



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#AG-944**

### **San Francisco, California**

An opportunity like this does not come along very often! This is the definitive address to have for working in San Francisco's bustling and thriving downtown neighborhood. With an emphasis on patient education and treatment options, Patients are drawn to and appreciate being involved in their long-term care in this professional and warm atmosphere, delivered by experienced, caring Staff. *Doctor only works part-time at the practice.*

The Doctor averages 8-10 patients per day offering 3 days of hygiene/per week and welcomes approximately 35 new patients per month with a loyal, stable, multi-generational, local, working-class patient base.

This well-maintained and highly organized office is conveniently located on a high floor with sweeping, picturesque views of SF in one of the most prominent and prestigious, multi-story, historical landmark, multi-story Medical/Dental professional buildings. With its close proximity to Union Square and easy accessibility to public transportation, it is one of the most enviable locations in the city! Office occupies approximately 980 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

***Reduced Price: \$595,000***

*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**

# AG-944

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$595,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 6	8 – 6	8 – 6	8 – 6	8 – 6	
Doctor's Hours			9 – 6		8 – 6		
Associate's Hours		9 – 6		9 – 6		9 – 6	
Hygienist Hours		8 – 6	8 – 6	8 – 6	8 – 6	8 – 6	
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Personal/Relocation</b>	
Years established:	<b>Since 2009</b>		Days worked past 12 months:			<b>~ 225 days</b>	

## OFFICE SPACE &amp; 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>Month-to-Month</b>						
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$ 6,533.00/month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount paid?	Are utilities included?			<b>Yes, all but Internet &amp; Phone</b>			
Is the rent considered above, below or at fair market value?	<b>Unclear</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	<b>~ 980 sq. ft.</b>		Carpet?	<b>Partial</b>	Air conditioning?	<b>No</b>	
Number of fully equipped ops:	<b>3</b>		Plumbed for additional ops?	<b>No</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Laser:	<b>Yes</b>	Digital X-ray:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>	Cerec:	<b>No</b>
3D Imager:	<b>No</b>						

Description of office building, Location and attributes of practice (a brief description):

**Most prestigious professional practice building in Bay Area, Office on a higher floor, with sweeping city views, bright, airy, modern, easily accessible by public transportation and close proximity to the bustling & thriving shopping, dining, cultural center and financial neighborhood of San Francisco**

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>13</b>	Diagnostic	<b>19</b>	Adjunctive	<b>3</b>	Dentures	<b>21</b>
General Operative	<b>15</b>	Endo	<b>3</b>	Ortho/TMJ	<b>14</b>	Perio	<b>11</b>
Oral Surgery	<b>&lt; 1</b>	Cosmetic		Crown/Bridge	<b>17</b>	Implant	<b>3</b>

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

**Complex Endo, Oral Surgery and Implants**

Type of patients as a percentage of Collections:

**Private Pay**   30   **Insurance/PPO**   70   Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

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

*\*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:

**Aetna, Guardian, MetLife, Delta & Cigna (all PPO)**

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: **~ 35**

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

Hygiene days per week: **5 days** Percentage of Production by Hygiene: **13%**

Average age of patients: **Family range**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Cards and auto eMail Reminders**

Number of recalls per month? **~ 50**

What types of Practice Promotions? **Free Exam & X-rays, \$500 off Invisalign**

Phone Book Advertising? \* **No Yellow Page Ads. SEO/SEM, YELP**

*\* 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: **Complete remodel & build-out ~ 9 yrs ago**

Average age of Equipment: **~ 9 yrs**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
<b>Practice Manager</b>	<b>Mon – Fri</b>	<b>2012</b>		<b>PTO</b>
<b>Dental Assistant</b>	<b>Mon – Fri</b>	<b>2009</b>		<b>PTO &amp; Med</b>
<b>Dental Hygiene</b>	<b>Mon – Fri</b>	<b>2012</b>		<b>N/A</b>
<b>Associate DDS</b>	<b>Tues &amp; Wed 9 – 6</b>	<b>2012</b>		<b>N/A</b>

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 Profit & Loss Statements:

2018     \$ 748,053     2017     \$ 821,815     2016     \$ 895,927    

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

*Doctor has been splitting time between two offices since 2015*

Is pegboard or computer? **Computer**

What type of computer? **PC** What software? **Windows / Eaglesoft**

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.