



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#DG-1239**

### **Livermore, California**

Well-known as home to renowned science and technology centers, this is an academically engaged community and technological hub. An integral part of the Bay Area, it competes in the global market powered by its wealth of research, technology and innovation. The rich art, cultural heritage and storied wine industry also contribute to the unique backdrop of this special community.

Carry on the rich and stellar tradition of providing the highest standard of care in this family-oriented practice. Doctor averages 8 – 10 patients w/ 8 Hygiene patients per day offering 5 days of Hygiene/per week and welcomes approximately 10-15 new patients per month, a wonderful addition to its large, stable and diverse patient base.

This pristine, modern office is located in an attractive, well-maintained, single-story, free-standing building on a busy, major thoroughfare, close to the vibrant Downtown district and Livermore Lab. This stunning and spacious office occupies approximately 2,500 square feet and consists of 5 fully equipped OPs with plumbing for 1 additional OP, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

***Full Price: \$820,000***

***Real Estate Also Available***

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

Timothy G. Giroux, DDS

John M. Cahill, MBA

Jon B. Noble, MBA

Edmond P. Cahill, JD

**800.641.4179**

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

**We look forward to serving you**

#DG-1239

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$820,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7:30 – 4:15	7:30 – 4:15	7:30 – 4:15	7:30 – 4:15		
Doctor's Hours		7:30 – 4:15	7:30 – 4:15	7:30 – 4:15	7:30 – 4:15		
Hygienist Hours		7:30 – 4:15	7:30 – 4:15	7:30 – 4:15	7:30 – 4:15		
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Retirement</b>		
Years established:	<b>Established ~ 1950</b>			Days worked in 2019: ~ <b>180 days</b>			
<b>*Office closed due to Covid from March 15 – June 1, 2020</b>				Days worked in 2020 ~ <b>148 days</b>			

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>Yes</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</b>			Expiration date:	<b>N/A</b>		
Do you share space with another dentist?	<b>No</b>						
Rent per month	<b>~ \$ 7,500.00/month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount paid?	<b>TBD</b>		Are utilities included?	<b>No</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>						
Type of Building:	Condo	<b>Free-standing</b>	<b>X</b>	Professional	Retail Center		
Office Square footage:	<b>~ 2,500 sf</b>		Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped OPs:	<b>5</b>		Plumbed for additional OPs?	<b>Yes, 1</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>	E4D	<b>Yes</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>Yes</b>
					<b>Yes</b>	3D Imager:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, single-story, free-standing Dental building on busy, major thoroughfare close to vibrant Downtown &amp; Livermore Lab &amp; Vineyards</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>27</b>	Diagnostic	<b>8</b>	Adjunctive		Dentures	<b>2</b>
General Operative	<b>10</b>	Endo		Ortho/TMJ	<b>2</b>	Perio	
Oral Surgery	<b>1</b>	Cosmetic	<b>8</b>	Crown/Bridge	<b>30</b>	Implant	<b>12</b>

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

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

Type of patients as a percentage of Collections:

**Private Pay**   20   **Insurance/PPO**   80   Denti-Cal        Capitation (HMO)        Other       

Are you a **Delta Provider**? **Premier Only**   Y   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:

**Delta Premier, No HMO/PPO's**

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: **~ 10 – 15**

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

Hygiene days per week: **5 days**

Average age of patients: **Mature Family Range: ~ 40 – 60yrs**

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

Type of recall system used? **Yapi tracked with automated reminders**

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

What types of Practice Promotions? **None currently**

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: **Complete Remodel ~ 2008**

Average age of Equipment: **~ 12 yrs**

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? **N/A**

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

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

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from 12-month P&L's:

2019   \$ 1,131,703      2018   \$ 1,044,267      2017   \$ 1,063,456  

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

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