



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#BC-1347**

**El Cerrito, California**

Established for 20+ yrs, this predominantly adult-oriented practice is dedicated to providing the highest standard of care by presenting treatment in a thoughtful and thorough approach, with educated options to the patient.

Doctor averages 7 patients w/ 8 Hygiene patients per day offering 4 days of Hygiene/per week and welcomes approximately 5 - 6 new patients per month.

Office is conveniently located in an attractive, well-maintained, free-standing Dental Professional building adjacent to major thoroughfare in a mixed commercial/residential neighborhood, close to public transportation and free parking.

The office occupies approximately 1,502 square feet and consists of 4 OPs equipped with state-of-the-art and high-tech equipment, Reception area, Doctor's office, Sterilization, Lab, Storage and 2 Restrooms.

***Full Price: \$600,000***

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

Timothy G. Giroux, DDS

Jon B. Noble, MBA

John M. Cahill, MBA

Edmond P. Cahill, JD

**800.641.4179**

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

**We look forward to serving you**

# BC-1347

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$600,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 1 <i>1x/month</i>	8 - 5	8 - 5	8 - 5	7 - 1	
Doctor's Hours		8 - 1 <i>1x/month</i>	8 - 5	8 - 5	8 - 5	7 - 1	
Hygienist Hours		8 - 1 <i>1x/month</i>	8 - 5	8 - 5	8 - 5	7 - 1	
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Retirement</b>		
Years established:	~ 20 yrs			Days worked in 2019: ~ 195+ days			
*Office closed for 2½ months in 2020 due to Covid				Days worked in 2020 ~ 165+ days			

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>5 yrs</b>	Expiration date:	<b>July 2022</b>				
Do you share space with another dentist?	<b>No</b>						
Rent per month	<b>\$4,635.00/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>				
If not included, current amount paid?	<b>\$400.00/month</b>	*PGE & Trash	Are utilities included?		<b>Yes, Water</b>		
Is the rent considered above, below or at fair market value?	<b>Below Market</b>						
Type of Building:	Condo	<b>Free-standing</b>	<b>X</b>	Professional	Retail Center		
Office Square footage:	<b>~ 1,502 sf</b>	Carpet?	<b>Yes</b>	Air conditioning?	<b>HVAC</b>		
Number of fully equipped OPs:	<b>4</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>No</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>Yes</b>	Laser:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>
						3D Imager:	<b>No</b>

Description of office building, Location and attributes of practice (a brief description):

**Attractive, well-maintained, free-standing Dental Professional building adjacent to major thoroughfare in mixed commercial/residential neighborhood close to public transportation & free parking**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>17.94</b>	Diagnostic	<b>21.91</b>	Adjunctive	<b>2.77</b>	Dentures	<b>0.29</b>
General Operative	<b>32.69</b>	Endo		Ortho/TMJ	<b>0.05</b>	Perio	<b>12.88</b>
Oral Surgery		Cosmetic		Crown/Bridge	<b>11.48</b>	Implant Surgery	

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

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

Type of patients as a percentage of Collections:

Private Pay 25 Insurance/PPO 75 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 only**

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**

Average number of patients per day? Per-Doctor: **~ 7** Per-Hygienist: **~ 8**

Hygiene days per week: **4 days**

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

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

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

Number of recalls per month? **~ 45+**

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

*\*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: **1980's: Building converted from home to Dental Office with new Windows, Siding & Exterior Paint in 2015 & new HVAC ~ 2016**

Average age of Equipment: **~ 10 yrs** Any equipment leases? **No**

Equipment is right/left-handed/convertible? **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? **\$1,700/bi-monthly**

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 \$ 654,705 2019 \$ 860,039 2018 \$ 833,713

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

Type of Computers: **PC & Server** 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.