



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#DN-1004**

### **Redwood City, California**

This remarkable dental practice can be found in the heart of Silicon Valley, a center of high-tech industry, and the mid-point of the beautiful San Francisco Peninsula. Centrally located in a 2-story professional building on a main thoroughfare, this modern, attractive dental facility is surrounded by a multitude of amenities and proudly offers quality, affordable dental care to patients in the surrounding neighborhoods as well.

***On Track to Exceed \$800,000 in Revenues for Current Fiscal Year!***

The Doctor averages 10 patients w/ 8 Hygiene patients per day offering 6 - 7 days of Hygiene/per week and welcomes approximately 6 - 8 new patients per month.

The office is conveniently located in an attractive, well-maintained, 2-story Professional building off major thoroughfare, in bustling corridor of desirable neighborhood, with easy accessibility and excellent visibility. The office occupies approximately 1,150 square feet and consists of 4 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, compact Lab, small Storage, and Restroom.

***Full Price: \$545,000***

*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**

# DN-1004

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$545,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON*	TUE	WED	THUR	FRI*	SAT
Office Hours		7 – 4*	7 – 4	7 – 4	7 – 4	7 – 4*	
Doctor's Hours		7 – 4*	7 – 4	7 – 4	7 – 4	7 – 4*	
Hygienist Hours		7 – 4*	7 – 4	7 – 4	7 – 4	7 – 4*	

\*Practice 4 days/per week, Alternate Mondays &amp; Fridays: M - Th or Tues - Fri

Type of Practice: **General** Reason for Selling: **Relocation**  
 Years established: **Established 1958, Current since 1988** Days worked past 12 months: **180**

## OFFICE SPACE &amp; 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?  
 Term of Lease: **10 yrs w/ 2- 5 yr options** Expiration date: **2/2027**  
 Do you share space with another dentist? **N/A**  
 Rent per month **\$3,800.00/month** Common area, maintenance fees /taxes included? **Yes**  
 If not included, current amount paid? Are utilities included? **Yes**  
 Is the rent considered above, below or at fair market value? **Below Market Rent**  
 Type of Building: Condo Free-standing **Professional X** Retail Center  
 Office Square footage: **~ 1,150 sq. ft.** Carpet? **No** Air conditioning? **Yes**  
 Number of fully equipped ops: **4** Plumbed for additional ops? **No**  
 Reception area: **Yes** Dark room: **No** Doctor's office: **Yes** Lab: **Yes**  
 Business office: **Yes** Restrooms: **Yes** Sterilization: **Yes** Storage: **Yes**  
 Digital X-ray: **Yes** Cerec: **No** Laser: **Yes** Intra-oral Camera: **Yes** 3D Imager: **NO**

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

**Attractive, well-maintained, 2-story Professional building with ample parking, on major thoroughfare in desirable corridor, with easy accessibility and excellent visibility**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

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

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

**Complex Endo, Ortho, Oral Surgery, Perio, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

**Private Pay** 20 **Insurance/PPO** 80 **Denti-Cal** 0 **Capitation (HMO)** 0 **Other** \_\_\_\_\_

Are you a **Delta Provider**? Premier Only \_\_\_\_\_ **Premier + PPO** Y

**\*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 PPO 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, ANTHEM BUE CROSS, BLUE SHIELD BLUE CROSS, CIGNA, DELTA DENTAL , GUARDIAN, METLIFE, ASSURANT, PRINCIPAL, PREMIER, HUMANA, 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 – 8**

Average number of patients per day? **~ 18** Per-Doctor: **~ 10** Per-Hygienist: **~ 8**

Hygiene days per week: **~ 6 – 7**

Average age of patients: **Mid Family Range: 30 – 40 yrs**

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

Type of recall system used? **Texts, Phone Calls, Emails and Appointment Cards**

Number of recalls per month? **~30 Hygiene, ~10 Perio and ~ 10 Root Planning**

What types of Practice Promotions? **Occasional Bleaching Tray Incentive**

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: **Recently updated and well-maintained**

Average age of Equipment: **~ 8 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>Front Desk</b>	<b>32 hrs/wk</b>	<b>2017</b>		<b>No</b>
<b>Dental Hygiene</b>	<b>3 days/wk</b>	<b>2015</b>		<b>No</b>
<b>Dental Hygiene</b>	<b>3 - 4 days/wk</b>	<b>2017</b>		<b>No</b>
<b>Dental Assistant</b>	<b>32 hrs/wk</b>	<b>Mar 2019</b>		<b>No</b>

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

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

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

### PRACTICE FINANCIAL PROFILE

#### Last 3 years' Gross Collections from Corporate Fiscal Year Tax Returns:

*July 1, 2017–June 30, 2018* **\$ 778,342**    *July 1, 2016 –June 30, 2017* **\$ 929,558**    *July 1, 2015–June 30, 2016* **\$ 839,572**

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

Is pegboard or computer? **Computer**                      What type of computer? **Dell**

What software? **CareStream**    Is software transferable? **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.**