



WESTERN PRACTICE SALES

John M. Cahill Associates

#KL-909

San Diego, California

We are presenting a remarkable opportunity primed for success at this proven location! This long-established, family-oriented practice prides itself on the highest quality of care as well as warm relationships with its multi-generational patient base. It is centrally located in the heart of San Diego, in the evolving, chic and vibrant North Park neighborhood, filled with homes and apartments, serving families of diverse ethnicity and mixed socio-economic income.

With regular remodels since 1985, this free-standing 2,400 sf Professional building is conveniently located on a main neighborhood street, giving it unsurpassed visibility, convenience and accessibility, surrounded by apartment building complexes, homes and stores. It includes its own parking lot also. The office consists of 6 OPs with 7 Treatment Chairs with room for expansion (not plumbed), 2 Doctor's Offices, 2 Business Offices, a very spacious Reception area, Large Lab, Sterilization, X-ray Room/Dark Room. X-ray Equipment includes a Pano and Digital X-ray Unit. There are 2 Restrooms, a Staff Lounge, ample Storage and plumbing for N₂O/O₂, which is available in 5 Ops, although a rolling cart is used in 2 Ops.

Full Price: \$1,050,000

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

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

We look forward to serving you

KL-909**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$1.05million****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 6	7:30 – 6	7:30 – 6	7:30 – 6	7:30 - 2	
Doctor's Hours			7:30 – 6	7:30 – 6	7:30 – 6	7:30 - 2	
Associate's Hours		11 – 6	7:30 – 6	7:30 – 6	7:30 – 6		
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	34 yrs		Days worked past 12 months:			~ 36½ hrs^{wk} + 5 wks off	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	No				
Is the space leased?	N/A	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns building			Expiration date:			
Rent per month	\$6,000.00/month		Common area, maintenance fees /taxes included?			Yes	
If not included, current amount paid?				Are utilities included?		No	
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 2,400 sq. ft.		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	6 OPs w 7 Chairs with Room for Expansion (not plumbed)						
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes, 2	Lab:	Yes
Business office:	Yes, 2	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	Yes	Intra-oral Camera:	No	Cerec:	NO
3D Imager:	No						
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, centrally located, free-standing Building remodeled 1985 / 2008 / 2017 in thriving North Park "hipster" corridor with evolving, diverse, multicultural, mixed-economic income families living in residential neighborhood of homes, condos & apartments						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	14.5	Diagnostic	11	Adjunctive	3	Dentures	5
General Operative	28	Endo	11	Ortho/TMJ		Perio	15
Oral Surgery	3	Cosmetic		Crown/Bridge	11	Implant	

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

Ortho, Endo Retreatment, Oral Surgery-full bony 3rd molars, Biopsy, Perio Surgery, Sedation

Type of patients as a percentage of Collections:

Private Pay 25 Insurance/PPO 42 Denti-Cal 15 Capitation (HMO) 17 Other _____

***Monthly Cap Checks total ~ \$17,130/month**

Are you a **Delta Provider**? If Yes, Y **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:

List Available Upon Request

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: **~ 55+**

Average number of patients per day? Per-Doctor: **~ 20 - 25** Per-Hygienist: **N/A**

Hygiene days per week: **N/A** Percentage of Production by Hygiene: **N/A**

Average age of patients: **Mid-Family range: ~ 30-40 yrs**

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

Type of recall system used? **Pre-scheduling, Postcards, Email Reminders**

Number of recalls per month? **~ 400 - 450+**

What types of Practice Promotions? **Practice is not being marketed currently**

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: **Remodeled in 1985, 2008, 2017**

Average age of Equipment: **~ 15 yrs**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Office Manager	4 days/40 hrs	Aug 1984	\$6,200.00/mo	Yes
Reception	4 days/37 hrs	Aug 1984	\$19.50/hr	Yes
Insurance Billing	5 days/37 hrs	May 1986	\$20.00/hr	Yes
RDA	4 days/37 hrs	1989	\$22.00/hr	Yes
Reception	5 days/40 hrs	2003	\$19.50/hr	Yes
Reception	4 days/37 hrs	2005	\$19.50/hr	Yes
RDA	4 days/37 hrs	2005	\$22.00/hr	Yes
RDA	4 days/37 hrs	2006	\$22.00/hr	Yes
RDA	4 days/37 hrs	2018	\$22.00/hr	Yes
RDA	4 days/37 hrs	2018	\$22.00/hr	Yes
Associate DDS			\$85.00/hr	

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

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

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

Jul17-Jun18: \$ 1,425,491 (P&L) Jul16-Jun17: \$ 1,468,212

Jul15-Jun16: \$1,418,916 Jul14-June15: \$ 1,409,198

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

Number of statements sent each month? **~ 35 - 40** Is pegboard or computer? **Computer**

What type of computer? **PC** 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.