



WESTERN PRACTICE SALES

John M. Cahill Associates

#DN-1305 Livermore, California

Don't miss out on this remarkable opportunity to live, play and practice in "one of the wealthiest midsize cities" in this family-oriented boutique practice w a mature patient base in the Tri-Valley community.

Doctor averages 8 patients w/ 8 Hygiene patients per day providing 3 days of hygiene/per week and generates approximately 10 new patients per month.

The office is conveniently located in a highly visible, easily accessible, attractive, well-maintained, free-standing building w/ ample off-street parking, on major thoroughfare in desirable downtown neighborhood. This state-of-the-art office occupies approximately 1,400 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Sterilization, Laboratory & E 4D Milling Room.

Full Price: \$325,000

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

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

We look forward to serving you

DN-1305

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$325,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7 - 4	7 - 4	7 - 4	7 - 12		
Doctor's Hours		7 - 4	7 - 4	7 - 4	7 - 12		
Hygiene Hours		7 - 4	7 - 4	7 - 4			
Type of Practice:	General			Reason for Selling:		Retirement	
Years established:	~ 18 yrs			Days worked in 2019:		~ 155+ days	
*Office closed due to Covid from March 24 – June 1, 2020				Days worked in 2020		~ 140 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?	N/A	Is lease assignable?	N/A		
Term of Lease:	Month-to-Month			Expiration date:			
Do you share space with another dentist?	N/A						
Rent per month	\$3,511/monthly		Common area, maintenance fees /taxes included?		Yes, Taxes		
If not included, current amount paid?	N/A	Are utilities included?		No, Tenant pays Utilities: H20/Trash/ PG&E			
Is the rent considered above, below or at fair market value?	Fair Market						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 1,400 sq ft		Carpet?	Yes	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:	Yes
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	E4D	Yes	Laser:	Yes	Intra-oral Camera:	Yes
3D Imager:		Yes					
Description of office building, Location and attributes of practice (a brief description):	Prime location, boutique practice, with mature client/patient base in attractive, well-maintained Building w 1 other tenant						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	13.83	Diagnostic	14.74	Adjunctive	0.13	Prosth, Remov	3.48
Restorative	37.11	Endo	2.44	Admin	0.07	Perio	1.57
Oral Surgery	1.62	Whitening	0.06	Prosth, Fixed	1.32	Implant	23.76

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

Refer Complex Endo(molars) and All Pedo < 12 yrs

Type of patients as a percentage of Collections:

Private Pay 55 **Insurance/PPO** 45 Denti-Cal Capitation (HMO) Other

Are you a **Delta Provider**? **Premier Only** Yes 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"? **Yes**

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

Delta Dental, Delta Dental TriCare, Aetna, Concordia, Cigna PPO, First Health & Assurant

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: **~ 8 - 10**

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

Hygiene days per week: **3 days**

Average age of patients: **Mature Family Range: ~ 21 – 80 yrs**

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

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

Number of recalls per month? **~ 70**

What types of Practice Promotions? **Newspaper Ad, Church Bulletin, Social Media, GoDaddy.com**

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: **8 – 10 yrs: Updated carpet, interior & exterior paint, All equipment are regularly maintained and in good functioning condition**

Average age of Equipment: **Most ~ 20 yrs, except Planmeca & ED4 Scanner**

Any equipment leases? **Yes** 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? **No** If yes, how much are they paid? **N/A**

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:

2020 \$ 561,593 2019 \$ 540,995 2018 \$ 591,113

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

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

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.