

NORTHERN CALIFORNIA PRACTICE SALES

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

SAN FRANCISCO, CALIFORNIA PRACTICE SUMMARY

LOCATION: **General:** San Francisco, California **Specific:** The practice is located in a two story medical/dental building in the Laurel Heights neighborhood adjacent to other commercial business such as Starbuck's, Walgreens and Wells Fargo Bank.

AGE OF PRACTICE: 30+ years

YEARS OWNER WITH PRACTICE: 9 years

YEARS AT PRESENT LOCATION: 30+ years

SPECIALTY: General Dentistry

REASON FOR SELLING: Moving out of state

OFFICE SPACE SQUARE FOOTAGE: Approximately 600 square feet. The current lease payment of approximately \$2,700 per month expires in December of 2021 and has one five year renewal option.

NUMBER AND TYPES OF ROOMS: The office contains two fully-equipped and computerized operatories, digital radiography sensors, sterilization/laboratory, reception area, business office, private office and a shared restroom in the common area of the building.

OFFICE DESCRIPTION The office is very bright and clean with an intimate and professionally decorated feel. It is very well appointed with artwork, glassware and paintings. The dental equipment has been very well cared for and it is in excellent working order.

BUILDING USE/PARKING The office is in a six unit medical/dental building with high levels of foot and car traffic outside the building. Parking is available in a large parking lot adjacent to the building and there is plenty of metered street parking.

COMPUTER SYSTEM The office is computerized and utilizes **SoftDental** software and Carestream digital radiography software. The office is paperless.

STAFF PROFILE:

Position	Days/Hours	Tenure	Pay Rate	Benefits
Owner	4/32	8 Years	See page 2	Ownership
Patient Coordinator	4/32	2+ Years	\$32.00/hour	Vacation/Medical/Dental
R.D.A.	4/32	5 Months	\$30.00/hour	Vacation/Medical/Dental

OFFICE HOURS:

Monday	Tuesday	Wednesday	Thursday	Friday
Closed	9:00 am – 5:00 pm	11:00 am – 7:00 pm	9:00 am – 5:00 pm	7:00 am – 2:00 pm

DAYS WORKED:

YEAR	PATIENT DAYS
2014	Approximately 145
2015	Approximately 185
2016	Approximately 180

TOTAL ACTIVE PATIENTS: Approximately 500 seen in the last 24 months.

MARKETING/ADVERTISING: The owner mainly utilizes internal marketing efforts, satisfied patients the practice's website, ZocDoc and various PPO plan contracts to generate new patients. This approach generates about five new patients per month. There is a window sign as well as a sidewalk billboard which is placed outside the office that yields walk in patients.

SAMPLE FEES:

PERIODIC ORAL EVALUATION	\$81
BITEWINGS-FOUR FILMS	\$98
PROPHYLAXIS - ADULT	\$148
AMALGAM—2 SURFACES, PERM.	N/A
RESIN-2 SURFACES, POSTERIOR PERM.	\$450
CROWN, PORCELAIN/HI NOBLE	\$1,622
PERIODONTAL MAINTENANCE	\$265
EXTRACTION	\$230
INVISALIGN	\$5,600

PRODUCTION PROFILE:

CROWN AND BRIDGE	28%
ENDODONTICS	2%
DENTURES	1%
ORAL SURGERY	2%
GENERAL OPERATIVE	15%
ORTHODONTICS	7%
PERIODONTICS	26%
OTHER	18%

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, the entire portion is paid up front or half is paid at preparation with the remaining portion paid at seating. Some payment plans are offered and some patients are given a discount for paying with cash.

ACCOUNTS RECEIVABLE: There is a balance of approximately \$80,000 owed to the office, most of which is under sixty days old.

PPO PLANS IN PLACE: The office is a provider for United Health, Blue Shield, MetLife, Cigna and Delta Dental. There are no HMO's or capitation patients in this practice.

GROSS COLLECTIONS:

2014	\$450,493
2015	\$439,728
2016	\$421,294
2017	\$505,176

ADJUSTED NET CASH FLOW AFTER ADJUSTMENTS TO NET INCOME:

Year	Adjusted Net Cash Flow
2014	\$194,789
2015	\$203,590
2016	\$200,679
2017	\$245,178

ASKING PRICE: \$375,000

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.