



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#DG-635**

### Castro Valley, California

We are proud to present a remarkable opportunity unlike any other! An *excellent location* and *stellar reputation* are only some of the attributes of this long-term, well-established, successful, *solo group practice* with a solid track record and equal partners, with *each practice operating as a separate entity. Each practice is separate, independently run and functions like a private practice* with loyal, long-term, seasoned staff and policies in place. Doctor has *unique opportunity* with *freedom of coverage* due to multiple providers working in practice, uses *state-of-the-art technology* and *like-new equipment*, which includes Cone Beam and availability to Cerec Unit, *unlimited potential for expansion* of space and maximized working hours, based on own desire, and *unparalleled support*.

The Doctor averages 6 patients with 7 Hygiene patients per day. Doctor & Hygienists work on a relaxed 3½ day workweek, with unlimited potential for expansion depending on new Owner/Operator's desires, and usually generates approximately 6 new patients per month.

This amazing practice, located on a major thoroughfare in a mixed professional residential neighborhood, consists of 8 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and Restroom.

***Full Price: \$650,000***

*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**

# **DG-635****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$650,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			<b>8 – 5</b>	<b>8 – 7:30</b>	<b>8 – 7:30</b>	<b>8 – 5</b>	
Doctor's Hours	<b>Alternates between 3-day &amp; 4-day workweek</b>		<b>8 – 3</b>	<b>1 – 7:30</b>	<b>1 – 7:30</b>	<b>8 – 3</b>	
Hygienist Hours	<b>Hygiene averages 3½ days/per week</b>						
Type of Practice:	<b>General</b>			Reason for Selling:		<b>Retirement</b>	
Years established:	<b>Established 1960, Current practice since 1977</b>			Days worked past 12 months:		<b>~ 200 days</b>	

**OFFICE SPACE & LEASE INFORMATION**

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>
Do you share space with another dentist?	<b>Yes, Solo Group Practice, each practice is separate &amp; independently run</b>		
Rent per month	<b>Call for Details</b>	Common area, maintenance fees /taxes included?	<b>No</b>
Are utilities included?	<b>No</b>		
Is the rent considered above, below or at fair market value?	<b>Fair Market Value</b>		
Type of Building:	Condo	Free-standing	<b>Professional X</b> Retail Center
Office Square footage:	<b>Call for Details</b>	Carpet?	Air conditioning? <b>Yes</b>
Number of fully equipped ops:	<b>8</b>	Plumbed for additional ops?	
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</b> Sterilization: <b>Yes</b> Storage: <b>Yes</b>
Laser:	<b>Yes</b>	Digital X-ray:	<b>Yes</b> Intra-oral Camera: <b>Yes</b> Cerec: <b>Yes* available</b>

Description of office building, Location and attributes of practice (a brief description): **Outstanding location and unique opportunity! Attractive, well-maintained, 2-story building w state-of-the-art equipment, on major thoroughfare, w ample parking, in desirable neighborhood**

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>13.27</b>	Diagnostic	<b>11.77</b>	Adjunctive	<b>2.13</b>	Dentures	<b>5.89</b>
General Operative	<b>20.41</b>	Endo	<b>8.25</b>	Ortho/TMJ		Perio	<b>4.13</b>
Oral Surgery	<b>1.35</b>	Cosmetic	<b>0.27</b>	Crown/Bridge	<b>32.52</b>	Implant	

What services/procedures are referred out? (i.e. oral surgery, endo, perio, ortho)

**Complex Oral Surgery, Endo, Perio, Difficult Pedo Behavioral Management, Approximately 5% referred**

Type of patients as a percentage of Collections:

Private Pay   20   Insurance/PPO   80   Denti-Cal        Capitation (HMO)        Other       

Are you a **Delta Provider**? If Yes,        Delta PPO   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”? **Yes**

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

**Cigna, Delta, No HMO’s**

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: **See Report**

Average number of patients per day? Per-Doctor: **~ 10** Per-Hygienist: **~ 7**

Hygiene days per week: **4** Percentage of Production by Hygiene: **~ 22%**

Average age of patients: **Mature Family Range: ~ 40 – 45 yrs**

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

Type of recall system used? **Computerized Postcards**

What types of Practice Promotions? **Yellow Page, Comcast, Website**

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: *Office is systematically renovated every 4 yrs, Cone Beam ~ 1 yr for use by all, OmniCam Cerec ~ 1½ yrs w new Milling Machines, available to all*

Average age of Equipment: ~ 5 – 10 yrs, Upgrades approximately every 4 yrs

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>RDA</b>	<b>3½ days x 8hrs/wk</b>	<b>15 yrs</b>	<b>\$27.00/hr</b>	<b>Yes</b>
<b>RDA</b>	<b>3½ days x 8hrs/wk</b>	<b>2 yrs</b>	<b>\$25.00/hr</b>	<b>Yes</b>
<b>Front Desk</b>	<b>4 days/wk</b>	<b>12 yrs</b>	<b>\$27.00/hr</b>	<b>Yes</b>
<b>Dental Hygiene</b>	<b>2 days x 8hrs/wk</b>	<b>1980</b>	<b>\$56.00/hr</b>	<b>Yes</b>
<b>Dental Hygiene</b>	<b>1 day x 8hrs/wk</b>	<b>1992</b>	<b>\$56.00/hr</b>	<b>Yes</b>

Do family members work in the office? **No** If yes, how much are they paid?

Has staff left the practice recently? **Yes, relocated to another state**

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

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from S Corp Profit & Loss Statements:

Reflecting actual hygiene receipts

2015 \$ 951,822 2014 \$ 958,927 2013 \$ 996,826

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

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

What type of computer? **QSI** What software? **QSI**

Is software transferable? **Unknown, 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.**