



WESTERN PRACTICE SALES

John M. Cahill Associates

#DN-1261

Livermore, California

This well-respected and established practice is located in the desirable community of Livermore, which is well known for its world-renowned wineries and quality of life. Doctor refers all Endo and Oral Surgery so if you perform your specialty procedures in-house, there is room for revenue growth!

The Doctor averages 8-10 patients per day welcomes approximately 2-3 new patients per month, even on a relaxed workweek.

The office is conveniently located in a multi-tenant shopping center on the corner of two major thoroughfares allowing for easy freeway access. The office occupies approximately 1,600 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage and Restroom.

Full Price: \$175,000

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

DN-1261

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$175,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			9 - 6	9 - 6			
Associate's Hours			9 - 6	9 - 6			
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	~ 21 years			Days worked in 2019: ~ 100 days			
*Office closed due to Covid from March 16 – July 2, 2020			Days worked in 2020 ~ 50 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:	Month-to-Month			Expiration date:			
Rent per month	\$4,560/monthly		Common area, maintenance fees /taxes included?		Yes		
If not included, current amount paid?	N/A		Are utilities included? No				
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	~ 1,600 sq ft		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped OPs:	4		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Lab
Business office:	Yes	Restrooms:	Yes	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, multi-tenant Retail Shopping Center. Prime location with close proximity to medical facility and retirement community, on the corner intersection of two major thoroughfares allowing for easy freeway access**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	20	Diagnostic	10	Adjunctive	5	Dentures	5
General Operative	20	Endo		Ortho/TMJ		Perio	5
Oral Surgery	5	Cosmetic	10	Crown/Bridge	20	Implant	

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

Doctor refers All Endo and Oral Surgery

Type of patients as a percentage of Collections:

Private Pay _____ Insurance/PPO 40 Denti-Cal _____ Capitation (HMO) 60 Other _____

Are you a **Delta Provider**? Premier Only _____ Premier + PPO Yes

***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, Cigna, MetLife, Guardian PPO, DeltaCare USA, Cigna HMO and UCCR HMO

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: **~ 2 - 3**

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

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

Average age of patients: **Mature Family Range: ~ 40 – 50 yrs**

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

Type of recall system used? **Follow-up Calls and Postcards**

Number of recalls per month? **~ 40**

What types of Practice Promotions? **None, 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:

Updated approximately 15 yrs ago. All equipment regularly maintained and in good working order

Average age of Equipment: ~ 15+ 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 Profit & Loss Statements:

2020 \$ 114,504 2019 \$ 208,289 2018 \$ 187,029

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

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

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.