



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #BG-1343 Concord, California

We are offering this well-established, beloved, family-oriented practice, whose patient base appreciates conservative diagnosis and treatment in a warm and caring environment. There is definitely room for growth in this office by keeping specialty procedures in-house.

Doctor averages 8 patients per day on relaxed 3-day workweek and 2 Saturdays/month while accommodating emergencies as needed 2 days/week and welcomes approximately 9 new patients per month.

Attractive, well-maintained, free-standing, landscaped Building located on busy commercial zoned street w/ ample parking with easy van-accessibility.

This beautiful, handicap-accessible Office occupies approximately 1,118 square feet and consists of 3 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

***Full Price: \$275,000***

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

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**800.641.4179**

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

**We look forward to serving you**

# **BG-1343****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$275,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		<b>12 – 3</b>	<b>8:30–5:30</b>	<b>8:30–6</b>	<b>9 – 5</b>	<b>8 – 5</b>	<b>7 – 1<sup>2x/month</sup></b>
Doctor's Hours		<i>Emergency only</i>	<b>8:30–5:30</b>	<b>8:30–6</b>	<i>Emergency only</i>	<b>8 – 5</b>	<b>7 – 1<sup>2x/month</sup></b>
Type of Practice:	<b>General</b>			Reason for Selling: <b>Retirement</b>			
Years established:	~ <b>18 yrs</b>			Days worked in 2019: ~ <b>205+ days</b>			
<b>*Office closed due to Covid from March 17 – May 26, 2020</b>				Days worked in 2020 ~ <b>155+ days</b>			

**OFFICE SPACE & LEASE INFORMATION**

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>Possibly</b>				
Is the space leased?	<b>N/A</b>	Is lease renewable?	<b>N/A</b>	Is lease assignable?	<b>N/A</b>		
Term of Lease:	<b>Seller owns Building</b>			Expiration date:			
Rent per month	<b>\$4,500.00/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>				
If not included, current amount paid?				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	<b>Free-standing</b>	<b>X</b>	Professional	Retail Center		
Office Square footage:	~ <b>1,118 sf</b>	Carpet?	<b>No, Laminate</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped OPs:	<b>3</b>	Plumbed for additional OPs?	<b>No</b>				
Reception area:	<b>Yes</b>	Dark room:	<b>No</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>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, free-standing Building located on busy commercial zoned street w/ ample parking and easy accessibility</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	13	Diagnostic	14	Adjunctive	2	Dentures	4
General Operative	17	Endo	1	Ortho/TMJ	2	Perio	6
Oral Surgery	3	Cosmetic		Crown/Bridge	37	Implant Surgery	

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

**Refer Complex Endo: molars RCT and Retreats, Complex Oral Surgery, Implant Placements, Perio**

Type of patients as a percentage of Collections:

Private Pay 30 Insurance/PPO 70 Denti-Cal 0 Capitation (HMO) 0 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, cancelled in 2021**

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

**PPO Plans only: Delta Dental (Premier + PPO), Cigna, Aetna, MetLife, D. Benefit P, United Concordia, Anthem Blue Cross, Blue Shield, GEHA, Principal, Guardian, United Healthcare**

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: **~ 9**

Average number of patients per day? Per-Doctor: **~ 8: 3 days/wk & 2 Saturdays/per month**

Average age of patients: **Family Range: 2 yrs +**

Does the office have Nitrous Oxide? **No, but plumbed**

Type of recall system used? **Pre-scheduling, Computer tracking**

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

Types of Advertising: Print Ad: **No** Facebook:  Yelp:  Other:

*\*Advertising contracts will be the responsibility of Buyer after transition.*

What types of Practice Promotions? **None**

## 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: **Building is fairly new, remodeled 2002-2003. All equipment is regularly updated and maintained, in good functioning condition**

Average age of Equipment: **~ 5 yrs** Any equipment leases? **No**

Equipment is right/left-handed/convertible? **Right / Left / 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? **\$2,000.00/month<sup>salary</sup>**

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     \$ 298,423     2019     \$ 349,472     2018     \$ 373,442    

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

Type of Computers: **PC** Dental 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.