



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1373 Fremont, California

Already operating like a well-oiled machine with streamlined marketing and efficiency policies in place, Seller is looking to pass this well-established, quality, multi-generational, family-oriented practice to you!

Office Philosophy is to help patients keep their teeth and gums healthy for the rest of their lives. Office Staff take time to show, demonstrate and educate patients on how to maintain good oral health through positive reinforcement. Patient base is educated, loyal, highly motivated and financially stable with good insurance.

The Doctor averages 8 - 12 patients w/ 8 Hygiene patients per day offering 3 days of Hygiene/per week and welcomes approximately 8 - 10 new patients per month.

The office is conveniently located in a well-established, attractive, well-maintained, single-story Retail/Shopping Center complex w/ ample parking on corner of 2 major thoroughfares within walking distance and easy access to public transportation and close proximity to Medical Facilities. The office occupies approximately 1,800 square feet and consists of 4 fully equipped OPs with plumbing for 1 additional OP, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 2 Restrooms.

Full Price: \$498,000

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

Timothy G. Giroux, DDS

John M. Cahill, MBA

Jon B. Noble, MBA

Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

DG-1373**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$498,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 6	9 – 6		9 – 6		8 – 2
Associate's Hours		9 – 6	9 – 6		9 – 6		8 – 2
Hygienist Hours		9- 6	9 – 6		9 – 6		8 – 2
Type of Practice:	General			Reason for Selling:			Personal
Years established:	~ Since 1996			Days worked in 2020:			~ 136
*Office closed due to Covid from March 20 - July 1, 2020				Days worked in 2021:			~ 165

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?			
Term of Lease:	2 (two) 5-yr leases			Expiration date:	August 2030		
Do you share space with another dentist?	No						
Rent per month	\$ 7,831.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	Are utilities included? Yes, Trash						
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	~ 1,800 sf	Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped ops:	4	Plumbed for additional ops?	Yes, 1				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	No	Intra-oral Camera:	No
						3D Imager:	No

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

Conveniently & centrally located in a popular & busy, single-story Retail Shopping Plaza w/ a strong anchor tenants with growth created by heavy foot traffic flow on major thoroughfare, good visibility & close proximity to Medical Facilities

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	23	Diagnostic	24	Adjunctive	3	Dentures	2.5
General Operative	13	Endo	3	Ortho/TMJ	5	Perio	3
Oral Surgery	4	Cosmetic		Crown/Bridge	19	Implant Surgery	

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

Refer Complex Endo, Perio, Ortho, Implants

Type of patients as a percentage of Collections:

Private Pay 20 **Insurance** 80 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

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: **~ 120/yr = ~ 10**

Average number of patients per day? Per-Doctor: **~ 8 - 12** Per-Hygienist: **~ 8**

Hygiene days per week: **3 days**

Average age of patients: **Young - Mid Family Range: ~ 30 yrs**

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

Type of recall system used? **Prescheduling, Follow-up Calls to Remind/Confirm**

Number of recalls per month? **~ 95+**

What types of Practice Promotions? **Google & Word-of-Mouth**

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: **All equipment are regularly upgraded, updated and maintained and in excellent shape, Office looks modern, high-tech & pristine**

Average age of Equipment: ~ 10 – 20 yrs

Any equipment leases? **Yes, Pano & Phone System** Equipment is right/left/convertible? **Convertible**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<i>Available Upon Request</i>				

Do family members work in the office? **Yes** **If yes, how much are they paid?**

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

Is there a practice management consultant? **Yes**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2021 \$693,197 P&L 12m 2020 \$ 698,124 2019 \$ 1,136,050

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

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

What software? **Dental Mate** Fee Schedule: **Available upon Request**

Is software transferable? **Yes, Transfer Fee, if applicable, to be paid by Buyer**

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.