

# NORTHERN CALIFORNIA PRACTICE SALES

FOR FURTHER INFORMATION REGARDING THIS PRACTICE OPPORTUNITY  
PLEASE CALL STEPHEN MOLINELLI AT 650•347•5346

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## SAN FRANCISCO, CALIFORNIA PRACTICE SUMMARY

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**LOCATION:** **General:** San Francisco, California **Specific:** The practice is located near Union Square in a multi-story medical/dental building.

**AGE OF PRACTICE:** 37 years

**YEARS OWNER WITH PRACTICE:** 37 years

**YEARS AT PRESENT LOCATION:** 16 years

**SPECIALTY:** General Dentistry

**REASON FOR SELLING:** Retirement

**OFFICE SPACE SQUARE FOOTAGE:** Approximately 1,303 square feet.

**NUMBER AND TYPES OF ROOMS:** The office was built out in 2000 and contains four fully-equipped operatories with pass-thru x-ray heads and digital radiography sensors, sterilization/laboratory, darkroom, waiting room, two person business office, private office, Panorex, intra-oral camera with docking stations in each operatory and storage room. The office is adorned with framed artwork and prints, and there are outdoor views from most every room.

**LEASE TERMS:** The current lease payment is approximately \$7,200 per month and expires in 2020. The landlord has expressed a willingness to enter into a long term lease with the buyer of the practice.

**BUILDING USE/PARKING** The office is in the premier medical/dental building in all of San Francisco. It has high levels of foot and car traffic outside the building and parking is available in many different parking lots in the Union Square area although many patients walk to the office and work nearby. There is also valet parking within the building's own parking garage.

**COMPUTER SYSTEM** The office is computerized and utilizes **EagleSoft** software.

**STAFF PROFILE:**

Position	Days/Hours	Tenure	Pay Rate	Benefits
Owner	3.25/27	37 Years	See page 2	Ownership
Office Manager/D.A.	5/35	33 Years	\$57,500/Year	Med/Sick/Vac/Park/Bonus
R.D.H.	3/27	7 Years	\$450/Day	Sick/Vacation/Bonus
Bookkeeper	2/12	16 Years	\$10,000/Year	Medical/401k

**OFFICE HOURS:**

Monday	Tuesday	Wednesday	Thursday	Friday
8:00 am – 5:30 pm	8:00 am – 5:30 pm	Closed	8:00 am – 5:30 pm	One Per Month

**DAYS WORKED:**

YEAR	PATIENT DAYS DOCTOR WORKED
2013	Approximately 135
2014	Approximately 133
2015	Approximately 137

**TOTAL ACTIVE PATIENTS:** Approximately 600 seen in the last 12 months.

**MARKETING/ADVERTISING:** The owner mainly utilizes internal marketing efforts, satisfied patients and positive YELP reviews to generate new patients. This approach generates about 2-3 new patients per month.

**DOCTOR/HYGIENE PROD:** **DOCTOR:** 78% **HYGIENE DEPARTMENT:** 22%

**INCOME SOURCE:** Insurance—79%/Cash or Private Pay—21%

<b>SAMPLE FEES:</b>	<b>UCR</b>	<b>DELTA</b>
PERIODIC ORAL EVALUATION	\$77	\$58
BITEWINGS-FOUR FILMS	\$95	\$79
PROPHYLAXIS - ADULT	\$135	\$111
AMALGAM—2 SURFACES, PERM.	\$300	\$195
RESIN-2 SURFACES, POSTERIOR PERM.	\$350	\$276
CROWN, PORCELAIN/HI NOBLE	\$1,630	\$1,205
PERIODONTAL MAINTENANCE	\$205	\$167
EXTRACTION	\$272	\$186
INVISALIGN	N/A	

**PRODUCTION PROFILE:**

RESTORATIVE	48%
PREVENTIVE	20%
IMPLANT RESTORATION	13%
DIAGNOSTIC	11%
ADJUCT. SERVICES	5%
PROSTH. REMOVABLE	1%
PROSTH. FIXED	1%
PERIODONTICS	0%
PROSTHODONTICS	0%
ORAL SURGERY	0%
ENDODONTICS	0%
OTHER	1%

**FINANCIAL POLICY:** For most procedures, the patient pays their co-payment at the time of treatment with the insurance company billed after completion. On larger cases, payment plans are offered over a four month period at no interest and a discount is sometimes offered to senior citizens and for patients who pay for large cases with cash.

**PPO PLANS IN PLACE:** The office is a provider for Aetna, Ameritas, Anthem, Blue Cross, Cigna, Guardian, Met Life, Humana, United Concordia, Delta Dental and a few other smaller PPO plans. There are no HMO's or capitation patients in this practice.

**GROSS COLLECTIONS:**

<b>2015</b>	<b>\$564,689</b>
<b>2016</b>	<b>\$546,848</b>
<b>2017</b>	<b>\$264,606 as of June 30, 2017</b>

**ADJUSTED NET CASH FLOW AFTER ADJUSTMENTS TO NET INCOME:**

<b>Year</b>	<b>Adjusted Net Cash Flow</b>
2015	\$173,529
2016	\$188,926
2017	\$91,962 as of June 30, 2017

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**ASKING PRICE: \$400,000**

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Note: The Seller has furnished the preceding information to Northern California Practice Sales, unless otherwise noted. Although deemed accurate and reliable, Northern California Practice Sales has not verified the information. A potential Buyer should verify the accuracy of all information to his/her own satisfaction.