



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1294 Livermore, California

As an integral part of the Bay Area, Livermore competes in the global market powered by its wealth of research, technology and innovation with its stellar reputation and home to renowned science and technology centers. This academically engaged community and technological hub with its rich art and cultural heritage all contribute to this special community. With the city's multiple newly planned developments, the potential is unlimited!

The Doctor averages 6-8 patients per day and welcomes approximately 5-6 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, 2-story long-established Medical/Dental Professional building, w/ ample parking on major thoroughfare in the heart of town and close proximity to Medical Facilities & services.

The office occupies approximately 1,900 square feet and consists of 2 fully equipped Ops with plumbing for 2 additional OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$195,000

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

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► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

DG-1294**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$195,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5		9 - 5	9 – 5*		
Doctor's Hours		9 – 5		9 – 5	9 – 5*		

**Office opened 2 days/week from June 1, 2020 – August 30, 2021. Office to resume 3 day/week schedule Sept 1, 2021*

Type of Practice: General	Reason for Selling: Personal
Years established: ~ Since 2013	Days worked in 2019: ~ 155+ days
*Office closed due to Covid from April 1 – May 31, 2020	Days worked in 2020 ~ 90+ 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: 10 yrs w 2 (two) 5-yr options	Expiration date: September 2023
Do you share space with another dentist? No	
Rent per month \$3,954.75/month	Common area, maintenance fees /taxes included? Yes
If not included, current amount paid? N/A	Are utilities included? Yes, Water, Electricity, Trash
Is the rent considered above, below or at fair market value? Below Market	
Type of Building: Condo Free-standing Professional X Retail Center	
Office Square footage: ~ 1,900 sf	Carpet? Yes Air conditioning? Yes
Number of fully equipped OPs: 2	Plumbed for additional OPs? Yes, 2
Reception area: Yes Dark room: No	Doctor's office: Yes Lab: Yes
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, 2-story Medical/Dental Professional building w/ ample parking on major thoroughfare in the heart of town w close proximity to Medical Facility and services**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	25	Diagnostic	25	Adjunctive	1	Dentures	1
General Operative	25	Endo	5	Ortho/TMJ	0	Perio	10
Oral Surgery	2	Cosmetic	0	Crown/Bridge	5	Implant Surgery	1

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

Refer Complex Oral Surgery & Endo

Type of patients as a percentage of Collections:

Private Pay 20 Insurance/PPO 60 Denti-Cal _____ Capitation (HMO) 20 Other _____

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

***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:

All PPO Plans & Delta Care USA

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: ~ **6**

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

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

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

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

Number of recalls per month? ~ **50 – 60**

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: **2013: Brand new office build-out w/ all new equipment. All equipment regularly maintained and in good functioning condition**

Average age of Equipment: **~ 8 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:

2020 \$ 211,878 2019 \$ 243,203 2018 \$ 263,236

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

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