



WESTERN PRACTICE SALES

John M. Cahill Associates

#BN-1038 Berkeley, California

*The perfect opportunity to own a practice in one the
Bay Area's most popular cities!*

Ideally situated in Berkeley, which prides itself as an accessible, safe, healthy, environmentally sound and culturally diverse city, this practice would any dentist's dream come true!

Focusing on a combination of art and science, this practice has been extremely successful in delivering healthy and beautiful smiles and quality care. Additionally, this well-established practice comes with a caring, knowledgeable and seasoned staff, giving its loyal patients a feeling of warmth, and most all...importance.

The Doctor averages 4 - 8 patients w/ 8 Hygiene patients per day offering 3½ days of hygiene/per week and welcomes approximately 10 - 12 new patients per month.

The Practice is conveniently located in a desirable, vibrant Residential/Commercial neighborhood on one of the neighborhood's busiest thoroughfares. The office occupies approximately 1,000 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and Restroom.

Full Price: \$385,000

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

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► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

#BN-1038

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$385,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 - 5	9 - 5	9 - 5	9 - 5		
Doctor's Hours			9 - 5	9 - 5	9 - 5		
Hygienist Hours		9 - 5	9 - 5	9 - 5	9 - 5		
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ 38 yrs		Days worked past 12 months:		~ 136		

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:	3 yrs w/ 3 yr option to renew			Expiration date:	July 2021		
Do you share space with another dentist?	N/A						
Rent per month	\$4,449/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 Value						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 1,000 sq ft		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	3		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	1	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	No	Cerec:	No	Laser:	No	Intra-oral Camera:	No
Digital X-ray:	No	Cerec:	No	Laser:	No	Intra-oral Camera:	No
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):	Single-story professional building on one of the area's busiest thoroughfares in a combination residential/business neighborhood						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	31.8	Diagnostic	13.6	Adjunctive	1.5	Dentures	1.1
General Operative	12.0	Endo	0	Ortho/TMJ	0	Perio	2.1
Oral Surgery	0.3	Cosmetic	0	Crown/Bridge	37	Implant	3

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

Refer All Endo and Ortho, as well as most Complex Oral Surgery and Perio

Type of patients as a percentage of Collections:

Private Pay 52.1 Insurance/PPO 47.9 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? **Premier Only** Yes 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 Dental**

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: **~ 10 - 12**

Average number of patients per day? Per-Doctor: **~ 4 - 8** Per-Hygienist: **~ 8**

Hygiene days per week: **4½ days**

Average age of patients: **~ 40+ - 50+ yrs**

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

Type of recall system used? **Pre-scheduling with Follow-up Reminders**

Number of recalls per month? **~ 115+**

What types of Practice Promotions? **None**

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:

Average age of Equipment: ~ 25 – 30 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
RDA	3 day x 8 hrs	Aug 1981		
Business Assistant	4 day x 8 hrs	Oct 2016		
Dental Hygiene	3½ day x8 hrs	Jan 2013		
Dental Hygiene	1 day x8 hrs	Apr 2010		

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

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 \$ 534,387 2017 \$ 468,649 2016 \$ 587,989

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

Is pegboard or computer? **Computer** What type of computer? **Apple iMac**

What software? **MacPractice** 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.

