



WESTERN PRACTICE SALES

John M. Cahill Associates

#BN-891 **Pinole, California**

This seller is ready to retire, and looking for someone like you to continue the legacy!

Come sink your roots and build your dental empire in this bedroom community of largely residential neighborhoods and lies between the San Francisco/Oakland commuter corridor. Its downtown still retains many turn-of-the-century, charming building stock and is preserved as a historic area.

The Doctor averages 10-12 patients per day and welcomes approximately 5 new patients per month.

The office is conveniently located in an attractive, well-maintained, 2-story Professional building with good visibility & easy accessibility (I-80 freeway) for growth and patient convenience. The office occupies approximately 1,300 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: ~~\$425,000~~

Reduced - Now Only: \$350,000!

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

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

We look forward to serving you

BN-891**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$350,000****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 – 2	

Type of Practice: **General** Reason for Selling: **Retirement**Years established: **~ 35+ yrs** Days worked past 12 months: **~ 160 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, w/new terms** Is lease assignable? **no**Term of Lease: **5 yrs w/5 yr option** Expiration date: **July 2019**Do you share space with another dentist? **N/A**Rent per month **\$2,902.04/monthly (no NNN)** Common area, maintenance fees /taxes included? **Yes**If not included, current amount paid? Are utilities included? **Water, Trash**Is the rent considered above, below or at fair market value? **Fair Market Rent**Type of Building: Condo Free-standing **Professional X** Retail CenterOffice Square footage: **~ 1,300 sq. ft.** Carpet? **Yes** Air conditioning? **Yes**Number of fully equipped ops: **3** Plumbed for additional ops? **No**Reception area: **Yes** Dark room: **No** Doctor's office: **Yes** Lab: **Yes**Business office: **Yes** Restrooms: **Yes** Sterilization: **Yes** Storage: **Yes**Laser: **No** Digital X-ray: **No** Intra-oral Camera: **No** Cerec: **NO**3D Imager: **No**Description of office building, Location and attributes of practice (a brief description): **Well-maintained, Professional building w mixed tenants w/ ample parking with easy freeway (I-80) accessibility**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	21.5	Diagnostic	9.91	Adjunctive	2.0	Dentures	9.34
General Operative	19.60	Endo	4.08	Ortho/TMJ	0	Perio	0.78
Oral Surgery	0.80	Implant	2.54	Crown/Bridge	28.76	Other	0.69

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

Complex: Oral Surgery-surgical EXT, Endo – all molar endo, All Pedo & Ortho, Difficult Perio

Type of patients as a percentage of Collections:

Private Pay 20 Insurance 80 Denti-Cal 0 Capitation (HMO) 0 Other _____

Are you a **Delta Provider**? If Yes, _____ Delta PPO **Yes, ~36% of Collections** **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”? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Delta Premier, United Concordia, DeCare

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: **~ 5 – 7**

Average number of patients per day? Per-Doctor: **~ 10-12** Per-Hygienist: **~ 8**

Hygiene days per week: **2** Percentage of Production by Hygiene: **~ 21.5**

Average age of patients: **Mid Family Range: 40 – 45+ yrs**

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

Type of recall system used? **Next appointment scheduled following visit / Post Card**

Number of recalls per month? **~ 60+**

What types of Practice Promotions? **None**

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: **All equipment in excellent working condition, Leasehold ~ 25 yrs**

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

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Front Office	34 hrs/wk	July 2000	\$27.35/hr	Yes
Dental Assistant*	32 hrs/wk	July 2009	\$31.00/hr	Yes

** Dental Assistant also cleans office at same hourly rate*

Do family members work in the office? **Yes** If yes, how much are they paid? **\$27,000/yr**

Has staff left the practice recently? **No**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2017 \$ 546,434 2016 \$ 567,043 2015 \$ 523,550

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

Number of statements sent each month? **~ 105-110** Is pegboard or computer? **Computer**

What type of computer? **IBM** What software? **Softrix**

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.