



WESTERN PRACTICE SALES

John M. Cahill Associates

#AC-1213

San Francisco, California

Immerse yourself in this practice where the loyal, stable patient base is primarily young, educated, motivated professionals who live and work in the city. Practice philosophy is “Patients First” always, with strong emphasis on patient education and the highest quality of care.

Doctor averages 10 patients per day including Hygiene appointments and welcomes approximately 13 new patients per month.

The office is conveniently located in historical Medical Professional building which is part of a major SF hospital complex, allowing only 2 dentists at this location.

The office occupies approximately 900 square feet and consists of 3 fully equipped OPs, Reception area, Doctor’s office, Sterilization, Darkroom, and Lab.

There is also an opportunity to expand the suite to add more ops or just increase office space.

Full Price: \$295,000

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

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

We look forward to serving you

AC-1213

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$295,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:15 – 5	8:15 – 5	8:15 – 5	8:15 – 5	7:30 – 4:15	
Doctor's Hours		8:15 – 5	8:15 – 5	8:15 – 5	8:15 – 5	7:30 – 4:15	

Type of Practice: **General** Reason for Selling: **Retirement**Years established: ~ **Since 2008** Days worked in 2019: ~ **215+ 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?	No
		Is lease assignable?	Yes
Term of Lease:	5 yrs (10 year lease available)	Expiration date:	November 2024
Do you share space with another dentist?	N/A		
Rent per month	\$2,691.00/month	Common area, maintenance fees /taxes included?	Yes
If not included, current amount paid?	N/A	Are utilities included?	Yes
Is the rent considered above, below or at fair market value?	Below Market Value		
Type of Building:	Condo	Free-standing	Professional X Retail Center
Office Square footage:	~ 900 sf	Carpet?	Partial Air conditioning? Yes
Number of fully equipped OPs:	3	Plumbed for additional OPs?	No
Reception area:	Yes	Dark room:	Yes
		Doctor's office:	Yes
		Lab:	Yes
Business office:	No	Restrooms:	3 on Level
		Sterilization:	Yes
		Storage:	No
Digital X-ray:	No	Cerec:	No
		Laser:	No
		Intra-oral Camera:	No
		3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Located in historical Medical building, part of major SF hospital, allowing only 2 dentists at this location		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	26	Diagnostic	21	Adjunctive	1	Dentures	1
General Operative	23	Endo	2	Ortho/TMJ	1	Perio	6
Oral Surgery	1	Cosmetic	3	Crown/Bridge	15	Implant	0

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

Refer Complex Oral Surgery, 50% Endo, < 5% Perio, No Pedo Patients

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** Yes **Premier pts not seen in several yrs*

***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 Premier + PPO, PPO Plans: Anthem, Aetna, Ameritas, Blue Cross, Cigna, Guardian, Humana, MetLife, Principal, United Healthcare/Dental Benefits Provider**

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: **~ 13**

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

Hygiene days per week: **Seller currently performs all hygiene but office could maintain a 3-day work schedule if hygienist was added back to the practice**

Average age of patients: **Young Family Range: ~ 35 yrs**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Manual**

Number of recalls per month? **~ 155**

What types of Practice Promotions? **Internal Marketing, Yelp, PPO**

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: **2014: Office was expanded in Front Desk/ Reception Area in 2014**

Average age of Equipment: **~ 10-15 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 Tax Returns:

2019 \$498,820 2018 \$607,884 2017 \$647,758

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

Is pegboard or computer? **Computer** What type of computer? **Dell Precision T3600**

What software? **SoftDent** 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.