



WESTERN PRACTICE SALES

John M. Cahill Associates

BN-952 Berkeley, California

“Berkeley is a city with a small population and a big reputation”

A city famous around the globe as a center for academic achievement, scientific exploration, free speech and the arts, Berkeley is a constantly changing mix of long-time residents and new neighbors. No matter where you are from, you are welcome here! Step into this quality practice and you'll know you belong here!

The Doctor averages 12 patients plus 8 Hygiene patients per 2 days a week and welcomes approximately 6 new patients per month.

The office is conveniently located in a charming, long-established, well-maintained, 2-story, free-standing medical/dental professional building in combination residential and professional community near business amenities and the unique, collegiate dining district. The office occupies approximately 835 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Shared Office Building Restrooms.

Full Price: \$450,000

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

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

We look forward to serving you

BN-952**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$450,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 6	9 – 6	9 – 6	8 – 6		
Doctor's Hours		9 – 6	9 – 1:30	9 – 6	9 – 6		
Hygienist Hours		9 – 6			8 – 5		

Type of Practice: **General Dentistry** Reason for Selling: **Retirement**Years established: **~ 40 years** Days worked past 12 months: **~ 184 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** Is lease assignable? **Yes**Term of Lease: **1 year w/ 3 options** Expiration date: **12/31/2022**Do you share space with another dentist? **No**Rent per month **\$3,706.00/month** Common area, maintenance fees /taxes included? **Yes**If not included, current amount paid? **N/A** Are utilities included? **Yes**Is the rent considered above, below or at fair market value? **Fair Market**Type of Building: Condo Free-standing **Professional X** Retail CenterOffice Square footage: **~ 835 sf** 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: **Shared** Sterilization: **Yes** Storage: **Yes**Digital X-ray: **No** Cerec: **No** Laser: **No** Intra-oral Camera: **No** 3D Imager: **No**Description of office building, Location and attributes of practice (a brief description): **Attractive, well maintained, 2-story, free standing, medical/dental professional building w/ elevator and parking lot.**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	31.43	Diagnostic	16.97	Adjunctive	4.82	Dentures	3.47
General Operative	11.88	Endo		Ortho/TMJ	0.17	Perio	0.18
Oral Surgery	0.33	Cosmetic	0.04	Crown/Bridge	30.71	Implant	

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

Most Oral Surgery, Endo, Perio, and Most Pedo

Type of patients as a percentage of Collections:

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

Are you a Delta Provider? Premier Only X Premier + 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"? **No**

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

Delta, United Concordia

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: **~ 6**

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

Hygiene days per week: **2** Percentage of Production by Hygiene: **~ 30%**

Average age of patients: **~ 45**

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

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

Number of recalls per month? **~ 145**

What types of Practice Promotions? **N/A**

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 Cabinets, Carpets, Floors in 2013

Average age of Equipment: ~ 10 years

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Front Office	2 days/16 hrs	1990	\$28.00/hr	Yes
Front Office	2 days/16 hrs	2009	\$43.00/hr	Yes
RDH	1 day/8 hrs	2011	\$450/day	No
RDH	1 day/8 hrs	2017	\$450/day	No
RDA	4 days/32 hrs	2017	\$34.45/hr	Yes

Do family members work in the office? **Yes** If yes, how much are they paid? **\$1,000.00/month**

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

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2018 *11mos* P&L **\$565,528** 2017 **\$606,000** 2016 **\$601,000** 2015 **\$626,000**

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

Number of statements sent each month? ~ 145 Is pegboard or computer? **Computer**

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

Is software transferable? **Yes**

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.