



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #BG-1085 Berkeley, California

Stay young and on the cutting edge as you practice in this collegiate town, surrounded by the famed UC University, cafes, shops and music stores, best known for its open-mindedness. You can find diverse cultures, philosophy, acclaimed culinary restaurants, museums, shops and the arts in this forward-thinking community! *Hesitate and you may end up passing up on this remarkable opportunity which you might regret for the rest of your professional career.*

The Doctor averages 4-6 patients on a relaxed but highly productive schedule w/ 8 Hygiene patients per day providing 6½ days of hygiene/per week and welcomes approximately 35-40 new patients per month, adding to an extremely loyal patient base!

The office is conveniently located in an attractive, well-maintained, well-established, 2-story free-standing Building in desirable Berkeley family neighborhood w ample parking, excellent visibility and easy accessibility to public transportation with BART just one block away! The office occupies approximately 1,600 square feet and consists of 4 fully equipped Ops, Reception area, Doctor's office, Business office, Staff Lounge/Lunch Room, Sterilization, Lab, Storage, and 2 Restrooms.

***Full Price: \$975,000***

*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**

**#BG-1085****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$975,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5	9 – 5	9 – 5	9 – 3
Doctor's Hours		9 – 5	9 – 5			9 – 5	9 – 3
Associate's Hours		8:30-5:30	8:30-5:30	8:30-5:30	8:30-5:30	8:30-5:30	
Hygienist Hours		9 – 5	9 – 5	9 – 5 x2	9 – 5	9 – 5	9 – 3
Type of Practice:	<b>General</b>			Reason for Selling:		<b>Retirement</b>	
Years established:	~ 40+ yrs			Days worked past 12 months:		~ 5 - 6 days/wk	

**OFFICE SPACE & LEASE INFORMATION**

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>Possibly, may consider at later date</b>				
Is the space leased?	<b>N/A</b>	Is lease renewable?	<b>N/A</b>	Is lease assignable?	<b>N/A</b>		
Term of Lease:	<b>Seller owns building, To be Determined</b>						Expiration date:
Do you share space with another dentist?	<b>No</b>						
Rent per month	<b>\$4,800.00/month</b>		Common area, maintenance fees /taxes included?			<b>Yes</b>	
If not included, current amount paid?	<b>N/A</b>		Are utilities included?		<b>No</b>		
Is the rent considered above, below or at fair market value?	<b>Will be adjusted to normalized FMR</b>						
Type of Building:	Condo	<b>Free-standing</b>	<b>X</b>	Professional	Retail Center		
Office Square footage:	~ <b>1,600 sq. ft.</b>		Carpet?	<b>No</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>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:	<b>No</b>	Intra-oral Camera:	<b>Yes</b>
						3D Imager:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, long-established, well-known, 2-story, free-standing Building in Oakland family neighborhood, w/ ample parking, easy accessibility and excellent visibility</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	12	Diagnostic	15	Adjunctive	3	Dentures	3
General Operative	19	Endo	< 1	Ortho/TMJ	1	Perio	8
Oral Surgery	2	Cosmetic		Crown/Bridge	~ 29	Implant	7

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

**Refer Complex Endo, 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 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: **Cigna, MetLife, Principal, Blue Cross PPO 100, Blue Cross PPO 200, Blue Cross PPO 300, Connection Dental (GEHA), Delta Dental PPO, Delta Dental Premier, 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: **~ 38**

Average number of patients per day? Per-Doctor: **~ 4 - 6** Per-Hygienist: **~ 8**

Hygiene days per week: **6½ days/wk?**

Average age of patients: **Family Range: 20 – 60+ yrs**

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

Type of recall system used? **Pre-scheduling**

Number of recalls per month? **~ 100 - 110**

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: **All Equipment in good functioning condition**

Average age of Equipment: **Varies ~ 5 -15 yrs**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
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### AVAILABLE UPON REQUEST UNDER SEPARATE COVER

Do family members work in the office? **Yes** If yes, how much are they paid? **\$19.00/hr**

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

Is there a practice management consultant? **Yes**

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from Profit & Loss Statements:

2018     **\$1,401,805**     2017     **\$1,247,134**     2016     **\$1,117,919**    

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

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