



## WESTERN PRACTICE SALES

---

John M. Cahill Associates

**#AG-1079**

**San Francisco, California**

***Amazing Opportunity in Unbeatable Location***

Located in a thriving, upscale neighborhood with emergent development, commercial office density and high automobile and foot traffic, this elegant, custom-designed office with limited competition is within steps from the San Francisco Giants Stadium.

The clinic boasts unparalleled accessibility due to unsurpassed visibility, street-level convenience, and proximity to a nexus of public transportation (Caltrain, MUNI, & an under-construction BART extension). Patients benefit from a wide range of dental services offered by a team of in-house Specialists. This combination honors the patients' time and saves them the hassle.

Doctor averages 6 - 8 patients per day and welcomes approximately 18 - 20+ new patients per month, growth generated by location, stellar reputation, and word-of-mouth referrals of a premier dental experience. Designed with office efficiency, patient flow, luxury, and optimal comfort in mind, no detail is overlooked. This stunning office occupies approximately 1,931 square feet and consists of 5 Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

***Full Price: \$685,000***

*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**

# AG-1079

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$685,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	8 - 5	8 - 5	8 - 5	8 - 5	
Doctor's Hours		8 - 5	8 - 5	8 - 5			
Associate's Hours			8 - 5		8 - 5		8 - 5 1x/month
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Retirement</b>	
Years established:	<b>Since 2010</b>		Days worked past 12 months:			<b>3 days/wk</b>	

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>No</b>					
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>N/A</b>			
Term of Lease:	<b>Seller owns building</b>			Expiration date:	<b>N/A</b>			
Do you share space with another dentist?	<b>No, Associate-driven Practice</b>							
Rent per month	~ \$5.00/sf = \$9,655.00/month			Common area, maintenance fees /taxes included?	<b>No</b>			
If not included, current amount paid?	<b>\$1,613.48/month</b>			Are utilities included?	<b>No</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market Rent</b>							
Type of Building:	<b>Condo</b>	<input checked="" type="checkbox"/>	Free-standing	Professional	Retail Center			
Office Square footage:	~ 1,931 sf		Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>		
Number of ops:	<b>5</b>		Plumbed for additional ops?	<b>No</b>				
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>	
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>	
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	Intra-oral Camera:	<b>Yes</b>	3D Imager:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Conveniently located on the ground floor of a mixed Commercial Building with residential suites above, with close proximity to popular entertainment/sports Stadium</b>							

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	8	Diagnostic	16	Adjunctive	9	Dentures	1
General Operative	24	Endo	2	Ortho/TMJ	7	Perio	9
Oral Surgery	3	Cosmetic	3	Crown/Bridge	8	Implant	6

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

**Refer all as needed: complex Oral Surgery, Endo, Perio, Ortho, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

**Private Pay** 10 **Insurance/PPO** 90 Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a Delta Provider? **No Delta. Dropped recently/out-of-network** Premier only \_\_\_\_\_ 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"? **Lending Club**

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

**Office dropped Delta and is recently and currently out-of-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: **~ 18 – 20+**

Average number of patients per day? Per-Doctor: **6 - 8** Per-Hygienist: **N/A**

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

Average age of patients: **Young Professionals: ~ 30+ yrs**

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

Type of recall system used? **YAPI, Automated Text & Email Reminders**

Number of recalls per month? **~ 80 - 85**

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: **Custom built in 2010, designed by Ed Calma, fabricated from a shell to Full Facility, includes 9 yr-old Digital Pano X-ray Unit**

Average age of Equipment: **~ 9 yrs**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>RDA/Insurance Specialist</b>	<b>5 days x 8 hrs</b>	<b>July 2017</b>	<b>Available</b>	<b>Yes</b>
<i>Practice Manager*</i>	<b>5 days x 8 hrs</b>	<b>June 2017</b>	<b>Upon</b>	
<b>DA/Treatment Coordinator</b>	<b>5 days x 8 hrs</b>	<b>Dec 2019</b>	<b>Request</b>	<b>No</b>
<b>Dental Assistant</b>	<b>4 days x 8 hrs</b>	<b>Nov 2019</b>		

*\*Note: Practice Manager position will be assumed by RDA/Insurance Specialist following the Close of Sale.*

Do family members work in the office? **Yes**      If yes, how much are they paid? **\$3,200.00/2 weeks**

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

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

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from Tax Returns:

2019 \$ 895,705 P&L      2018 \$ 1,036,681      2017 \$1,040,788

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

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

What software? **Dentrix**      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.**