



## WESTERN PRACTICE SALES

---

John M. Cahill Associates

### #BC-949 Albany, California

Tucked in a desirable commercial/residential neighborhood is this attractive, well-maintained, converted 2-story, free-standing Medical-Dental Professional building with good frontage and street appeal with mature foliage and landscaping with a large paved yard in rear of the building.

The Doctors average 15-20 patients w/ 8 Hygiene patients per day offering an average/up to 9 days of hygiene/per week and welcomes approximately 8-10 new patients per month. Patient base reflects a full spectrum of educated, highly motivated, upper middle class with multi-generations of families with ages ranging from adolescents to grandparents.

The environment is warm and welcoming with workspace designed for office efficiency and patient flow in mind. This spacious office occupies approximately 3,200 square feet with additional 400 sf space and consists of 4 fully equipped Ops, Reception area, Sterilization, Darkroom, Lab, Storage, and Restroom.

***Full Price: \$695,000***

***Real Estate Also Available: \$1.8million***

*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**

# **BC-949****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$695,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 6	9 – 6	9 – 6	9 – 6	9 – 6	
Doctor's Hours		10 – 6	10 – 6	10 – 6	10 – 6	10 – 6	
Hygienist Hours		9 – 6	9 – 6	9 – 6	9 – 6	9 – 6	
Type of Practice:	<b>General</b>			Reason for Selling:		<b>Retirement</b>	
Years established:	<b>40+ yrs</b>			Days worked past 12 months:		<b>6-8 week vacation</b>	
<b>OFFICE SPACE &amp; LEASE INFORMATION</b>							
Is the building owned?	<b>Yes</b>		Is building available for purchase?			<b>Yes</b>	
Is the space leased?	<b>No</b>		Is lease renewable?		<b>N/A</b>	Is lease assignable? <b>N/A</b>	
Term of Lease:	<b>Seller owns building</b>			Expiration date:			
Do you share space with another dentist?	<b>Partner</b>						
Rent per month	<b>Seller owns building</b>			Common area, maintenance fees /taxes included?			
If not included, current amount paid?			Are utilities included?				
Is the rent considered above, below or at fair market value?							
Type of Building:	Condo	<b>Free-standing X</b>		Professional	Retail Center		
Office Square footage:	<b>~ 3,200 sq. ft.+ 400 sf</b>		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped ops:	<b>4</b>		Plumbed for additional ops?		<b>No</b>		
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>	Doctor's office:	<b>No</b>	Lab:	<b>Yes</b>
Business office:	<b>No</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Laser:	<b>No</b>	Digital X-ray:	<b>No</b>	Intra-oral Camera:	<b>No</b>	Cerec:	<b>No</b>
3D Imager:	<b>No</b>						
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, free-standing, 2-story Craftsman building w/ staff lounge, kitchen &amp; restroom on 2<sup>nd</sup> floor, tucked amongst restaurants &amp; convenient business amenities, in highly desirable professional/commercial corridor of populated family-oriented neighborhood w close proximity to High School</b>						

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>30</b>	Diagnostic	<b>incl</b>	Adjunctive	<b>0</b>	Dentures	<b>0</b>
General Operative	<b>15</b>	Endo	<b>0</b>	Ortho/TMJ	<b>3</b>	Perio	<b>5</b>
Oral Surgery	<b>2</b>	Cosmetic	<b>incl</b>	Crown/Bridge	<b>25</b>	Implant	<b>20</b>

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

**Most/Complex Oral Surgery, Endo, Perio, Difficult Pedo (~ 90% of all of the above specialties)**

Type of patients as a percentage of Collections:

Private Pay **65** Insurance/PPO **35** Denti-Cal \_\_\_\_ Capitation (HMO) \_\_\_\_ Other \_\_\_\_

Are you a **Delta Provider**? If Yes, \_\_\_\_Delta PPO **65%** **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”? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **None**

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: **~ 2 – 5/wk** *\*per word-of-mouth referrals*

Average number of patients per day? **~ 8 x 2** Per-Doctor: **16-20** Per-Hygienist: **8**

Hygiene days per week: **~9** Percentage of Production by Hygiene: **~ 30 - 35**

Average age of patients: **Family range: 20 – 50+ yrs**

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

Type of recall system used? **Card File**

Number of recalls per month? **~ 200+**

What types of Practice Promotions? **Internal Marketing: word-of-mouth referrals**

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: **Regular OP improvements over the years, all equipment in good functioning condition**

Average age of Equipment: **~ 25+ yrs, varies, all depreciated except Computers**

Any equipment leases? **No** Equipment is right/left-handed/convertible? **R/L/Convert**

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
<b>Dental Assistant</b>	<b>3 days/wk</b>	<b>2015</b>		<b>N/A</b>
<b>Dental Assistant</b>	<b>3 days/wk</b>	<b>2016</b>		<b>N/A</b>
<b>Dental Hygiene</b>	<b>3 days/wk</b>	<b>2016</b>		<b>N/A</b>
<b>Manager/Accounting/Bookkeeping</b>	<b>4 days/wk</b>	<b>2001</b>		<b>N/A</b>
<b>Dental Hygiene</b>	<b>4 days/wk</b>	<b>1985</b>		<b>N/A</b>
<b>Dental Hygiene</b>	<b>2 days/wk</b>	<b>2016</b>		<b>N/A</b>
<b>Dental Hygiene</b>	<b>2 days/wk</b>	<b>2014</b>		<b>N/A</b>
<b>Reception/Books</b>	<b>1 days/wk</b>	<b>2002</b>		<b>N/A</b>
<b>Reception</b>	<b>4 days/wk</b>	<b>1990</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 Tax Returns:

2017     **\$ 990, 818**     2016     **\$ 1,053,168**     2015 \_\_\_\_\_

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

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

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

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.**