



WESTERN PRACTICE SALES

John M. Cahill Associates

#AG-945

South San Francisco, California

Known as the birthplace of biotechnology, this community is a hidden oasis of the Bay Area and offers some of the best Mexican and Italian food you could ever hope for! Be a part of this vibrant, diverse population and you will earn their loyalty and admiration! *Doctor currently works part-time on a relaxed 3-day a week schedule.*

The Doctor averages 8-10 patients w/ 8 Hygiene patients per day offering 3 days of hygiene/per week and welcomes approximately 8-10 new patients per month, based on knowledgeable, professional staff involving loyal, stable patient base on their treatment plans by educating them with options and delivering the best quality dental care in a warm and caring environment.

This bright, airy and spacious office is conveniently located in an attractive, well-maintained, long-established, free-standing, single-story Professional building on major thoroughfare with close proximity (walking distance) to public transportation – BART station for easy accessibility. The recently remodeled office has new flooring, paint and furnishings. It occupies approximately 1,800 square feet and consists of 4 (3+1 Hygiene) fully equipped Ops with room for expansion, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$495,000

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

Timothy G. Giroux, DDS

John M. Cahill, MBA

Jon B. Noble, MBA

Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

#AG-945**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$495,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 6	8 – 6	8 – 6			
Doctor's Hours		9 – 6	9 – 6	9 – 6			
Hygienist Hours		8 – 6	8 – 6	8 – 6			
Type of Practice:	General			Reason for Selling:		Personal/Relocation	
Years established:	~ 20		Days worked past 12 months:		~ 140 - 150		

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 yr with 2 (two) 5-yr options			Expiration date:	July 2025		
Do you share space with another dentist?	N/A						
Rent per month	\$ 4,643.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?			Are utilities included?	Yes, all but Internet & Phone			
Is the rent considered above, below or at fair market value?	Below or Fair Market Value						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 1,800 sq. ft.		Carpet?			Air conditioning?	Yes
Number of fully equipped ops:	3 + 1		Plumbed for additional ops?	No, but has room for expansion			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Ye
Laser:	Yes	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):

Attractive, well-maintained, single-story Dental Professional building, recently remodeled, bright, airy, new flooring, paint & furnishings, on major thoroughfare and easily accessible by public transportation-walking distance to BART station

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	11	Diagnostic	12	Adjunctive	3	Dentures	3
General Operative	12	Endo	2	Ortho/TMJ	14	Perio	9
Oral Surgery	3	Cosmetic		Crown/Bridge	25	Implant	6

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

Complex Oral Surgery-difficult extractions, Complex Endo and Implants

Type of patients as a percentage of Collections:

Private Pay 20 Insurance/PPO 80 Denti-Cal Capitation (HMO) Other

Are you a **Delta Provider**? **Yes** If Yes, X **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: **~ 8 – 10**

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

Hygiene days per week: **3 days** Percentage of Production by Hygiene: **16%**

Average age of patients: **~ 40 yrs**

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

Type of recall system used? **Cards & Auto eMail Reminders**

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

What types of Practice Promotions? **Free Exam & X-rays, \$500 off Invisalign, SEO/SEM/ occasional Postcards & Walk-ins**

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: **New floors, paint & furniture w/in last 2 yrs**

Average age of Equipment: **Varies**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Office Manager	Mon – Wed	2018	\$50,000/yr	PTO
RDA	Mon – Wed	2018	\$25.00/hr	PTO & Med
RDH/DDS	Mon – Wed	2017	\$55.00/hr	N/A
Associate DDS	Tues 9- 6	2012	35% collection	N/A

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:

2017 \$ 663,211 2016 \$ 580,338 2015 \$ 172,241 *partial year*

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

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.