



WESTERN PRACTICE SALES

John M. Cahill Associates

#AG-931

San Francisco, California

We are proud to present a remarkable opportunity, a stellar, long-established practice serving a diverse, business friendly, multi-generational patient base, who've come to love and appreciate the convenience, quality dental care, warm relationships with Doctor & Staff in this family-oriented practice, where patient communication, treatment education and needs come first!

The Doctor averages 10-12 patients w/ 8 Hygiene patients per day, offering 32-40 hours (4 days) of hygiene/per week and welcomes approximately 4-5 new patients per month, based on the best kind of marketing: word-of-mouth referrals and families and friends of loyal patient base.

The office is conveniently located in one of San Francisco's premier Medical/Dental Professional buildings, a renowned, historic, beautiful and elegant Art Deco masterpiece, located in Union Square, within the bustling Financial District, Nob Hill and Chinatown. The office occupies approximately 990+ square feet and consists of 4 fully equipped Ops, Reception area, Private office, Business office, Sterilization/Lab and Darkroom.

Full Price: \$575,000

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

Timothy G. Giroux, DDS
Jon B. Noble, MBA

John M. Cahill, MBA
Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

AG-931

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$575,000

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		9 – 3		9 – 3	9 – 3		
Hygienist Hours		8 – 5		8 – 5	8 – 5 (x2)	8 – 5	
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	~ 40 yrs		Days worked past 12 months:			Office hours 32 hrs/wk	

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	Expiration date:	November 2017				
Do you share space with another dentist?	N/A						
Rent per month	\$ 5,751.69/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount paid?	\$ 92.00	Are utilities included?	Utilities, Maintenance				
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 997 sq. ft.	Carpet?	Air conditioning?				
Number of fully equipped ops:	4	Plumbed for additional ops?	No				
Reception area:	Yes	Dark room:	Yes	Private office:	Yes	Lab:	w/ Sterilization
Business office:	Yes	Restrooms:	No	Sterilization/Lab:	Yes	Storage:	No
Laser:	No	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	No
3D Imager:	No						
Description of office building, Location and attributes of practice (a brief description):	Located in one of SF's premier, prominent, popular, pristine Art Deco masterpiece Professional building in Union Square by Financial district						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	20.61	Diagnostic	8.27	Adjunctive	0.46	Dentures	0.74
General Operative	16	Endo	0	Ortho/TMJ	0	Perio	3.59
Oral Surgery	0.06	Cosmetic	0.59	Crown/Bridge	50	Implant	0

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

Majority of all Specialties are referred out: Endo, Ortho, Implant Placement, Pedo, Oral Surgery, Perio Surgery

Type of patients as a percentage of Collections:

Private Pay 64 Insurance/PPO 36 Denti-Cal 0 Capitation (HMO) 0 Other

Are you a **Delta Provider**? **Yes** If Yes, Delta PPO X 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:

Accepts ALL PPO plans / NO HMO are accepted

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 – 5**

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

Hygiene hours per week: **~ 32 – 40 hrs/wk** Percentage of Production by Hygiene: **~ 24**

Average age of patients: **Family Range**

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

Type of recall system used? **Pre-scheduling**

Number of recalls per month? **~ 90**

What types of Practice Promotions? **None**

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 great functional condition**

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
<i>Note: 2 Full-time and 5 part-time Employees</i>				
Dental Assistant	3 days/27 hrs/wk		\$45.79/hr	
Front Desk	4 days/36 hrs/wk	8 yrs	\$35.50/hr	
Dental Hygiene	2 days/16 hrs/wk		\$500.00/day	
Dental Hygiene	2 days/16 hrs/wk		\$500.00/day	
Dental Hygiene	2 days/month		\$500.00/day	
Dental Hygiene	1 day/month		\$500.00/day	
Bookkeeper	1 day/4 hrs/wk	14 yrs	\$39.75/hr	

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

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

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

PRACTICE FINANCIAL PROFILE

Last 3 years’ Gross Collections from Schedule C Tax Returns:

2018 **\$ 458,743** *6-month P&L* 2017 **\$ 901,474** 2016 **\$ 907,076** 2015 **\$ 908,983**

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

Is pegboard or computer? **Computer**

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

Is software transferable? **Unknown, 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.