

# How Does Your Dental Practice Compare?

2014 Edition



## A Note from our Partners

For more than 30 years, Cain Watters & Associates (CWA) has guided thousands of dentists and dental practices in the smart, effective management of their personal and business financial matters, helping bring the two into alignment in order to reach their financial goals.

Through the years we have gained tremendous knowledge about the factors, attitudes and disciplines that produce the financial outcomes doctors like you desire. Much of that understanding is derived from data that we are able to compile, analyze and translate into well-informed and highly-effective financial plans for CWA clients. We believe sharing these valuable insights elevates our entire community of dentists, which is why we have developed and published a yearly CWA dental practice comparison report. *How Does Your Dental Practice Compare?* – 2014 Edition is a compilation of the 2014 net income averages — including collections and overhead — taken from a cross-section of CWA clients nationwide, and broken out by specialty and the number of doctors within the practice.

This useful information, which also includes 2013 averages for comparison, helps provide perspective on how costs impact practices similar to yours, and can be used as a high-level benchmarking tool to direct efforts and goals from year-to-year. And there are likely others in your network that will also find this information helpful for defining their own business goals, we encourage you to share it with them as well.

We take pride in our ability to combine proven methods for achieving financial success with our unique knowledge of dentistry, so that you don't have to go it alone. Our comprehensive services were developed with you in mind. Put simply, we have everything you need to help achieve the financial peace and security you want.

Sincerely,  
Cain Watters & Associates

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CWA

# General Dentist 1 Doctor Practice

	2014 YEAR END		2013 YEAR END	
<b>GROSS RECEIPTS</b>	<b>\$1,222,860</b>	<b>100.00%</b>	<b>\$1,206,432</b>	<b>100.00%</b>
<b>Direct Expenses</b>				
Salaries - Office	84,028	6.87%	84,991	7.04%
Salaries - Hygiene	106,029	8.67%	101,812	8.44%
Salaries - Chairside/Other	70,170	5.74%	71,073	5.89%
Payroll Tax Expense	33,708	2.76%	34,103	2.83%
Lab Fees	92,544	7.57%	84,309	6.99%
Drugs and Supplies	91,813	7.51%	88,927	7.37%
Office Supplies/Expense	24,933	2.04%	24,948	2.07%
Total Direct Costs	503,225	41.15%	490,163	40.63%
Gross Profit	719,635	58.85%	716,269	59.37%
<b>Fixed Expenses</b>				
Legal & Accounting	22,057	1.80%	21,217	1.76%
Advertising & Promotion	30,932	2.53%	33,118	2.75%
Consultant Fees	4,680	0.38%	6,018	0.50%
Continuing Education	6,617	0.54%	8,419	0.70%
Credit Card and Bank Fees	16,899	1.38%	13,502	1.12%
Dues and Subscriptions	4,030	0.33%	3,857	0.32%
Insurance Practice	20,405	1.67%	18,978	1.57%
Meals & Entertainment	1,842	0.15%	2,371	0.20%
Pension Admin	5,118	0.42%	3,330	0.28%
Repairs and Maintenance	9,749	0.80%	7,943	0.66%
Rent	51,903	4.24%	52,592	4.36%
Licenses & Taxes	11,987	0.98%	11,521	0.95%
Telephone & Utilities	16,338	1.34%	16,269	1.35%
Travel and Lodging	12,069	0.99%	10,611	0.88%
Other Fixed Costs	14,243	1.16%	14,999	1.24%
Total Administrative Costs	228,869	18.72%	224,745	18.63%
<b>Net Income</b> (Before Non-Operating & Doctor Costs)	<b>\$490,766</b>	<b>40.13%</b>	<b>\$491,524</b>	<b>40.74%</b>

## General Dentist 2 Doctor Practice

	2014 YEAR END		2013 YEAR END	
<b>GROSS RECEIPTS</b>	<b>\$2,096,648</b>	<b>100.00%</b>	<b>\$1,981,695</b>	<b>100.00%</b>
<b>Direct Expenses</b>				
Salaries - Office	130,385	6.22%	128,001	6.46%
Salaries - Hygiene	200,641	9.57%	193,038	9.74%
Salaries - Chairside/Other	130,968	6.25%	124,982	6.31%
Payroll Tax Expense	44,341	2.11%	3,212	2.18%
Lab Fees	129,674	6.18%	132,032	6.66%
Drugs and Supplies	141,570	6.75%	143,340	7.23%
Office Supplies/Expense	33,323	1.59%	32,845	1.66%
Total Direct Costs	810,902	38.68%	797,450	40.24%
Gross Profit	1,285,746	61.32%	1,184,245	59.76%
<b>Fixed Expenses</b>				
Legal & Accounting	22,762	1.09%	21,874	1.10%
Advertising & Promotion	36,397	1.74%	38,525	1.94%
Consultant Fees	8,173	0.39%	7,735	0.39%
Continuing Education	5,849	0.28%	6,807	0.34%
Credit Card and Bank Fees	25,792	1.23%	21,731	1.10%
Dues and Subscriptions	3,826	0.18%	3,446	0.17%
Insurance Practice	24,270	1.16%	25,417	1.28%
Meals & Entertainment	3,097	0.15%	2,895	0.15%
Pension Admin	5,822	0.28%	4,924	0.25%
Repairs and Maintenance	15,496	0.74%	13,032	0.66%
Rent	88,530	4.22%	83,061	4.19%
Licenses & Taxes	15,165	0.72%	13,139	0.66%
Telephone & Utilities	20,396	0.97%	20,586	1.04%
Travel and Lodging	5,221	0.25%	5,319	0.27%
Other Fixed Costs	19,161	0.91%	18,206	0.92%
Total Administrative Costs	299,957	14.31%	286,697	14.47%
<b>Net Income</b>	<b>\$985,789</b>	<b>47.02%</b>	<b>\$897,548</b>	<b>45.29%</b>
(Before Non-Operating & Doctor Costs)				

## General Dentist 3 Doctor Practice

	2014 YEAR END		2013 YEAR END	
<b>GROSS RECEIPTS</b>	<b>\$3,231,989</b>	<b>100.00%</b>	<b>\$3,197,389</b>	<b>100.00%</b>
<b>Direct Expenses</b>				
Salaries - Office	214,031	6.62%	231,690	7.25%
Salaries - Hygiene	311,839	9.65%	286,874	8.97%
Salaries - Chairside/Other	224,629	6.95%	201,961	6.32%
Payroll Tax Expense	67,204	2.08%	67,627	2.12%
Lab Fees	192,142	5.95%	193,998	6.07%
Drugs and Supplies	226,962	7.02%	232,319	7.27%
Office Supplies/Expense	46,983	1.45%	46,093	1.44%
Total Direct Costs	1,283,790	39.72%	1,260,562	39.42%
Gross Profit	1,948,199	60.28%	1,936,827	60.58%
<b>Fixed Expenses</b>				
Legal & Accounting	27,607	0.85%	26,675	0.83%
Advertising & Promotion	78,876	2.44%	77,171	2.41%
Consultant Fees	9,965	0.31%	15,030	0.47%
Continuing Education	6,234	0.19%	11,732	0.37%
Credit Card and Bank Fees	37,039	1.15%	36,987	1.16%
Dues and Subscriptions	4,889	0.15%	3,887	0.12%
Insurance Practice	32,617	1.01%	36,284	1.13%
Meals & Entertainment	6,070	0.19%	4,118	0.13%
Pension Admin	6,743	0.21%	6,193	0.19%
Repairs and Maintenance	20,480	0.63%	17,637	0.55%
Rent	137,015	4.24%	136,671	4.27%
Licenses & Taxes	19,491	0.60%	18,764	0.59%
Telephone & Utilities	25,123	0.78%	26,455	0.83%
Travel and Lodging	5,570	0.17%	5,450	0.17%
Other Fixed Costs	25,859	0.80%	24,558	0.77%
Total Administrative Costs	443,578	13.72%	447,612	14.00%
<b>Net Income</b>	<b>\$1,504,621</b>	<b>46.55%</b>	<b>\$1,489,215</b>	<b>46.58%</b>
(Before Non-Operating & Doctor Costs)				



## General Dentist 4+ Doctor Practice

	2014 YEAR END		2013 YEAR END	
<b>GROSS RECEIPTS</b>	<b>\$3,514,368</b>	<b>100.00%</b>	<b>\$3,424,484</b>	<b>100.00%</b>
<b>Direct Expenses</b>				
Salaries - Office	239,318	6.81%	252,194	7.36%
Salaries - Hygiene	329,225	9.37%	307,195	8.97%
Salaries - Chairside/Other	248,559	7.07%	251,939	7.36%
Payroll Tax Expense	73,461	2.09%	74,468	2.17%
Lab Fees	259,264	7.38%	223,765	6.53%
Drugs and Supplies	223,078	6.35%	209,484	6.12%
Office Supplies/Expense	56,495	1.61%	52,721	1.54%
Total Direct Costs	1,429,400	40.67%	1,371,766	40.06%
Gross Profit	2,084,968	59.33%	2,052,718	59.94%
<b>Fixed Expenses</b>				
Legal & Accounting	26,391	0.75%	27,409	0.80%
Advertising & Promotion	53,271	1.52%	60,515	1.77%
Consultant Fees	13,967	0.40%	18,689	0.55%
Continuing Education	4,559	0.13%	4,826	0.14%
Credit Card and Bank Fees	45,247	1.29%	37,270	1.09%
Dues and Subscriptions	4,929	0.14%	5,664	0.17%
Insurance Practice	19,447	0.55%	24,556	0.72%
Meals & Entertainment	4,025	0.11%	4,496	0.13%
Pension Admin	4,367	0.12%	4,945	0.14%
Repairs and Maintenance	22,836	0.65%	18,999	0.55%
Rent	139,418	3.97%	156,182	4.56%
Licenses & Taxes	17,364	0.49%	17,430	0.51%
Telephone & Utilities	29,392	0.84%	26,831	0.78%
Travel and Lodging	5,433	0.15%	5,410	0.16%
Other Fixed Costs	28,324	0.81%	25,387	0.74%
Total Administrative Costs	418,970	11.92%	438,609	12.81%
<b>Net Income</b>	<b>\$1,665,998</b>	<b>47.41%</b>	<b>\$1,614,109</b>	<b>47.13%</b>
(Before Non-Operating & Doctor Costs)				



## Pediatric Dentist 1 Doctor Practice

	2014 YEAR END		2013 YEAR END	
<b>GROSS RECEIPTS</b>	<b>\$1,434,134</b>	<b>100.00%</b>	<b>\$1,515,337</b>	<b>100.00%</b>
<b>Direct Expenses</b>				
Salaries - Office	124,469	8.68%	134,462	8.87%
Salaries - Hygiene	67,771	4.73%	84,489	5.58%
Salaries - Chairside/Other	115,117	8.03%	121,413	8.01%
Payroll Tax Expense	45,433	3.17%	43,919	2.90%
Lab Fees	2,750	0.19%	5,883	0.39%
Drugs and Supplies	75,320	5.25%	86,206	5.69%
Office Supplies/Expense	35,355	2.47%	37,345	2.46%
Total Direct Costs	466,215	32.51%	513,717	33.90%
Gross Profit	967,919	67.49%	1,001,620	66.10%
<b>Fixed Expenses</b>				
Legal & Accounting	20,441	1.43%	21,212	1.40%
Advertising & Promotion	28,146	1.96%	24,851	1.64%
Consultant Fees	3,462	0.24%	9,007	0.59%
Continuing Education	3,115	0.22%	3,136	0.21%
Credit Card and Bank Fees	9,995	0.70%	10,372	0.68%
Dues and Subscriptions	4,942	0.34%	4,368	0.29%
Insurance Practice	24,283	1.69%	25,798	1.70%
Meals & Entertainment	2,614	0.18%	3,741	0.25%
Pension Admin	3,675	0.26%	3,227	0.21%
Repairs and Maintenance	6,653	0.46%	8,275	0.55%
Rent	89,452	6.24%	81,613	5.39%
Licenses & Taxes	11,013	0.77%	15,986	1.05%
Telephone & Utilities	22,023	1.54%	18,712	1.23%
Travel and Lodging	12,380	0.86%	9,728	0.64%
Other Fixed Costs	20,443	1.43%	22,924	1.51%
Total Administrative Costs	262,637	18.31%	262,950	17.35%
<b>Net Income</b> (Before Non-Operating & Doctor Costs)	<b>\$705,282</b>	<b>49.18%</b>	<b>\$738,670</b>	<b>48.75%</b>

## Pediatric Dentist 2 Doctor Practice

	2014 YEAR END		2013 YEAR END	
<b>GROSS RECEIPTS</b>	<b>\$2,250,819</b>	<b>100.00%</b>	<b>\$2,111,037</b>	<b>100.00%</b>
<b>Direct Expenses</b>				
Salaries - Office	170,035	7.55%	159,487	7.55%
Salaries - Hygiene	139,972	6.22%	111,857	5.30%
Salaries - Chairside/Other	182,819	8.12%	167,143	7.92%
Payroll Tax Expense	46,243	2.05%	44,606	2.11%
Lab Fees	6,382	0.28%	8,488	0.40%
Drugs and Supplies	126,141	5.60%	120,511	5.71%
Office Supplies/Expense	42,999	1.91%	42,885	2.03%
Total Direct Costs	714,591	31.75%	654,977	31.03%
Gross Profit	1,536,228	68.25%	1,456,060	68.97%
<b>Fixed Expenses</b>				
Legal & Accounting	25,362	1.13%	22,748	1.08%
Advertising & Promotion	39,204	1.74%	38,026	1.80%
Consultant Fees	16,191	0.72%	7,797	0.37%
Continuing Education	3,028	0.13%	3,755	0.18%
Credit Card and Bank Fees	17,423	0.77%	15,597	0.74%
Dues and Subscriptions	5,337	0.24%	6,426	0.30%
Insurance Practice	29,971	1.33%	26,507	1.26%
Meals & Entertainment	4,028	0.18%	2,427	0.11%
Pension Admin	9,070	0.40%	5,941	0.28%
Repairs and Maintenance	12,032	0.53%	11,704	0.55%
Rent	92,438	4.11%	94,977	4.50%
Licenses & Taxes	13,788	0.61%	17,971	0.85%
Telephone & Utilities	25,022	1.11%	23,713	1.12%
Travel and Lodging	7,492	0.33%	9,182	0.43%
Other Fixed Costs	28,003	1.24%	26,121	1.24%
Total Administrative Costs	328,389	14.59%	312,892	14.82%
<b>Net Income</b>	<b>\$1,207,839</b>	<b>53.66%</b>	<b>\$1,143,168</b>	<b>54.15%</b>
(Before Non-Operating & Doctor Costs)				

## Pediatric Dentist 3+ Doctor Practice

	2014 YEAR END		2013 YEAR END	
<b>GROSS RECEIPTS</b>	<b>\$3,743,368</b>	<b>100.00%</b>	<b>\$3,570,476</b>	<b>100.00%</b>
<b>Direct Expenses</b>				
Salaries - Office	261,294	6.98%	240,772	6.74%
Salaries - Hygiene	145,323	3.88%	107,715	3.02%
Salaries - Chairside/Other	262,352	7.01%	275,331	7.71%
Payroll Tax Expense	84,633	2.26%	78,660	2.20%
Lab Fees	16,633	0.44%	19,312	0.54%
Drugs and Supplies	207,252	5.54%	195,800	5.48%
Office Supplies/Expense	67,277	1.80%	68,549	1.92%
Total Direct Costs	1,044,764	27.91%	986,139	27.62%
Gross Profit	2,698,604	72.09%	2,584,337	72.38%
<b>Fixed Expenses</b>				
Legal & Accounting	30,241	0.81%	36,935	1.03%
Advertising & Promotion	59,359	1.59%	53,068	1.49%
Consultant Fees	9,960	0.27%	4,706	0.13%
Continuing Education	4,609	0.12%	5,750	0.16%
Credit Card and Bank Fees	23,690	0.63%	20,915	0.59%
Dues and Subscriptions	7,545	0.20%	6,206	0.17%
Insurance Practice	52,519	1.40%	59,194	1.66%
Meals & Entertainment	5,956	0.16%	4,754	0.13%
Pension Admin	7,787	0.21%	7,566	0.21%
Repairs and Maintenance	21,586	0.58%	22,579	0.63%
Rent	187,677	5.01%	165,397	4.63%
Licenses & Taxes	23,737	0.63%	17,958	0.50%
Telephone & Utilities	45,275	1.21%	42,479	1.19%
Travel and Lodging	11,153	0.30%	8,238	0.23%
Other Fixed Costs	39,799	1.06%	37,838	1.06%
Total Administrative Costs	530,893	14.18%	493,583	13.82%
<b>Net Income</b>	<b>\$2,167,711</b>	<b>57.91%</b>	<b>\$2,090,754</b>	<b>58.56%</b>
(Before Non-Operating & Doctor Costs)				

# Orthodontist 1 Doctor Practice

	2014 YEAR END		2013 YEAR END	
<b>GROSS RECEIPTS</b>	<b>\$1,638,562</b>	<b>100.00%</b>	<b>\$1,515,152</b>	<b>100.00%</b>
<b>Direct Expenses</b>				
Salaries - Office	114,646	7.00%	117,736	7.77%
Salaries - Chairside/Other	177,078	10.81%	153,364	10.12%
Payroll Tax Expense	38,923	2.38%	36,976	2.44%
Lab Fees	42,649	2.60%	41,639	2.75%
Drugs and Supplies	141,653	8.64%	145,495	9.60%
Office Supplies/Expense	48,080	2.93%	43,409	2.86%
Total Direct Costs	563,029	34.36%	538,619	35.55%
Gross Profit	1,075,533	65.64%	976,533	64.45%
<b>Fixed Expenses</b>				
Legal & Accounting	21,381	1.30%	20,728	1.37%
Advertising & Promotion	50,345	3.07%	56,744	3.75%
Consultant Fees	5,629	0.34%	6,797	0.45%
Continuing Education	6,085	0.37%	4,557	0.30%
Credit Card and Bank Fees	25,917	1.58%	21,495	1.42%
Dues and Subscriptions	6,791	0.41%	5,966	0.39%
Insurance Practice	23,519	1.44%	20,583	1.36%
Meals & Entertainment	2,919	0.18%	2,934	0.19%
Pension Admin	5,123	0.31%	4,520	0.30%
Repairs and Maintenance	12,591	0.77%	15,581	1.03%
Rent	106,155	6.48%	86,384	5.70%
Licenses & Taxes	12,318	0.75%	14,028	0.93%
Telephone & Utilities	28,336	1.73%	25,174	1.66%
Travel and Lodging	13,507	0.82%	12,595	0.83%
Other Fixed Costs	24,107	1.47%	24,786	1.64%
Total Administrative Costs	344,723	21.04%	322,872	21.31%
<b>Net Income</b> (Before Non-Operating & Doctor Costs)	<b>\$730,810</b>	<b>44.60%</b>	<b>\$653,661</b>	<b>43.14%</b>

## Orthodontist 2 Doctor Practice

	2014 YEAR END		2013 YEAR END	
<b>GROSS RECEIPTS</b>	<b>\$2,106,552</b>	<b>100.00%</b>	<b>\$2,316,800</b>	<b>100.00%</b>
<b>Direct Expenses</b>				
Salaries - Office	204,132	9.69%	207,817	8.97%
Salaries - Chairside/Other	208,397	9.89%	184,031	7.94%
Payroll Tax Expense	47,447	2.25%	44,939	1.94%
Lab Fees	86,302	4.10%	78,726	3.40%
Drugs and Supplies	188,536	8.95%	244,491	10.55%
Office Supplies/Expense	47,336	2.25%	53,782	2.32%
Total Direct Costs	782,150	37.13%	813,786	35.13%
Gross Profit	1,324,402	62.87%	1,503,014	64.87%
<b>Fixed Expenses</b>				
Legal & Accounting	20,499	0.97%	16,459	0.71%
Advertising & Promotion	52,255	2.48%	56,756	2.45%
Consultant Fees	8,708	0.41%	6,765	0.29%
Continuing Education	2,303	0.11%	3,045	0.13%
Credit Card and Bank Fees	42,779	2.03%	33,930	1.46%
Dues and Subscriptions	8,080	0.38%	5,124	0.22%
Insurance Practice	19,374	0.92%	19,442	0.84%
Meals & Entertainment	4,031	0.19%	5,685	0.25%
Pension Admin	4,074	0.19%	4,755	0.21%
Repairs and Maintenance	20,713	0.98%	14,400	0.62%
Rent	92,230	4.38%	77,595	3.35%
Licenses & Taxes	20,905	0.99%	42,490	1.83%
Telephone & Utilities	26,961	1.28%	22,692	0.98%
Travel and Lodging	12,632	0.60%	11,981	0.52%
Other Fixed Costs	30,679	1.46%	31,859	1.38%
Total Administrative Costs	366,223	17.38%	352,978	15.24%
<b>Net Income</b> (Before Non-Operating & Doctor Costs)	<b>\$958,179</b>	<b>45.49%</b>	<b>\$1,150,036</b>	<b>49.64%</b>

# Periodontist 1 Doctor Practice

	2014 YEAR END		2013 YEAR END	
<b>GROSS RECEIPTS</b>	<b>\$1,528,621</b>	<b>100.00%</b>	<b>\$1,374,387</b>	<b>100.00%</b>
<b>Direct Expenses</b>				
Salaries - Office	86,025	5.63%	84,639	6.16%
Salaries - Hygiene	69,027	4.52%	63,282	4.60%
Salaries - Chairside/Other	80,301	5.25%	61,252	4.46%
Payroll Tax Expense	33,887	2.22%	29,112	2.12%
Lab Fees	17,560	1.15%	31,077	2.26%
Drugs and Supplies	138,103	9.03%	142,588	10.37%
Office Supplies/Expense	31,296	2.05%	29,634	2.16%
Total Direct Costs	456,199	29.84%	441,584	32.13%
Gross Profit	1,072,422	70.16%	932,803	67.87%
<b>Fixed Expenses</b>				
Legal & Accounting	20,165	1.32%	17,342	1.26%
Advertising & Promotion	22,810	1.49%	24,977	1.82%
Consultant Fees	956	0.06%	6,009	0.44%
Continuing Education	3,941	0.26%	5,000	0.36%
Credit Card and Bank Fees	24,250	1.59%	20,254	1.47%
Dues and Subscriptions	5,732	0.37%	6,019	0.44%
Insurance Practice	24,061	1.57%	14,821	1.08%
Meals & Entertainment	548	0.04%	1,257	0.09%
Pension Admin	6,153	0.40%	4,272	0.31%
Repairs and Maintenance	4,782	0.31%	11,061	0.80%
Rent	94,401	6.18%	87,525	6.37%
Licenses & Taxes	10,661	0.70%	14,376	1.05%
Telephone & Utilities	17,747	1.16%	17,911	1.30%
Travel and Lodging	24,048	1.57%	9,599	0.70%
Other Fixed Costs	18,476	1.21%	15,778	1.15%
Total Administrative Costs	278,731	18.23%	256,201	18.64%
<b>Net Income</b>	<b>\$793,691</b>	<b>51.92%</b>	<b>\$676,602</b>	<b>49.23%</b>
(Before Non-Operating & Doctor Costs)				

## Periodontist 2 Doctor Practice

	2014 YEAR END		2013 YEAR END	
<b>GROSS RECEIPTS</b>	<b>\$2,611,179</b>	<b>100.00%</b>	<b>\$2,306,772</b>	<b>100.00%</b>
<b>Direct Expenses</b>				
Salaries - Office	141,368	5.41%	101,699	4.41%
Salaries - Hygiene	198,341	7.60%	154,640	6.70%
Salaries - Chairside/Other	148,486	5.69%	127,659	5.53%
Payroll Tax Expense	43,161	1.65%	38,774	1.68%
Lab Fees	60,181	2.30%	31,316	1.36%
Drugs and Supplies	331,020	12.68%	312,981	13.57%
Office Supplies/Expense	38,051	1.46%	38,702	1.68%
Total Direct Costs	960,608	36.79%	805,771	34.93%
Gross Profit	1,650,571	63.21%	1,501,001	65.07%
<b>Fixed Expenses</b>				
Legal & Accounting	20,771	0.80%	19,342	0.84%
Advertising & Promotion	53,305	2.04%	41,665	1.81%
Consultant Fees	5,772	0.22%	6,657	0.29%
Continuing Education	3,095	0.12%	3,632	0.16%
Credit Card and Bank Fees	62,804	2.41%	56,275	2.44%
Dues and Subscriptions	2,631	0.10%	7,061	0.31%
Insurance Practice	14,832	0.57%	13,117	0.57%
Meals & Entertainment	2,059	0.08%	6,745	0.29%
Pension Admin	5,419	0.21%	4,594	0.20%
Repairs and Maintenance	13,276	0.51%	18,320	0.79%
Rent	76,458	2.93%	70,169	3.04%
Licenses & Taxes	7,293	0.28%	10,057	0.44%
Telephone & Utilities	21,176	0.81%	22,543	0.98%
Travel and Lodging	4,648	0.18%	11,083	0.48%
Other Fixed Costs	30,915	1.18%	34,011	1.47%
Total Administrative Costs	324,454	12.43%	325,271	14.10%
<b>Net Income</b>	<b>\$1,326,117</b>	<b>50.79%</b>	<b>\$1,175,730</b>	<b>50.97%</b>
(Before Non-Operating & Doctor Costs)				



# Oral Surgery 1 Doctor Practice

	2014 YEAR END		2013 YEAR END	
<b>GROSS RECEIPTS</b>	<b>\$2,209,263</b>	<b>100.00%</b>	<b>\$1,734,497</b>	<b>100.00%</b>
<b>Direct Expenses</b>				
Salaries - Office	204,384	9.25%	168,586	9.72%
Salaries - Chairside/Other	153,505	6.95%	130,335	7.51%
Payroll Tax Expense	52,766	2.39%	43,380	2.50%
Lab Fees	24,388	1.10%	22,830	1.32%
Drugs and Supplies	307,549	13.92%	156,460	9.02%
Office Supplies/Expense	53,967	2.44%	46,221	2.66%
Total Direct Costs	796,559	36.06%	567,812	32.74%
Gross Profit	1,412,704	63.94%	1,166,685	67.26%
<b>Fixed Expenses</b>				
Legal & Accounting	26,657	1.21%	25,567	1.47%
Advertising & Promotion	38,493	1.74%	36,073	2.08%
Consultant Fees/"All of 4" Fees to Dentists	108,388	4.91%	29,264	1.69%
Continuing Education	3,080	0.14%	3,758	0.22%
Credit Card and Bank Fees	30,248	1.37%	24,799	1.43%
Dues and Subscriptions	8,780	0.40%	8,199	0.47%
Insurance Practice	36,602	1.66%	39,252	2.26%
Meals & Entertainment	4,434	0.20%	2,853	0.16%
Pension Admin	3,466	0.16%	4,754	0.27%
Repairs and Maintenance	13,359	0.60%	8,427	0.49%
Rent	96,679	4.38%	87,384	5.04%
Licenses & Taxes	24,197	1.10%	13,966	0.81%
Telephone & Utilities	22,904	1.04%	16,592	0.96%
Travel and Lodging	32,779	1.48%	32,496	1.87%
Other Fixed Costs	11,780	0.53%	9,921	0.57%
Total Administrative Costs	461,846	20.90%	343,305	19.79%
<b>Net Income</b> (Before Non-Operating & Doctor Costs)	<b>\$950,858</b>	<b>43.04%</b>	<b>\$823,380</b>	<b>47.47%</b>

## Oral Surgery 2 Doctor Practice

	<b>2014 YEAR END</b>		<b>2013 YEAR END</b>	
<b>GROSS RECEIPTS</b>	<b>\$3,574,407</b>	<b>100.00%</b>	<b>\$3,119,173</b>	<b>100.00%</b>
<b>Direct Expenses</b>				
Salaries - Office	344,464	9.64%	249,975	8.01%
Salaries - Chairside/Other	208,719	5.84%	191,327	6.13%
Payroll Tax Expense	56,450	1.58%	55,215	1.77%
Lab Fees	44,835	1.25%	18,218	0.58%
Drugs and Supplies	432,826	12.11%	480,360	15.40%
Office Supplies/Expense	87,613	2.45%	98,531	3.16%
Total Direct Costs	<u>1,174,907</u>	<u>32.87%</u>	<u>1,093,626</u>	<u>35.06%</u>
Gross Profit	2,399,500	67.13%	2,025,547	64.94%
<b>Fixed Expenses</b>				
Legal & Accounting	36,628	1.02%	36,665	1.18%
Advertising & Promotion	46,697	1.31%	41,783	1.34%
Consultant Fees	11,340	0.32%	13,486	0.43%
Continuing Education	12,927	0.36%	5,025	0.16%
Credit Card and Bank Fees	43,106	1.21%	42,560	1.36%
Dues and Subscriptions	12,538	0.35%	34,794	1.12%
Insurance Practice	73,667	2.06%	69,930	2.24%
Meals & Entertainment	4,790	0.13%	41,626	1.33%
Pension Admin	8,440	0.24%	3,970	0.13%
Repairs and Maintenance	11,265	0.32%	10,783	0.35%
Rent	148,114	4.14%	154,583	4.96%
Licenses & Taxes	13,229	0.37%	16,551	0.53%
Telephone & Utilities	26,579	0.74%	27,619	0.89%
Travel and Lodging	24,372	0.68%	14,817	0.48%
Other Fixed Costs	21,815	0.61%	27,006	0.87%
Total Administrative Costs	<u>495,507</u>	<u>13.86%</u>	<u>541,198</u>	<u>17.35%</u>
<b>Net Income</b>	<b><u>\$1,903,993</u></b>	<b><u>53.27%</u></b>	<b><u>\$1,484,349</u></b>	<b><u>47.59%</u></b>
(Before Non-Operating & Doctor Costs)				

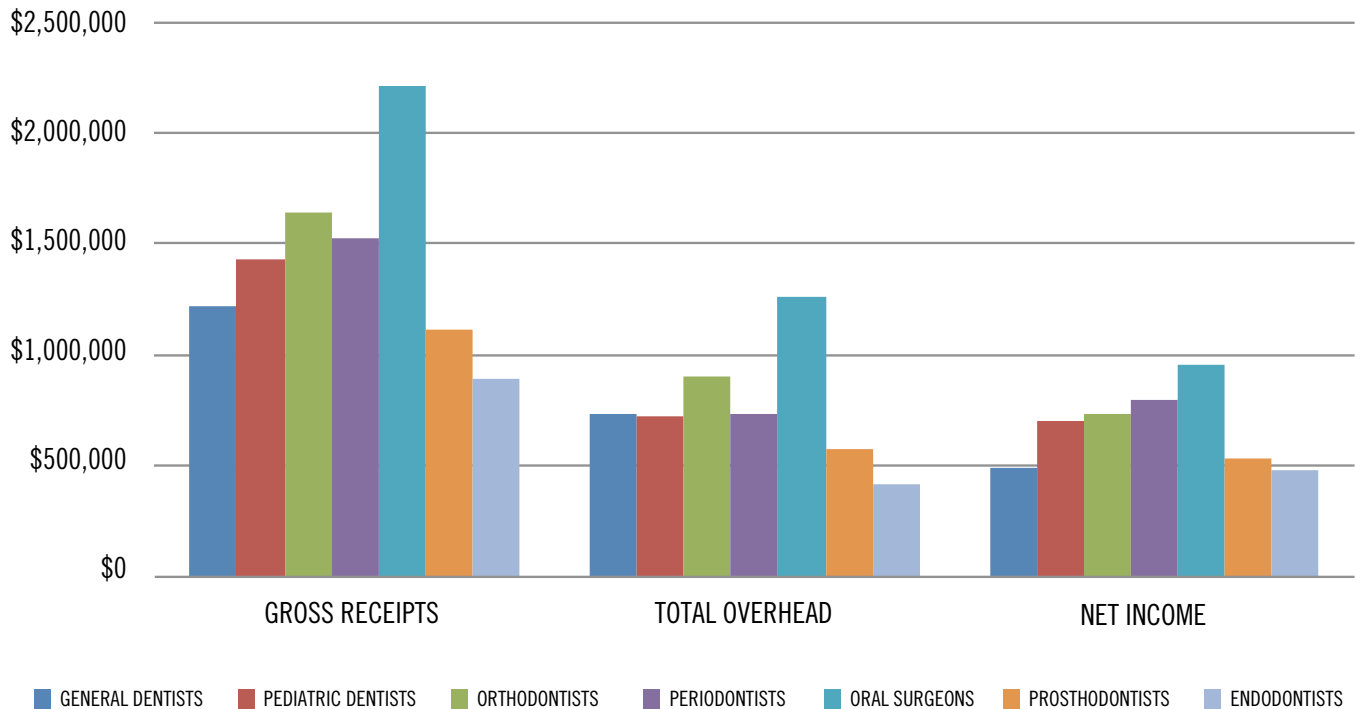
# Prosthodontist 1 Doctor Practice

	2014 YEAR END		2013 YEAR END	
<b>GROSS RECEIPTS</b>	<b>\$1,117,931</b>	<b>100.00%</b>	<b>\$988,987</b>	<b>100.00%</b>
<b>Direct Expenses</b>				
Salaries - Office	57,212	5.12%	44,965	4.55%
Salaries - Hygiene	57,647	5.16%	58,809	5.95%
Salaries - Chairside/Other	64,363	5.76%	61,148	6.18%
Payroll Tax Expense	21,242	1.90%	22,337	2.26%
Lab Fees	107,779	9.64%	108,312	10.95%
Drugs and Supplies	60,424	5.40%	46,191	4.67%
Office Supplies/Expense	27,775	2.48%	22,740	2.30%
Total Direct Costs	396,442	35.46%	364,502	36.86%
Gross Profit	721,489	64.54%	624,485	63.14%
<b>Fixed Expenses</b>				
Legal & Accounting	13,953	1.25%	17,623	1.78%
Advertising & Promotion	45,522	4.07%	42,058	4.25%
Consultant Fees	0	0.00%	0	0.00%
Continuing Education	5,284	0.47%	1,354	0.14%
Credit Card and Bank Fees	20,245	1.81%	17,266	1.75%
Dues and Subscriptions	11,279	1.01%	8,178	0.83%
Insurance Practice	17,343	1.55%	13,210	1.34%
Meals & Entertainment	200	0.02%	124	0.01%
Pension Admin	2,987	0.27%	2,184	0.22%
Repairs and Maintenance	1,675	0.15%	463	0.05%
Rent	25,181	2.25%	28,400	2.87%
Licenses & Taxes	3,561	0.32%	3,770	0.38%
Telephone & Utilities	13,229	1.18%	12,272	1.24%
Travel and Lodging	4,945	0.44%	2,682	0.27%
Other Fixed Costs	17,990	1.61%	21,563	2.18%
Total Administrative Costs	183,394	16.40%	171,147	17.31%
<b>Net Income</b>	<b>\$538,095</b>	<b>48.13%</b>	<b>\$453,338</b>	<b>45.84%</b>
(Before Non-Operating & Doctor Costs)				

# Endodontist 1 Doctor Practice

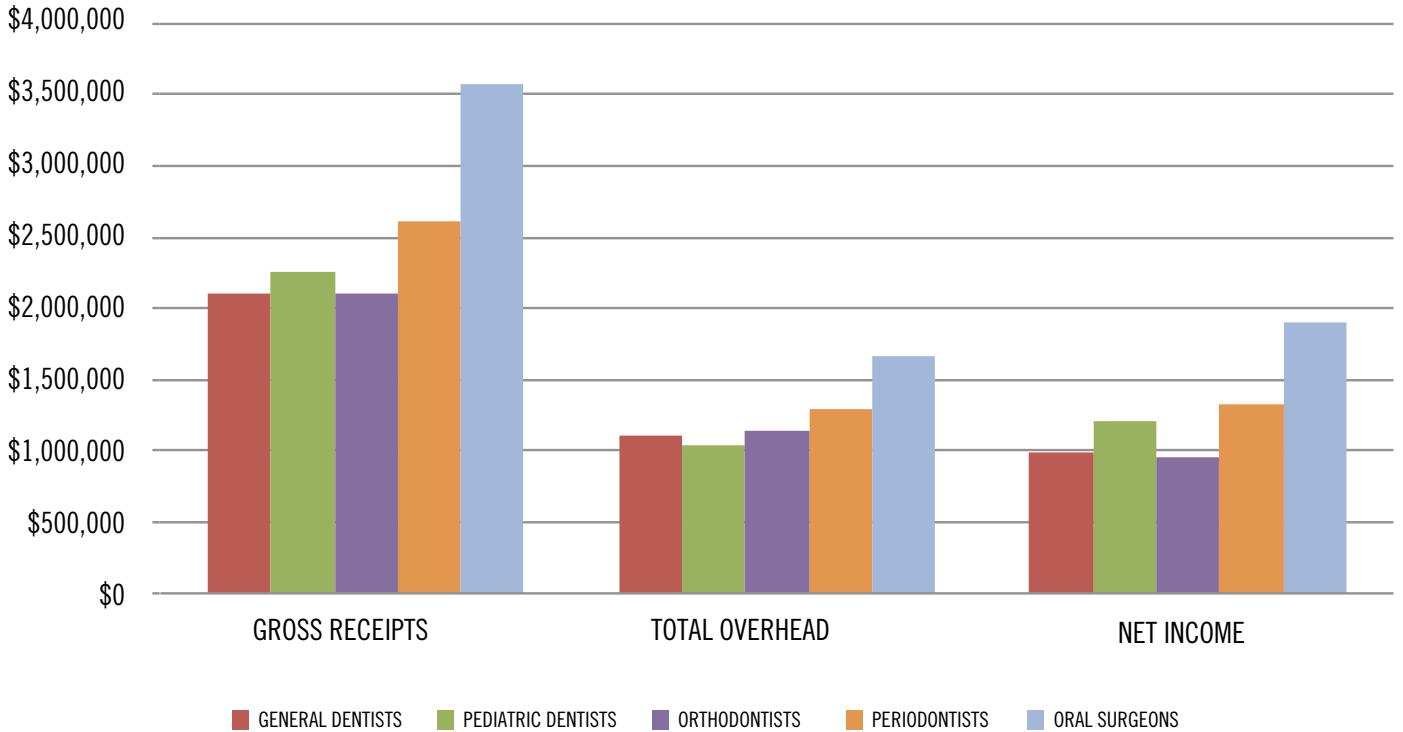
	2014 YEAR END		2013 YEAR END	
<b>GROSS RECEIPTS</b>	<b>\$891,932</b>	<b>100.00%</b>	<b>\$825,664</b>	<b>100.00%</b>
<b>Direct Expenses</b>				
Salaries - Office	72,116	8.09%	65,487	7.93%
Salaries - Hygiene	0	0.00%	0	0.00%
Salaries - Chairside/Other	68,028	7.63%	59,137	7.16%
Payroll Tax Expense	24,514	2.75%	23,084	2.80%
Lab Fees	383	0.04%	170	0.02%
Drugs and Supplies	78,285	8.78%	66,984	8.11%
Office Supplies/Expense	22,279	2.50%	21,036	2.55%
Total Direct Costs	265,605	29.78%	235,898	28.57%
Gross Profit	626,327	70.22%	589,766	71.43%
<b>Fixed Expenses</b>				
Legal & Accounting	18,733	2.10%	18,660	2.26%
Advertising & Promotion	14,314	1.60%	17,438	2.11%
Consultant Fees	33	0.00%	146	0.02%
Continuing Education	1,801	0.20%	1,904	0.23%
Credit Card and Bank Fees	15,404	1.73%	14,162	1.72%
Dues and Subscriptions	7,627	0.86%	5,793	0.70%
Insurance Practice	14,790	1.66%	10,223	1.24%
Meals & Entertainment	2,586	0.29%	1,990	0.24%
Pension Admin	3,578	0.40%	2,506	0.30%
Repairs and Maintenance	6,666	0.75%	7,238	0.88%
Rent	28,239	3.17%	30,265	3.67%
Licenses & Taxes	5,455	0.61%	6,315	0.76%
Telephone & Utilities	16,973	1.90%	16,063	1.95%
Travel and Lodging	3,678	0.41%	6,829	0.83%
Other Fixed Costs	7,208	0.81%	7,294	0.88%
Total Administrative Costs	147,085	16.49%	146,826	17.78%
<b>Net Income</b>	<b>\$479,242</b>	<b>53.73%</b>	<b>\$442,940</b>	<b>53.65%</b>
(Before Non-Operating & Doctor Costs)				

## Average Revenue and Overhead for One Doctor Practices in 2014



2014	GROSS RECEIPTS \$	TOTAL OVERHEAD \$	% OVERHEAD	NET INCOME \$	% NET INCOME
GENERAL DENTISTS	1,222,860	732,094	59.87%	490,766	40.13%
PEDIATRIC DENTISTS	1,434,134	728,852	50.82%	705,282	49.18%
ORTHODONTISTS	1,638,562	907,752	55.40%	730,810	44.60%
PERIODONTISTS	1,528,621	734,930	48.08%	793,691	51.92%
ORAL SURGEONS	2,209,263	1,258,405	56.96%	950,858	43.04%
PROSTHODONTISTS	1,117,931	579,836	51.87%	538,095	48.13%
ENDODONTISTS	891,932	412,690	46.27%	479,242	53.73%

## Average Revenue and Overhead for Two Doctor Practices in 2014



2014	GROSS RECEIPTS \$	TOTAL OVERHEAD \$	% OVERHEAD	NET INCOME \$	% NET INCOME
GENERAL DENTISTS	2,096,648	1,110,859	52.98%	985,789	47.02%
PEDIATRIC DENTISTS	2,250,819	1,042,980	46.34%	1,207,839	53.66%
ORTHODONTISTS	2,106,552	1,148,373	54.51%	958,179	45.49%
PERIODONTISTS	2,611,179	1,285,062	49.21%	1,326,117	50.79%
ORAL SURGEONS	3,574,407	1,670,414	46.73%	1,903,993	53.27%



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