



WESTERN PRACTICE SALES

John M. Cahill Associates

#BN-1163 Castro Valley, California

This family-oriented practice has extra covid installations of highspeed aerosol suction, air filtration, infection control and PPE policies and protocols in place. Step right in and carry on delivering the highest standard of dental care to a stable and beloved patient base ranging from 30-50 yrs.

The Doctor averages 14 - 16 patients per day and welcomes approximately 8 - 10 new patients per month.

Office is on a major thoroughfare, with easy accessibility and good visibility and close proximity to Medical Facility in a dense neighborhood of coffee shops and popular amenities. The attractive, well-maintained, 2-story Professional building has an elevator for patient convenience and ample street and off-street parking.

The office occupies approximately 1,236 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Sterilization, Darkroom, Lab, Storage, and Restroom.

Full Price: \$410,000

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

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

We look forward to serving you

BN-1163**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$410,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI *	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 1	
Doctor's Hours		8 – 6	8 – 6	8 – 6	8 – 6	8 – 1	

** Office is open intermittent Fridays. Worked a total of 19 in 2019.*

Type of Practice: **General** Reason for Selling: **Retirement**

Years established: **~ Since 2001** Days worked in 2019: **~ 185 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 + 5	Expiration date:	2028
Do you share space with another dentist?	N/A		
Rent per month	\$3,856.38/month	Common area, maintenance fees /taxes included?	Yes
If not included, current amount paid?	Are utilities included? Yes, Trash, Water, Electricity, & Gas		
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:	~ 1,236 sq. ft.	Carpet?	Yes Air conditioning? Yes
Number of fully equipped ops:	4	Plumbed for additional ops?	No
Reception area:	Yes	Dark room:	Yes Doctor's office: Yes Lab: Yes
Business office:	Restrooms:	Yes	Sterilization: Yes Storage: Yes
Digital X-ray:	Ready	Cerec:	No Laser: No Intra-oral Camera: Yes 3D Imager: No

Description of office building, Location and attributes of practice (a brief description): **Prime location! Attractive, well-maintained, 2-story Professional building w/ elevator, with close proximity to Medical Facility**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	20.89	Diagnostic	28.61	Adjunctive	0.61	Dentures	1.71
General Operative	32.59	Endo	0	Ortho/TMJ	0	Perio	1.28
Oral Surgery	0.32	Conditions	0.46	Crown/Bridge	8.21	Other	5.33

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

Refer Complex Oral Surgery, Complex Endo Surgery

Type of patients as a percentage of Collections:

Private Pay 5 Insurance/PPO 95 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: **Delta, MetLife, Cigna, Aetna, BC/BS, Premier Access, Ameritas, United Concordia, United HealthCare, Principal etc**

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: **~ 14 -16** Per-Hygienist: **N/A**

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

Average age of patients: **Mid-Mature Family Range: ~ 35 – 55+ yrs**

Does the office have Nitrous Oxide? **Nitrous gauge in place in each OP**

Type of recall system used? **Postcards, Phone Call Reminders**

Number of recalls per month? **~ 150 – 180+**

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:

Average age of Equipment: **Varies**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
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AVAILABLE UPON REQUEST

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 Corporate Tax Returns:

2019 \$ 569,701 2018 \$ 613,276 2017 \$ 590,255

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

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

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.