



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-042

Fremont, California

With a strong internal marketing program and skilled, experienced staff providing quality dental care to a large, stable and loyal multi-generation, family-oriented patient base, this highly esteemed, well-loved, fee-for-service practice sets the bar for all dentists and draws its success and growth from its emphasis on excellent personalized service with pride and warmth in a relaxed atmosphere!

The Doctor averages 8-12+ patients w/ 8+ Hygiene patients per day providing 4½ days of hygiene per week and welcomes approximately 7-10+ new patients per month.

The office is conveniently located in an attractive, well-maintained Professional building complex w/ ample parking in desirable Medical/Dental corridor. The spacious suite occupies approximately 1,000 square feet and consists of 3 fully equipped ops, Reception area, Doctor's office, Business office, Dark room, Lab/Sterilization, Storage and Restrooms.

Full Price: \$498,000

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

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

We look forward to serving you

#DG-042

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$498,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

| | SUN | MON | TUE | WED | THUR | FRI | SAT *alt |
|--------------------|----------------|-----|-----------------------------|----------|-------------------|----------|----------|
| Office Hours | | | 8 – 5:15 | 8 – 5:15 | 8 – 5:15 | 8 – 5:15 | 8 – 4:15 |
| Doctor's Hours | | | 8 – 5:15 | 8 – 5:15 | 8 – 5:15 | 8 – 5:15 | 8 – 4:15 |
| Hygienist Hours | | | 9 – 5:15 | 9 – 5:15 | 9 – 5:15 | 9 – 5:15 | 8:15 - 4 |
| Type of Practice: | General | | Reason for Selling: | | Retirement | | |
| Years established: | ~ 40 yrs. | | Days worked past 12 months: | | ~ 210+ days | | |

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 yrs w/ option to renew | | | Expiration date: | April 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: \$ 1,850/mo w/ 3% annual increase | Common area/maintenance fees /taxes included? | | | Yes | | | |
| | Are utilities included? | | | Yes, except 1/2 trash | | | |
| Is the rent considered above, below or at fair market value? | Significantly Below Market Rent | | | | | | |
| Type of Building: | Condo | Free-standing | X | Professional | Retail Center | | |
| Office Square footage: | 1,000 sq. ft. | Carpet? | Yes | Air conditioning? | Yes | | |
| Number of fully equipped ops: | 3 | Plumbed for additional ops? | No | | | | |
| Reception: | Yes | Dark Room: | Yes | Doctor's Office: | Yes | Lab: | Yes |
| Business Office: | Yes | Restrooms: | Yes, 2 | Sterilization: | w/ Lab | Storage: | Yes |
| Laser: | No | Digital X-ray: | No | Intra-oral Camera: | Yes | Cerec: | No |
| Description of office building, Location and attributes of practice (a brief description): | Single-story, ranch-style Professional building complex in Medical/Dental corridor of desirable neighborhood | | | | | | |

| PATIENT DEMOGRAPHICS | | | | | | |
|--|--------------|---|--------------|---------------|-------------|-------------------------|
| Breakdown of Service/Procedures as a percentage of Collections: | | | | | | |
| Preventative | 24.59 | Diagnostic | 21.47 | Hygiene | | Prosth, Rem 0.56 |
| Restorative | 45.17 | Endo | 0 | Ortho/TMJ | 0.01 | Perio 1.38 |
| Oral Surgery | 0.10 | Implant | 0.14 | Prosth, Fixed | 6.36 | Adjunctive 0.17 |
| What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.) | | | | | | |
| All Endo, Most Oral Surgery, Perio Surgery, Bleaching, Implants | | | | | | |
| Type of patients as a percentage of collections: | | | | | | |
| Insurance | 60 | Delta Premier + Several Other Insurances | | Private Pay | 40 | Other 0 |
| Does your practice participate in "Care Credit"? No | | | | | | |
| List Preferred Provider, Health Care Provider and Capitation Plans now in place: Delta Dental Premier only | | | | | | |
| Estimated Number of Active Patient Files ("at least one visit in the past 2 years"): ~ 1,000 – 1,160+ | | | | | | |
| Number compiled using: Practice Software Easy Dental 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: ~ 7 – 10+ | | | | | | |
| Average number of patients per day? Per-Doctor: 8 – 13 Per-Hygienist: 8 – 9 | | | | | | |
| Hygiene days per week: 4½ days Percentage of Production by Hygiene: ~ 35+ | | | | | | |
| Average age of patients: Family range: 20's – 60+ yrs. | | | | | | |
| Does the office have Nitrous Oxide? Yes | | | | | | |
| Type of recall system used? Pre-scheduling, Computerized Postcards, Follow-up Phone Calls | | | | | | |
| Number of recalls per month? ~ 120 – 130+ | | | | | | |
| What types of Practice Promotions are in effect? Internal Marketing: Patient Promotion/Reward Programs: once a month give-a-way, complimentary movie tickets | | | | | | |
| EQUIPMENT & LEASEHOLDS | | | | | | |
| <small>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.</small> | | | | | | |
| Describe age and characteristics of leasehold improvements: Window Coverings: 2005, 2009, 2011, Tile Flooring: 2011, Carpet,: 2007, 2011, Laminate in Operatories: 2009 | | | | | | |
| Average age of Equipment: ~ 8+ yrs. | | | | | | |
| Any equipment leases? No Equipment is right/left-handed/convertible? Right | | | | | | |

| PERSONNEL | | | | | | | |
|--|---------------------------------------|---------------------------------|----------------------------------|-----------------------|-------------------|------|-------------------|
| Position | Days/Hrs | Date hired | Rate of Pay | Eligible for benefits | | | |
| Office Manager/Receptionist | 4½ days/wk | 1974 | \$2,766 / 4 d + extra for 1 d | Yes | | | |
| Dental Hygienist | 3 days/wk | May 1997 | \$510.00/day | Yes | | | |
| RDA | 4½ days/wk | March 2002 | \$26.75/hr | Yes | | | |
| Dental Assistant | 4½ days/wk | April 2007 | \$19.00/hr | Yes | | | |
| Dental Hygiene | 1½ day/wk | Part-Time | \$510.00/day | No | | | |
| Do family members work in the office? | No | If yes, how much are they paid? | | | | | |
| Has staff left the practice recently? | No | | | | | | |
| Is there a practice management consultant? | Not currently | | | | | | |
| PRACTICE FINANCIAL PROFILE | | | | | | | |
| Last 3 years' Gross Collections from Tax Returns: | | | | | | | |
| 2011 | <u>\$ 725,000</u> | 2010 | <u>\$ 633,200</u> | 2009 | <u>\$ 641,568</u> | 2008 | <u>\$ 665,391</u> |
| *Collection amounts are approximate and should be verified by Buyer | | | | | | | |
| Number of statements sent each month? | ~ 60 - 80 | | Is pegboard or computer? | Computer | | | |
| What type of computer? | Dell | | What software? | Easy Dental | | | |
| Is software transferable? | Yes, Transfer Fee to be Paid by Buyer | | | | | | |
| Fees Schedule: | Available upon request | | | | | | |
| <p>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.</p> <p>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.</p> | | | | | | | |