



WESTERN PRACTICE SALES

John M. Cahill Associates

DG-1304 Fremont, California

Practice is on track to collect approximately \$1.1million in 2021

Continue the tradition of delivering the highest standard of dental care to a well-established, long-standing, loyal patient base who appreciate a conservative approach. Room for growth by keeping specialties in-house as Doctor refers Endo, Oral Surgery, Perio & Ortho to Specialists.

The Doctor averages 8 – 10 patients w/ 8 Hygiene patients per day offering 6 days of Hygiene/per week and welcomes approximately 4 - 5 new patients per month.

The office is conveniently located in a highly visible, easily accessible Professional building complex and ample parking in one of the Silicon Valley's most desirable neighborhoods.

The office occupies approximately 1,385 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, and Restroom.

Full Price: \$750,000

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

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

We look forward to serving you

DG-1304**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$750,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 6	8 – 6	8 – 6	8 – 6		
Doctor's Hours		9 – 6	9 – 6	9 – 6	9 – 6		
Hygienist Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Type of Practice:	General			Reason for Selling: Retirement			
Years established:	~ 25+ yrs			Days worked in 2019: ~ 179.5 days			
*Office closed due to Covid from March 17 – July 1, 2020				Days worked in 2020 ~ 137 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:	7 yrs with ~ 4½ yrs remaining			Expiration date:	December 2025		
Do you share space with another dentist?	No						
Rent per month	\$4,749.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	N/A		Are utilities included?	Yes, Electric, Water, Trash			
Is the rent considered above, below or at fair market value?	Fair Market						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 1,385 sf		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped OPs:	4		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	No
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):

1970's attractive, well-maintained, highly visible, 2-story, Spanish-style mostly Dental Professional Complex w/ easy accessibility in in desirable neighborhood district of Fremont, bedroom community to Silicon Valley

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	24	Diagnostic	23	Adjunctive	1	Dentures	1
General Operative	24	Endo	1	Ortho/TMJ	1	Perio	1
Oral Surgery	2	Cosmetic	1	Crown/Bridge	20	Implant Surgery	0

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

Refer All Molar Endo, Most/Complex Oral Surgery, Most Perio, Difficult Pedo, All Ortho

Type of patients as a percentage of Collections:

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

Are you a **Delta Provider**? **Premier Only** Y **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"? **No**

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

Delta Dental Preferred

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: **~ 5 - 6**

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

Hygiene days per week: **6 days**

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

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

Type of recall system used? **Pre-scheduling ~ 6months, Postcard Reminders**

Number of recalls per month? **~ 175 - 185**

What types of Practice Promotions? **None**

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: **2012: Digital X-ray Units / Jan 2020: replaced 7 Computers / June 2020: installed 4 extra-oral Vacuums & 3 Room Air Purifiers / May 2021: replaced Air Compressor**

Average age of Equipment: ~ 10 yrs

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Right/Convertible**

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? **Yes** If yes, how much are they paid? **\$1,500/bi-weekly**

Has staff left the practice recently? **Yes**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2021 \$ 553,320 *6m P&L* 2020 \$ 831,989 2019 1,035,921 2018 \$ 1,025,442

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

Is pegboard or computer? **Computer** What type of computer? **i3 Dell Processors**

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.