEMOGRAPHICS							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative/Hygiene	12.32	Diagnostic	16.29	Implant	0.89	Prosth-Fixed	1.85
Restorative	48.91	Endo	2.01	Ortho	0.40	Perio	10.78
Oral Surgery	2.08	Prosth-Remov	0.58	Avalon	1.26	Adjunctive	2.64
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
Complex Oral Surgery: impacted 3rd molars, Perio Surgery, Endo							
Type of patients as a percentage of collections:							
Private Pay ~ 30 Insurance/PPO ~ 69 Dent-Cal _____ Capitation (HMO) _____ Other _____							
Are you a Delta Provider? Yes If Yes, <u>X</u> Delta PPO _____ 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:							
Delta Dental, Guardian, Aetna, MetLife							
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: ~ 15 - 18							
Average number of patients per day? Per-Doctor: ~ 8 - 12 Per-Hygienist: ~ 9							
Hygiene Production/days per week: 2 - 3 days Percentage of Production of Hygiene: 20-30%							
Average age of patients: ~ 30-50 yrs; Family generation age range: children - grandparents							
Does the office have Nitrous Oxide? No							
Type of recall system used? Demand Force, Phone Calls							
What types of Practice Promotions are in effect? None							
Phone Book Advertising?: No * <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 <i>Available Upon Request</i>	Eligible for benefits
Office Manager	4 days/8 hrs	Feb 2017		Yes
RDA	4 days/8 hrs	Aug 2017		Yes
RDH	1 day/8 hrs	Mar 2018		No
DA	4 days/8 hrs	May 2018		No

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.