



WESTERN PRACTICE SALES

John M. Cahill Associates

DC-1080 **Alameda, California**

Established for 25+ years, Seller is retiring from this multi-generational, family-oriented practice. With the philosophy of “prevention” as the key to the best dental and overall health, the focus of this practice is patient education to help them understand the options and risks to make the best decision and participate in their treatment plans. A loyal, stable patient base, delivering highest quality of dental care and personalized service are the attributes to success at this proven location!

Doctor averages 6 patients w/ 8 Hygiene patients per day offering 5+ days of Hygiene/per week and welcomes approximately 8 - 10 new patients per month.

The office is conveniently located in an attractive, well-maintained, 3-story Professional Building complex w ample parking in bustling professional corridor on major thoroughfare, with easy accessibility and high visibility.

The office occupies approximately 1,200 square feet and consists of 3 fully equipped Ops, Reception area, Doctor’s office, Staff Lounge, Sterilization, Lab, Storage, and 2 Restrooms.

Full Price: \$575,000

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

DC-1080

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 575,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		<i>by appt only</i>	8	8	8	8	
Doctor's Hours		<i>by appt only</i>	8	8	8		
Associate's Hours		<i>by appt only</i>				8	
Hygienist Hours		<i>1x month</i>	8 x2	8	8 x2	8	
Type of Practice:	General		Reason for Selling:			Health/Personal	
Years established:	~ 25+ yrs		Days worked past 12 months:			~ 125+ 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 years + 2 (two) 5-yr options			Expiration date:	March 2021		
Do you share space with another dentist?	N/A						
Rent per month	\$2,220.00/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount paid?	N/A	Are utilities included?	Yes, Water & Trash				
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:	~ 1,200 sf	Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped ops:	3	Plumbed for additional ops?	No				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes, 2	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, 3-story Professional Building w/ ample parking on major thoroughfare on busy Professional corridor in desirable neighborhood						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	17.16	Diagnostic	20.19	Adjunctive	4.21	Dentures	2.47
General Operative	30.44	Endo		Ortho/TMJ	2.14	Perio	11.58
Oral Surgery	0.13	Cosmetic		Crown/Bridge	9.21	Implant	2.39

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

Refer Complex Oral Surgery, Endo, Perio, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 15.23 **Insurance/PPO** 84.77 Denti-Cal Capitation (HMO) Oher

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"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

MetLife, Blue Cross, Blue Shield, Cigna, Guardian, Connection 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: **~ 8 - 10**

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

Hygiene days per week: **~ 5 - 6 days**

Average age of patients: **Mid - Mature Family Range: 40-49 yrs**

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

Type of recall system used? **Revenue Well**

Number of recalls per month? **~ 150 - 160**

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: **3 OPs fully equipped w Adec in good condition. New Server & Computers installed May 2018, New Compressor**

Average age of Equipment: ~ 10 yrs

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

PERSONNEL

AVAILABLE UPON REQUEST UNDER SEPARATE COVER

Do family members work in the office? **Yes** If yes, how much are they paid? **Salary**

Has staff left the practice recently? **Yes**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2019 \$ 854,780 P&L 2018 \$ 809,816 2017 \$ 752,288 2016 \$ 730,683

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

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

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.