



WESTERN PRACTICE SALES

John M. Cahill Associates

#BN-1332 Berkeley, California

Step into this well-established practice with a reputation for an uncompromising commitment to delivering the highest quality of care in this much-loved practice. You will feel fulfilled and rewarded with the long-lasting and trusting relationships developed with a loyal mix of mature patient base comprised of highly educated and motivated academic and business professionals.

The Doctor averages 6 - 10 patients and welcomes approximately 6 - 8 new patients per month.

It is located in a beautiful, attractive and well-maintained 2-story Professional building in one of the area's most desirable neighborhoods, surrounded by many thriving businesses and amenities. This gracious office is designed w/ efficiency and patient-flow in mind. It occupies approximately 750 square feet and consists of 3 fully equipped OPs, Reception area, Doctor's office, Sterilization, Lab, Dark Room, Storage and Restroom.

Full Price: \$225,000

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

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

We look forward to serving you

BN-1332**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$225,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			8 - 5	8 - 5	8 - 5	8 - 3	
Doctor's Hours			8 - 5	8 - 5	8 - 5	8 - 3	
Type of Practice:	General		Reason for Selling:			Personal	
Years established:	~ 20 + yrs			Days worked in 2019: ~ 160+ days			
*Office closed due to Covid from March 16 - June 17, 2020			Days worked in 2020 ~ 130+ 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?	No		
Term of Lease:	Year-to-Year			Expiration date:	December 2021		
Rent per month	\$3,100.00/month		Common area, maintenance fees /taxes included?			Yes	
If not included, current amount paid?	N/A		Are utilities included? Yes, Water & Trash				
Is the rent considered above, below or at fair market value?	Above Market Value						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 750 sq ft		Carpet?	Yes	Air conditioning?	Partial	
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:	Yes, 1	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes	Intra-oral Camera:	Yes
						3D Imager:	No

Description of office building, Location and attributes of practice (a brief description): **Beautiful, attractive, well-maintained 2-story Professional building in one of the area's most desirable neighborhoods surrounded by many thriving businesses and amenities**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	30	Diagnostic	21	Adjunctive	5	Dentures	< 1
General Operative	25	Endo	0	Ortho/TMJ	0	Perio	< 1
Oral Surgery	0	Cosmetic	0	Crown/Bridge	10	Implant Services	7.5

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

Refer Complex Oral Surgery, Endo, Complex Perio, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 30 **Insurance/PPO** 70 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"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta Premier, Cigna**

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 – 8**

Average number of patients per day? Per-Doctor: **~ 6 – 10** Per-Hygienist:

Hygiene days per week: **Currently no Hygiene**

Average age of patients: **Mature Family Range: ~ 57 yrs**

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

Type of recall system used? **Postcards, Follow-up Phone Calls, Pre-scheduling**

Number of recalls per month? **~ 100**

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: **3 fully equipped OPs w/ Adec Chairs, 2 Digital X-ray Units, 1 Dexis Sensor**

Average age of Equipment: **~ 17+**

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? **Hourly**

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

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2021 P&L 8-mon \$ 252,849 2020 **\$ 341,728** 2019 **\$ 441,949** 2018 **\$ 413,298**

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

Is pegboard or computer? **Computer** What type of computer? **Windows Op System**

What software? **Dentrix G7** 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.