



WESTERN PRACTICE SALES

John M. Cahill Associates

#AG-1350 San Francisco, California

Don't miss out on this outstanding and extraordinary opportunity in the heart of San Francisco's bustling Financial District! Bespoke practice dedicated to providing the highest standard of personalized care, serving young and seasoned Professionals, with an experienced Staff and the most advanced technology! Practice is committed to cosmetics as well as preserving overall, long-term dental health.

Doctor averages 5 patients w/ 8 Hygiene patients per day offering 4 days of Hygiene/per week and welcomes approximately 20 - 25 new patients per month.

Office is centrally located in a multi-story historic landmark Professional building in downtown San Francisco amidst the pulse of activity and technology.

The office occupies approximately 1,932 square feet and consists of 5 OPs equipped with state-of-the-art equipment, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 3 Restrooms *1 in office, 2 shared.

Full Price: \$1,200,000

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

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

We look forward to serving you

AG-1350

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$1,200,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			8 – 5	8 – 5	8 – 5	8:30 – 3:30	
Doctor's Hours			8 – 5	8 – 5	8 – 5	8:30 – 3:30	
Hygienist Hours			8 – 5	8 – 5	8 – 5	8:30 – 3:30	
Type of Practice:	General		Reason for Selling:		Relocation		
Years established:	~ 16 yrs		Days worked in 2019:		~ 190 days		
*Office closed due to Covid from March 17 – June 10, 2020			Days worked in 2020		~ 136 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:	10 yrs	Expiration date:	2024				
Do you share space with another dentist?	N/A						
Rent per month	\$8,500.00/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount paid?	N/A	Are utilities included?	Yes				
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:	~ 1,932 sf	Carpet?	No	Air conditioning?	No		
Number of fully equipped OPs:	5	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	Cerec:	Yes	Laser:	Yes	Intra-oral Camera:	Yes
						3D Imager:	Yes
Description of office building, Location and attributes of practice (a brief description):	Only dental office in historic, multi-story Professional building centered in downtown SF and heart of Financial District						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	12	Diagnostic	16	Adjunctive	2	Dentures	
General Operative	20	Endo	< 1	Ortho/TMJ	12	Perio	10
Oral Surgery	< 1	Cosmetic	2	Crown/Bridge	23	Implant Surgery	1

What services/procedures are referred out? (i.e. Oral Surgery, Endo, Perio, Ortho, Pedo) ***Dr places Implants but refers complex Oral Surgery: 3rd molar EXT, Perio, complex Ortho, Difficult Pedo**

Type of patients as a percentage of Collections:

Private Pay 5 Insurance/PPO 95 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"? **Yes**

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

Delta Dental Premier, Aetna, Cigna, Guardian, SunLife, Level

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: **~ 25** *40+ pre-covid

Average number of patients per day? Per-Doctor: **~ 5** Per-Hygienist: **~ 8**

Hygiene days per week: **4 days**

Average age of patients: **Young Professionals and Mid-family Range: ~ 35+ yrs**

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

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

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

What types of Practice Promotions? **N/A**

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: **Upgraded Plumbing, Bathroom, Flooring & Ceiling. All equipment regularly maintained and in good functioning condition**

Average age of Equipment: ~ 6 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? **Spouse: \$72,000/yr**

Has staff left the practice recently? **Yes, *Maternity leave**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2020 \$ 1,240,378 2019 \$ 1,765,984 2018 \$ 1,549,621

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

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

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.