



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### # BN-1228 Berkeley, California

*A high-quality dental practice with tremendous potential valued at \$800,000 being offered at only \$750,000 to offset any potential short-term loss due to Delta Premier!*

This amazing practice with its stellar online and word-of-mouth reputation has a long-term, faithful patient base and needs no marketing or website but a steady stream of referrals from existing patients and colleagues!

*Currently refers out all specialties, yet consistently grosses \$1+million on a limited work schedule! High potential for immediate growth and increase production significantly quickly on existent patient base by maximizing Doctor hours, increasing Hygiene days/per week and treating specialty procedures w team of in-house Specialist Associates*

The Doctor averages 10 patients w/ 8 Hygiene patients per day offering 4 days of Hygiene/per week and welcomes approximately 15-17 new patients per month.

Located in a desirable, recently renovated, attractive, well-maintained, fully landscaped, multi-story Medical/Dental Professional building w/ excellent visibility, accessibility, curb appeal and ample parking. The office has stunning views of the Berkeley Hills w/ great natural light. It occupies approximately 1,399 sq ft and consists of 5 well-appointed, fully equipped OPs, which include: Digital X-ray Units, HS Handpieces & Cavitron Units in each OP & Kavo electric Handpiece in 3 OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage & Restroom plus additional in lobby area.

***Full Price: \$750,000***

*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**

# **BN-1228****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$750,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7:30- 6	7:30- 6	7:30- 6	7:30- 6	7:30- 6	
Doctor's Hours		9 - 5	9 - 5	9 - 5	9 - 5		
Hygienist Hours		7:30- 5:30	7:30- 5:30	7:30- 5:30	7:30- 5:30		
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Retirement</b>	
Years established:	~ <b>Since 1997</b>			Days worked in 2019: ** ~ <b>181.5 days</b>			
<b>*Office closed due to Covid from March 16 – June 15, 2020</b>				Days worked in 2020: * ~ <b>172.5 days</b>			
<i>**Doctor was out for 3 weeks in 2019 due to death in the family. Practice remained open for Hygiene only.</i>							

**OFFICE SPACE & LEASE INFORMATION**

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>						
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>				
Term of Lease:	<b>Negotiating for 2021 w/ 2 (two) 5-yr options</b>			Expiration date:	<b>January 2021</b>				
Do you share space with another dentist?	<b>N/A</b>								
Rent per month	<b>\$5,183.22/monthly</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>					
If not included, current amount paid?	<b>N/A</b>		Are utilities included?	<b>Yes: Electric, Gas &amp; H<sub>2</sub>O</b>					
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>								
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center				
Office Square footage:	~ <b>1,399 sq ft</b>		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>			
Number of fully equipped 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, 1 + 2 lobby</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>Perfectly situated in one of Berkeley's most affluent neighborhoods, recently renovated, attractive, well-maintained, fully landscaped, multi-story Medical/Dental Professional building w/ excellent visibility, easy accessibility, curb appeal and ample parking</b>								

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>15.93</b>	Diagnostic	<b>21.53</b>	Adjunctive	<b>3.74</b>	Dentures	<b>1.96</b>
General Operative	<b>14.81</b>	Endo	<b>0.01</b>	Ortho/TMJ		Perio	<b>9.30</b>
Oral Surgery	<b>0.02</b>	Cosmetic	<b>0.08</b>	Crown/Bridge	<b>23.97</b>	Implant	<b>8.64</b>

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

**All Perio, Complex Ortho, Endo, Oral Surgery, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

**Private Pay** 49 **Insurance/PPO** 51 Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

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"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta Dental Premier**

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: **~ 15- 17**

Average number of patients per day? Per-Doctor: **~ 8 - 10** Per-Hygienist: **~ 8**

Hygiene days per week: **4 days \*post Covid, and 6 days \*pre-Covid**

Average age of patients: **Family Range: ~ 12 – 80 yrs**

Does the office have Nitrous Oxide? **Yes \*discontinued during Covid**

Type of recall system used? **Open Dental Software**

Number of recalls per month? **~ 25 unscheduled, ~ 32 scheduled**

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: **N/A**

Average age of Equipment: **Varies: ~ 1 – 14 yrs**

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

## 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? **Yes**                      If yes, how much are they paid? **~ 27,466/yr**

Has staff left the practice recently? **Yes, \*Covid-related, \*2 new Staff**

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

## PRACTICE FINANCIAL PROFILE

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

2019 **\$ 1,058,395**    2018 **\$1,092,229**    2017 **\$1,194,709**

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

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

What software? **Open Dent**    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.**