



WESTERN PRACTICE SALES

John M. Cahill Associates

#BN-1076

San Leandro, California

With a diverse population and being home to corporate businesses, flagship stores and food processing operations, this city attracts tech startups, artists and brewers to its industrial hub. Imagine being able to own a traditional family-oriented practice with a large, loyal, stable and appreciative patient base and carry on the tradition of delivering the highest quality of care to generations of families and friends.

The Doctor averages 8 patients per day and welcomes approximately 6-10 new patients per month.

The office is conveniently located in an attractive, well-maintained, single-story Retail Shopping Plaza with business amenities including Optometry Office, popular Market, Learning Center, Restaurant & Nail Salon in desirable commercial corridor of major thoroughfare, with easy accessibility and good visibility.

The office occupies approximately 1,495 square feet and consists of 3 fully equipped Ops with plumbing for 1 additional Op, Reception area, Doctor's office, Sterilization, Darkroom, Lab, Storage, and Restroom.

Full Price: \$325,000

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

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

We look forward to serving you

BN-1076**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$325,000****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
Associate's Hours			9 – 6		9 – 6	9 – 6	9 – 6
Type of Practice:	General		Reason for Selling:			Relocation	
Years established:	~ 20+ yrs		Days worked past 12 months:			~ 220 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:	5 yrs	Expiration date:	2021				
Do you share space with another dentist?	100% Associate-driven						
Rent per month	\$ 4,700.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	\$295.00/month		Are utilities included?	Yes, Water, Sewage			
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	Retail Center	Y		
Office Square footage:	~ 1,495 sq. ft.		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped ops:	3		Plumbed for additional ops?	Yes, 1 additional			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	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, single-story, well-established Retail Plaza w/ commercial amenities & Restaurant, Nail Salon, Optometry Office, popular Market, Learning Center etc off major thoroughfare, w easy accessibility and good visibility

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	30	Diagnostic	Adjunctive	Dentures	15
General Operative	20	Endo	Ortho/TMJ	Perio	15
Oral Surgery	10	Cosmetic	Crown/Bridge	Implant	20

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

Refer Complex Oral Surgery, Endo (2nd molars) Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 20 **Insurance/PPO** 80 Denti-Cal _____ Capitation (HMO) _____ 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 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, Cigna, Guardian (DHA in-network)

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 – 10**

Average number of patients per day? Per-Doctor: **~ 8** Per-Hygienist: **N/S**

Hygiene days per week: **N/A**

Average age of patients: **Mid Family Range: ~ 30 – 35+ yrs.**

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

Type of recall system used? **EagleSoft & Phone Call Reminders**

Number of recalls per month? **~ 30 – 40**

What types of Practice Promotions? **Zoom Whitening Promotions, Google Business Reviews**

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: **Established 10+ yrs, well-maintained and equipment in good functioning condition**

Average age of Equipment: **~ 7 – 10 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
Reception	40 hrs/wk	Jan 2019		
RDA	40 hrs/wk	Jan 2014		

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 *Profit & Loss Statements*:

2018 \$ 459,155 2017 \$ 438,811 2016 \$ 612,448

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

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

What software? **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.