



WESTERN PRACTICE SALES

John M. Cahill Associates

#BC-1253

East Contra Costa County, California

Imagine owning a highly esteemed and successful, family-oriented, quality practice which every dentist aspires to and sets the bar for excellence! Well-established with a large, stable patient base, Doctor and team of seasoned staff focus on personalized care, patient education and strong relationships.

Each doctor averages 7 patients w/ multiple Hygienists each averaging 8 Hygiene patients per day and offers 13 days of Hygiene/per week and welcomes approximately 12-15+ new patients per month, based on word-of-mouth referrals, the best kind of marketing!

The office is conveniently located in an attractive, well-maintained, single-story Dental Professional Building in a pristine Professional park, on major thoroughfare of desirable corridor, w ample parking, easy accessibility & street-level convenience and good visibility. The office is designed with maximum efficiency and patient comfort and flow in mind and occupies approximately 4,000 square feet and consists of 10 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and 3 Restrooms.

Full Price: \$1,415,000

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

BC-1253

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$1,415,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

| | SUN | MON | TUE | WED | THUR | FRI | SAT |
|---|----------------|-------|---------------------|--|-------|-------------------|-----|
| Office Hours | | 8 – 5 | 8 – 5 | 8 – 5 | 8 – 5 | 8 – 5 | |
| Doctor's Hours | | 8 – 5 | 8 – 5 | 8 – 5 | 8 – 5 | 8 – 5 | |
| Hygienist Hours | | 8 – 5 | 8 – 5 | 8 – 5 | 8 – 5 | 8 – 5 | |
| Type of Practice: | General | | Reason for Selling: | | | Retirement | |
| Years established: | ~ Since 1966 | | | Days worked in 2019: ~ 190 days per Dr | | | |
| *Office closed due to Covid from March 16 – June 1, 2020 | | | | Days worked in 2020 ~ 155 days per Dr | | | |

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 yrs | Expiration date: | 2025 | | | | |
| Do you share space with another dentist? | N/A | | | | | | |
| Rent per month | \$5,000.00/month | Common area, maintenance fees /taxes included? | Yes | | | | |
| If not included, current amount paid? | Are utilities included? | | No | | | | |
| Is the rent considered above, below or at fair market value? | Below Market Value | | | | | | |
| Type of Building: | Condo | Free-standing | X | Professional | Retail Center | | |
| Office Square footage: | ~ 4,000 sf | Carpet? | Yes | Air conditioning? | Yes | | |
| Number of fully equipped OPs: | 10 | Plumbed for additional OPs? | No | | | | |
| Reception area: | Yes | Dark room: | Yes | Doctor's office: | Yes | Lab: | Yes |
| Business office: | Yes | Restrooms: | Yes, 3 | Sterilization: | Yes | Storage: | Yes |
| Digital X-ray: | Yes | Cerec: | No | Laser: | No | Intra-oral Camera: | Yes |
| | | | | | | 3D Imager: | No |

Description of office building, Location and attributes of practice (a brief description):

Attractive, well-maintained, single-story Dental Professional building in Professional office complex/park on major thoroughfare w ample parking, easy accessibility & street-level convenience, good visibility & curb appeal

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

| | | | | | | | |
|----------------------|-----|------------|----|--------------|-----|----------|-----|
| Preventative/Hygiene | 22 | Diagnostic | 28 | Adjunctive | < 1 | Dentures | 4 |
| General Operative | 17 | Endo | 0 | Ortho/TMJ | < 1 | Perio | 1 |
| Oral Surgery | < 1 | Cosmetic | 1 | Crown/Bridge | 23 | Implant | 2.5 |

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

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

Type of patients as a percentage of Collections:

Private Pay 37 Insurance/PPO 63 Denti-Cal 0 Capitation (HMO) 0 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"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta 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: ~ **12 – 15+**

Average number of patients per day? Per-Doctor: ~ **7** Per-Hygienist: ~ **8**

Hygiene days per week: **13 days**

Average age of patients: **Family Range: ~ 40 – 45 yrs**

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

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

Number of recalls per month? ~ **300 – 350+**

What types of Practice Promotions? **None, Internal Marketing: word-of-mouth referrals**

Phone Book Advertising? * **Yes** * *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:

Building was remodeled to current configuration in 2000, Carpet replaced

Average age of Equipment: ~ 20 yrs

Any equipment leases? **Yes** Equipment is right/left-handed/convertible? **Convertible**

PERSONNEL

| Position | Days/Hrs | Date hired | Rate of Pay | Eligible for benefits |
|----------|----------|------------|-------------|-----------------------|
|----------|----------|------------|-------------|-----------------------|

AVAILABLE UPON REQUEST

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

Has staff left the practice recently? **Yes, due to Retirement**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2020 \$ 1,472,060 P&L 2019 \$ 2,077,788 2018 \$ 2,069,790

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

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

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.