



WESTERN PRACTICE SALES

John M. Cahill Associates

#BN-031 **Berkeley, California**

Established for 30+ years, this remarkable, fee-for-service practice has a reputation for an uncompromising commitment to excellent, personalized dental care, focusing on the preservation of dentition with an emphasis on cosmetics for its patient base of highly educated and motivated academic and business professionals.

The Doctor averages 10 patients w/ 8 Hygiene patients per day offering 9 days of hygiene per week and welcomes approximately 8 new patients per month.

The gracious, well-designed office w/ efficiency and patient-flow in mind occupies approximately 1,200 square feet and consists of 5 fully equipped ops as well as state-of-the-art equipment, Reception area, Doctor's office, Business office, Sterilization, Lab, Dark Room, Storage and Restroom.

Full Price: \$1.3 million

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

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

We look forward to serving you

#BN-031

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$1.3 million

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Doctor's Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Associate Hours			8 hrs		8 hrs		
Hygienist Hours		8 – 5	8 – 5	8 – 5	8 - 5		
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ 30 yrs.		Days worked past 12 months:		~280***		
*** Combined total: Seller works an average of 4 days a week, 11 months a year. Associate works an average of 2 days a week, 11 months a year.							
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:	5 years			Expiration date:		2016	
Do you share space with another dentist?	No						
If yes, percentage of Associate's Production:	N/A						
Will Associate stay on with practice?	N/A						
Rent per month	\$ 3,950.00/month		Common area/maintenance fees /taxes included?		Yes		
Are utilities includes?	Water, Electricity, A/C, Janitorial, Vacuum, Air Pressure and N₂O₂						
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	Yes	Professional	Yes	Retail Center	
Office Square footage:	1,200 sq. ft.		Carpet?	Yes	Air conditioning?		Yes
Number of fully equipped ops:	5		Plumbed for additional ops?		No		
Reception:	Yes	Dark Room:	Yes	Doctor's Office:	Yes	Lab:	Yes
Business Office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Laser:	Yes	Digital X-ray:	Yes	Intra-oral Camera:	No	Cerec:	No
Description of office building, Location and attributes of practice (a brief description):	Recently renovated, attractive, well-maintained, fully landscaped, multi-story Medical/Dental Professional building						

w/ excellent visibility, accessibility, curb appeal and ample parking and close proximity to commercial amenities, hospital

PATIENT DEMOGRAPHICS					
Breakdown of Service/Procedures as a percentage of Collections:					
Preventative	19	Diagnostic	16	Hygiene	Dentures 2/1
General Operative	42	Endo	1.4	Ortho/TMJ	0.6 Perio 5.0
Oral Surgery	0.6	Cosmetic	2.0	Crown/Bridge	12.5 Adjunctive 2.2
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)					
Complex Oral Surgery: 3rd molars, Molar Endo, Perio Grafting					
Type of patients as a percentage of collections:					
Insurance	75	Private Pay	25	Other	0
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 ("at least one visit in the past 2 years"): Estimated 2,000-2,500+					
Number compiled using: Practice Software Yes Hand Count Estimate					
*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.					
Average number of New Patients per month for past 12 months: ~ 6 – 8					
Average number of patients per day? Per-Doctor: 10 Per-Hygienist: 8					
Hygiene days per week: 9 Percentage of Production by Hygiene: ~ 30					
Average age of patients: Family range: children – seniors, average: 50 yrs.					
Does the office have Nitrous Oxide? Yes					
Type of recall system used? Pre-scheduling, computerized Postcards, Phone Calls, Smile Reminder					
Number of recalls per month? ~ 250+					
What types of Practice Promotions are in effect? Internal Marketing, Web, Facebook					
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: Major renovation of office: ~ 15 yrs ago: Delivery Systems, Hygienic Flooring in Ops, Carpets 2011					
Average age of Equipment: ~ 10 yrs. Is Equipment Right/Left/Convertible? R& Convertible					
Any equipment leases? Yes, Pano, Hard Tissue Laser					

PERSONNEL				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
This information is available upon request				
PRACTICE FINANCIAL PROFILE				
Last 3 years' Gross Collections from Corporate Tax Returns:				
2010	<u>\$ 1,773,810</u>	2009	<u>\$ 1,996,372</u>	2008 <u>\$ 1,984,192</u>
*Collection amounts are approximate and should be verified by Buyer				
Number of statements sent each month?	~ 100	Is pegboard or computer?	Computer	
What type of computer?	Dell	What software?	Dentrix	
Is software transferable?	Yes, Transfer Fee 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.