



WESTERN PRACTICE SALES

John M. Cahill Associates

#BC-432

Pittsburg, California

With its enviable location places, within a close distance of several big-market cities and a great transportation network of roadways, rail lines and airports. Live on the water at the marina, in the rolling hills that fall from Mt. Diablo, or in any number of neighborhoods in between. Own this family-oriented Practice that has provided quality, personalized care to a stable, loyal patient base for generations!

The Doctor averages 8-9 patients w/ 8 Hygiene patients per day and generates approximately 3+ new patients per month.

The office is conveniently located in a highly visible, easily accessible, well-maintained, single story Professional building on a busy thoroughfare in a well-established neighborhood near shopping facilities.

The office occupies approximately 1,640 square feet and consists of 6 fully equipped ops, Reception area, Doctor's office, Business office, Sterilization, Dark room, Lab, Storage and 2 Restrooms.

Full Price: \$350,000

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

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

We look forward to serving you

#BC-432

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$350,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	7:30 – 3:30	8 – 5	7:30 – 4:30		
Doctor's Hours		9:30 – 5	7:30 – 3:30	9:30 – 5			
Hygienist Hours		8 – 5	7:30 – 3:30	8 – 5	7:30 – 4:30		
Type of Practice:	General Dentistry			Reason for Selling:		Retirement	
Years established:	1972			Days worked past 12 months:		2014: 136 YTD 4/2015: 43	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	No				
Is the space leased?	No	Is lease renewable?	n/a	Is lease assignable?	n/a		
Term of Lease:	Owner Occupied, Lease Negotiation at the time of Sale.						
Do you share space with another dentist?	No						
Rent per month	\$1.90/sq. ft. (estimate)		Common area, maintenance fees /taxes included?				
If not included, current amount?	Are utilities included?						
Is the rent considered above, below or at fair market value?							
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	1,640 sq. ft.		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	6		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	No	Intra-oral Camera:	No	Cerec:	No
Description of office building, Location and attributes of practice (a brief description):	On busy main street, easy access to freeway, mixed professional tenants, single story building						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections Production per Seller:

Preventative/Hygiene	24%	Diagnostic	14%	Adjunctive	Dentures	6%
General Operative	12%	Endo	1%	Ortho/TMJ	Perio	
Oral Surgery	1%	Cosmetic		Crown/Bridge		42%

What services/procedures are referred out? Oral Surgery, Endo, Perio, Pedo, Ortho

Type of patients as a percentage of Collections:

Private Pay 65% Insurance/PPO 35% Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a Delta Provider? Yes, Delta Premier

***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 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: **3+/-**

Average number of patients per day? Per-Doctor: **8-9** Per-Hygienist: **8**

Hygiene days per week: **4** Percentage of Production by Hygiene: **24%**

Average age of patients: **51**

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

Type of recall system used? **Pre-Appointments, Postcards, Phone calls**

Number of recalls per month? **128**

What types of Practice Promotions? **None**

Phone Book Advertising? * **Yes** * *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: **Carpets 7+/- years, rest of leasehold 15 years**

Average age of Equipment: **5-30 years old**

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Right**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Bookkeeper	4 days/ 7 hours	1981	\$30.00/hour	Yes
Hygienist	4 days / 8 hours	1983	\$400.00/day	Yes
Receptionist	4 days / 8 hours	2005	\$23.00/hour	Yes
Assistant	3 days / 8 hours	2014	\$23.00/hour	Yes

Do family members work in the office? **Yes** If yes, how much are they paid? **\$25,200/year**

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

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2014 \$541,949 2013 \$558,215 2012 \$574,584

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

Number of statements sent each month? **80** Is pegboard or computer? **Computer**

What type of computer? **HP PC** What software? **Patient Base**

Is software transferable?

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.