



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #BG-1271 Oakland, California

*Practice is on track to collect ~\$929k in 2021!*

We are offering an amazing opportunity for the astute Buyer who shares and appreciates the vision of this well-run, streamlined practice with the added bonus of *Pedo & Perio specialists* offering in-house convenience and treatment options to the large and growing patient base.

Doctor and Associate averages 8-10 patients per day and welcomes approximately 50 new patients per month, growth generated by the *street-level convenience, heavy foot traffic and unsurpassed exposure* with visibility and signage due to its prominent location in busy, single-story Shopping Plaza w/ ample parking, on major thoroughfare, just off major BART Station.

The office occupies approximately 3,000 square feet and consists of 10 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

***Full Price: \$595,000***

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

Timothy G. Giroux, DDS  
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**800.641.4179**

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

**We look forward to serving you**

# **BG-1271****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$595,000****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	
Associate's Hours		8 – 5 x2	8 – 5 x2	8 – 5	8 – 5	8 – 5 x2	

Type of Practice: **General offering in-house *Perio & Pedo x1/month*** Reason for Selling: **Retirement**Years established: **~ Since 1997** Days worked in 2019: **~ 250 days****OFFICE SPACE & LEASE INFORMATION**

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>
		Is lease assignable?	<b>Yes</b>
Term of Lease:	<b>Month-to-Month</b>	Expiration date:	<b>N/A</b>
Do you share space with another dentist?	<b>No</b>		
Rent per month	<b>\$12,046.42/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>
If not included, current amount paid?	<b>N/A</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	Free-standing	Professional
			<b>Retail Center X</b>
Office Square footage:	<b>~ 3,000 sf</b>	Carpet?	<b>No</b>
		Air conditioning?	<b>Yes</b>
Number of fully equipped OPs:	<b>10</b>	Plumbed for additional OPs?	<b>No</b>
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</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>	Cerec:	<b>No</b>
		Laser:	<b>No</b>
		Intra-oral Camera:	<b>Yes</b>
		3D Imager:	<b>Yes</b>

Description of office building, Location and attributes of practice (a brief description): **Attractive, well-maintained, busy Retail Shopping Center w/ ample parking generating heavy foot traffic and excellent visibility on major thoroughfare off major BART Station**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	13	Diagnostic	14	Adjunctive	2	Dentures	6
General Operative	13	Endo	1	Ortho/TMJ	11	Perio	5
Oral Surgery	6	Cosmetic		Crown/Bridge	25	Implant Surgery	4

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

**Refer Complex Endo & Oral Surgery offering Pedo & Perio once/month by in-house Specialists**

Type of patients as a percentage of Collections:

Private Pay 10 Insurance/PPO 20 Denti-Cal 40 Capitation (HMO) 30 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"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

**DentiCal, Delta PPO/HMO, MetLife HMO, Aetna HMO, Accepts Most PPO & 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: ~ **40 – 60+**

Average number of patients per day? Per-Doctor: ~ **8 - 10 x2** Per Hygienist: **N/A**

Average age of patients: **Young to Mid-Family Range: ~ 30 – 50 yrs**

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

Type of recall system used? **Lighthouse computer tracking**

Number of recalls per month? ~ **220 – 240**

What types of Practice Promotions? **None, Signage & Location**

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: **March 2020: New Flooring & Paint**

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 4 years' Gross Collections from Profit & Loss Statements:

2020 \$ 1,155,217 2019 \$ 926,887 2018 \$ 835,860 2017 \$ 999,568

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

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

What software? **Dentrix Enterprise**

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.**