

**How Does Your  
Dental Practice Compare?**  
2013 Edition



## A Note from our Partners

*For more than 30 years, Cain Watters and 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 set goals.*

*Through the years we have gained tremendous knowledge about the factors, attitudes and disciplines that generate the desired outcomes. Much of our understanding is derived from data that we are able to compile, analyze and translate into actionable intelligence resulting in well-informed and highly-effective accounting and financial planning services for CWA clients.*

*Moreover, 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? - 2013 Edition" is a compilation of net income averages based on collections and overhead that were taken from a cross-section of CWA's clients nationwide and broken out by specialty and the number of doctors. This useful information, which also includes year 2012 averages for comparison, will help 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 you achieve the financial peace and security you want.*

*Sincerely,*

*Cain Watters and Associates*

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## General Dentist 1 Doctor Practice

	<b>2013 Year-End</b>		<b>2012 Year-End</b>	
<b>GROSS RECEIPTS</b>	\$ 1,206,432	100.00%	\$ 1,249,570	100.00%
<b>Direct Expenses</b>				
Salaries - Office	84,991	7.04%	92,329	7.39%
Salaries - Hygiene	101,812	8.44%	106,168	8.50%
Salaries - Chairside/Other	71,073	5.89%	73,933	5.92%
Payroll Tax Expense	34,103	2.83%	34,494	2.76%
Lab Fees	84,309	6.99%	88,740	7.10%
Drugs and Supplies	88,927	7.37%	86,060	6.89%
Office Supplies/Expense	24,948	2.07%	26,511	2.12%
Total Direct Costs	490,163	40.63%	508,235	42.23%
Gross Profit	716,269	59.37%	741,335	59.33%
<b>Fixed Expenses</b>				
Legal & Accounting	21,217	1.76%	19,984	1.60%
Advertising & Promotion	33,118	2.75%	37,261	2.98%
Consultant Fees	6,018	0.50%	5,078	0.41%
Continuing Education	8,419	0.70%	5,827	0.47%
Credit Card & Bank Fees	13,502	1.12%	14,918	1.19%
Dues & Subscriptions	3,857	0.32%	3,884	0.31%
Insurance Practice	18,978	1.57%	19,754	1.58%
Meals & Entertainment	2,371	0.20%	2,260	0.18%
Pension Admin	3,330	0.28%	3,479	0.28%
Repairs & Maintenance	7,943	0.66%	8,248	0.66%
Rent	52,592	4.36%	55,932	4.48%
Licenses & Taxes	11,521	0.95%	12,071	0.97%
Telephone & Utilities	16,269	1.35%	16,029	1.28%
Travel & Lodging	10,611	0.88%	9,441	0.76%
Other Fixed Costs	14,999	1.24%	14,252	1.14%
Total Administrative Costs	224,745	18.63%	228,418	18.28%
<b>Net Income</b>	<b>\$ 491,524</b>	<b>40.74%</b>	<b>\$ 512,917</b>	<b>39.31%</b>
(Before Non-Operating & Doctor Costs)				

## General Dentist 2 Doctor Practice

	<b>2013 Year-End</b>		<b>2012 Year-End</b>	
<b>GROSS RECEIPTS</b>	\$ 1,981,695	100.00%	\$ 1,982,657	100.00%
<b>Direct Expenses</b>				
Salaries - Office	128,001	6.46%	125,354	6.32%
Salaries - Hygiene	193,038	9.74%	188,192	9.49%
Salaries - Chairside/Other	124,982	6.31%	127,784	6.45%
Payroll Tax Expense	43,212	2.18%	42,774	2.16%
Lab Fees	132,032	6.66%	130,741	6.59%
Drugs and Supplies	143,340	7.23%	141,017	7.11%
Office Supplies/Expense	32,845	1.66%	31,215	1.57%
Total Direct Costs	797,450	40.24%	787,077	40.56%
Gross Profit	1,184,245	59.76%	1,195,580	60.30%
<b>Fixed Expenses</b>				
Legal & Accounting	21,874	1.10%	20,345	1.03%
Advertising & Promotion	38,525	1.94%	37,972	1.92%
Consultant Fees	7,735	0.39%	6,815	0.34%
Continuing Education	6,807	0.34%	7,648	0.39%
Credit Card & Bank Fees	21,731	1.10%	21,203	1.07%
Dues & Subscriptions	3,446	0.17%	3,328	0.17%
Insurance Practice	25,417	1.28%	25,004	1.26%
Meals & Entertainment	2,895	0.15%	2,759	0.14%
Pension Admin	4,924	0.25%	4,478	0.23%
Repairs & Maintenance	13,032	0.66%	13,496	0.68%
Rent	83,061	4.19%	85,541	4.31%
Licenses & Taxes	13,139	0.66%	14,090	0.71%
Telephone & Utilities	20,586	1.04%	21,313	1.07%
Travel and Lodging	5,319	0.27%	4,574	0.23%
Other Fixed Costs	18,206	0.92%	16,057	0.81%
Total Administrative Costs	286,697	14.47%	284,623	14.36%
<b>Net Income</b>	<b>\$ 897,548</b>	<b>45.29%</b>	<b>\$ 910,957</b>	<b>44.72%</b>
(Before Non-Operating & Doctor Costs)				



## General Dentist 3 Doctor Practice

	<b>2013 Year-End</b>		<b>2012 Year-End</b>	
<b>GROSS RECEIPTS</b>	\$ 3,197,389	100.00%	\$ 3,080,685	100.00%
<b>Direct Expenses</b>				
Salaries - Office	231,690	7.25%	192,739	6.26%
Salaries - Hygiene	286,874	8.97%	283,318	9.20%
Salaries - Chairside/Other	201,961	6.32%	210,142	6.82%
Payroll Tax Expense	67,627	2.12%	63,639	2.07%
Lab Fees	193,998	6.07%	199,805	6.49%
Drugs and Supplies	232,319	7.27%	223,459	7.25%
Office Supplies/Expense	46,093	1.44%	50,300	1.63%
Total Direct Costs	1,260,562	39.42%	1,223,402	40.67%
Gross Profit	1,936,827	60.58%	1,857,283	60.29%
<b>Fixed Expenses</b>				
Legal & Accounting	26,675	0.83%	27,104	0.88%
Advertising & Promotion	77,171	2.41%	78,753	2.56%
Consultant Fees	15,030	0.47%	11,556	0.38%
Continuing Education	11,732	0.37%	7,946	0.26%
Credit Card & Bank Fees	36,987	1.16%	32,858	1.07%
Dues & Subscriptions	3,887	0.12%	3,940	0.13%
Insurance Practice	36,284	1.13%	35,937	1.17%
Meals & Entertainment	4,118	0.13%	3,265	0.11%
Pension Admin	6,193	0.19%	6,399	0.21%
Repairs & Maintenance	17,637	0.55%	17,358	0.56%
Rent	136,671	4.27%	124,269	4.03%
Licenses & Taxes	18,764	0.59%	19,962	0.65%
Telephone & Utilities	26,455	0.83%	25,609	0.83%
Travel & Lodging	5,450	0.17%	6,592	0.21%
Other Fixed Costs	24,558	0.77%	29,621	0.96%
Total Administrative Costs	447,612	14.00%	431,169	14.00%
<b>Net Income</b>	<b>\$ 1,489,215</b>	<b>46.58%</b>	<b>\$ 1,426,114</b>	<b>45.31%</b>
(Before Non-Operating & Doctor Costs)				

## General Dentist 4+ Doctor Practice

	<b>2013 Year-End</b>		<b>2012 Year-End</b>	
<b>GROSS RECEIPTS</b>	\$ 3,424,484	100.00%	\$ 4,163,440	100.00%
<b>Direct Expenses</b>				
Salaries - Office	252,194	7.36%	293,177	7.04%
Salaries - Hygiene	307,195	8.97%	370,155	8.89%
Salaries - Chairsides/Other	251,939	7.36%	304,259	7.31%
Payroll Tax Expense	74,468	2.17%	94,306	2.27%
Lab Fees	223,765	6.53%	295,479	7.10%
Drugs and Supplies	209,484	6.12%	242,051	5.81%
Office Supplies/Expense	52,721	1.54%	64,159	1.54%
Total Direct Costs	1,371,766	40.06%	1,663,586	39.96%
Gross Profit	2,052,718	59.94%	2,499,854	60.04%
<b>Fixed Expenses</b>				
Legal & Accounting	27,409	0.80%	28,299	0.68%
Advertising & Promotion	60,515	1.77%	71,871	1.73%
Consultant Fees	18,689	0.55%	31,111	0.75%
Continuing Education	4,826	0.14%	6,227	0.15%
Credit Card & Bank Fees	37,270	1.09%	51,695	1.24%
Dues & Subscriptions	5,664	0.17%	3,166	0.08%
Insurance Practice	24,556	0.72%	35,501	0.85%
Meals & Entertainment	4,496	0.13%	6,902	0.17%
Pension Admin	4,945	0.14%	5,463	0.13%
Repairs & Maintenance	18,999	0.55%	26,729	0.64%
Rent	156,182	4.56%	176,792	4.25%
Licenses & Taxes	17,430	0.51%	27,289	0.66%
Telephone & Utilities	26,831	0.78%	31,879	0.77%
Travel & Lodging	5,410	0.16%	8,289	0.20%
Other Fixed Costs	25,387	0.74%	34,190	0.82%
Total Administrative Costs	438,609	12.81%	545,403	13.10%
<b>Net Income</b>	<b>\$ 1,614,109</b>	<b>47.13%</b>	<b>\$ 1,954,451</b>	<b>46.94%</b>
(Before Non-Operating & Doctor Costs)				



## Pediatric Dentist 1 Doctor Practice

	<b>2013 Year-End</b>		<b>2012 Year-End</b>	
<b>GROSS RECEIPTS</b>	\$ 1,515,337	100.00%	\$ 1,412,020	100.00%
<b>Direct Expenses</b>				
Salaries - Office	134,462	8.87%	130,059	9.21%
Salaries - Hygiene	84,489	5.58%	69,188	4.90%
Salaries - Chairside/Other	121,413	8.01%	104,809	7.42%
Payroll Tax Expense	43,919	2.90%	40,877	2.89%
Lab Fees	5,883	0.39%	5,902	0.42%
Drugs and Supplies	86,206	5.69%	85,683	6.07%
Office Supplies/Expense	37,345	2.46%	36,943	2.62%
Total Direct Costs	513,717	33.90%	473,461	34.84%
Gross Profit	1,001,620	66.10%	938,559	66.47%
<b>Fixed Expenses</b>				
Legal & Accounting	21,212	1.40%	21,834	1.55%
Advertising & Promotion	24,851	1.64%	26,495	1.88%
Consultant Fees	9,007	0.59%	6,829	0.48%
Continuing Education	3,136	0.21%	3,336	0.24%
Credit Card & Bank Fees	10,372	0.68%	9,007	0.64%
Dues & Subscriptions	4,368	0.29%	4,809	0.34%
Insurance Practice	25,798	1.70%	21,844	1.55%
Meals & Entertainment	3,741	0.25%	4,164	0.29%
Pension Admin	3,227	0.21%	3,489	0.25%
Repairs & Maintenance	8,275	0.55%	7,484	0.53%
Rent	81,613	5.39%	88,362	6.26%
Licenses & Taxes	15,986	1.05%	10,612	0.75%
Telephone & Utilities	18,712	1.23%	19,077	1.35%
Travel & Lodging	9,728	0.64%	9,421	0.67%
Other Fixed Costs	22,924	1.51%	19,989	1.42%
Total Administrative Costs	262,950	17.35%	256,752	18.18%
<b>Net Income</b>	<b>\$ 738,670</b>	<b>48.75%</b>	<b>\$ 681,807</b>	<b>48.29%</b>
(Before Non-Operating & Doctor Costs)				

	<b>2013 Year-End</b>		<b>2012 Year-End</b>	
<b>GROSS RECEIPTS</b>	\$ 2,111,037	100.00%	\$ 2,010,702	100.00%
<b>Direct Expenses</b>				
Salaries - Office	159,487	7.55%	164,818	8.20%
Salaries - Hygiene	111,857	5.30%	109,892	5.47%
Salaries - Chairside/Other	167,143	7.92%	169,585	8.43%
Payroll Tax Expense	44,606	2.11%	44,463	2.21%
Lab Fees	8,488	0.40%	9,176	0.46%
Drugs and Supplies	120,511	5.71%	117,296	5.83%
Office Supplies/Expense	42,885	2.03%	45,192	2.25%
Total Direct Costs	654,977	31.03%	660,422	32.85%
Gross Profit	1,456,060	68.97%	1,350,280	67.15%
<b>Fixed Expenses</b>				
Legal & Accounting	22,748	1.08%	25,733	1.28%
Advertising & Promotion	38,026	1.80%	42,751	2.13%
Consultant Fees	7,797	0.37%	13,748	0.68%
Continuing Education	3,755	0.18%	5,403	0.27%
Credit Card & Bank Fees	15,597	0.74%	14,120	0.70%
Dues & Subscriptions	6,426	0.30%	5,453	0.27%
Insurance Practice	26,507	1.26%	28,301	1.41%
Meals & Entertainment	2,427	0.11%	2,968	0.15%
Pension Admin	5,941	0.28%	4,822	0.24%
Repairs & Maintenance	11,704	0.55%	9,698	0.48%
Rent	94,977	4.50%	101,670	5.06%
Licenses & Taxes	17,971	0.85%	16,855	0.84%
Telephone & Utilities	23,713	1.12%	26,159	1.30%
Travel & Lodging	9,182	0.43%	8,779	0.44%
Other Fixed Costs	26,121	1.24%	23,437	1.17%
Total Administrative Costs	312,892	14.82%	329,897	16.41%
<b>Net Income</b>	<b>\$ 1,143,168</b>	<b>54.15%</b>	<b>\$ 1,020,383</b>	<b>50.75%</b>
(Before Non-Operating & Doctor Costs)				

	<b>2013 Year-End</b>		<b>2012 Year-End</b>	
<b>GROSS RECEIPTS</b>	\$ 3,570,476	100.00%	\$ 3,609,024	100.00%
<b>Direct Expenses</b>				
Salaries - Office	240,772	6.74%	306,303	8.49%
Salaries - Hygiene	107,715	3.02%	126,860	3.52%
Salaries - Chairside/Other	275,331	7.71%	270,163	7.49%
Payroll Tax Expense	78,660	2.20%	76,658	2.12%
Lab Fees	19,312	0.54%	21,235	0.59%
Drugs and Supplies	195,800	5.48%	171,504	4.75%
Office Supplies/Expense	68,549	1.92%	61,388	1.70%
Total Direct Costs	986,139	27.62%	1,034,111	31.15%
Gross Profit	2,584,337	72.38%	2,574,913	71.35%
<b>Fixed Expenses</b>				
Legal & Accounting	36,935	1.03%	35,191	0.98%
Advertising & Promotion	53,068	1.49%	56,842	1.57%
Consultant Fees	4,706	0.13%	3,414	0.09%
Continuing Education	5,750	0.16%	3,635	0.10%
Credit Card & Bank Fees	20,915	0.59%	19,961	0.55%
Dues & Subscriptions	6,206	0.17%	7,675	0.21%
Insurance Practice	59,194	1.66%	49,618	1.37%
Meals & Entertainment	4,754	0.13%	5,567	0.15%
Pension Admin	7,566	0.21%	8,355	0.23%
Repairs & Maintenance	22,579	0.63%	17,541	0.49%
Rent	165,397	4.63%	159,242	4.41%
Licenses & Taxes	17,958	0.50%	21,603	0.60%
Telephone & Utilities	42,479	1.19%	38,696	1.07%
Travel & Lodging	8,238	0.23%	10,734	0.30%
Other Fixed Costs	37,838	1.06%	41,427	1.15%
Total Administrative Costs	493,583	13.82%	479,501	13.29%
<b>Net Income</b>	<b>\$ 2,090,754</b>	<b>58.56%</b>	<b>\$ 2,095,412</b>	<b>58.06%</b>
(Before Non-Operating & Doctor Costs)				

## Orthodontist 1 Doctor Practice

	<b>2013 Year-End</b>		<b>2012 Year-End</b>	
<b>GROSS RECEIPTS</b>	\$ 1,515,152	100.00%	\$ 1,310,982	100.00%
<b>Direct Expenses</b>				
Salaries - Office	117,736	7.77%	115,861	8.84%
Salaries - Chairside/Other	153,364	10.12%	127,876	9.75%
Payroll Tax Expense	36,976	2.44%	34,061	2.60%
Lab Fees	41,639	2.75%	28,877	2.20%
Drugs and Supplies	145,495	9.60%	118,057	9.01%
Office Supplies/Expense	43,409	2.86%	38,202	2.91%
Total Direct Costs	538,619	35.55%	462,934	35.31%
Gross Profit	976,533	64.45%	848,048	64.69%
<b>Fixed Expenses</b>				
Legal & Accounting	20,728	1.37%	21,688	1.65%
Advertising & Promotion	56,744	3.75%	43,454	3.31%
Consultant Fees	6,797	0.45%	3,637	0.28%
Continuing Education	4,557	0.30%	5,299	0.40%
Credit Card & Bank Fees	21,495	1.42%	18,597	1.42%
Dues & Subscriptions	5,966	0.39%	5,584	0.43%
Insurance Practice	20,583	1.36%	17,567	1.34%
Meals & Entertainment	2,934	0.19%	3,085	0.24%
Pension Admin	4,520	0.30%	2,974	0.23%
Repairs & Maintenance	15,581	1.03%	10,678	0.81%
Rent	86,384	5.70%	82,851	6.32%
Licenses & Taxes	14,028	0.93%	11,768	0.90%
Telephone & Utilities	25,174	1.66%	24,523	1.87%
Travel & Lodging	12,595	0.83%	13,578	1.04%
Other Fixed Costs	24,786	1.64%	23,618	1.80%
Total Administrative Costs	322,872	21.31%	288,901	22.04%
<b>Net Income</b>	<b>\$ 653,661</b>	<b>43.14%</b>	<b>\$ 559,147</b>	<b>42.65%</b>
(Before Non-Operating & Doctor Costs)				

## Orthodontist 2 Doctor Practice

	<b>2013 Year-End</b>		<b>2012 Year-End</b>	
<b>GROSS RECEIPTS</b>	\$ 2,316,800	100.00%	\$ 1,954,020	100.00%
<b>Direct Expenses</b>				
Salaries - Office	207,817	8.97%	178,218	9.12%
Salaries - Chairside/Other	184,031	7.94%	238,381	12.20%
Payroll Tax Expense	44,939	1.94%	43,463	2.22%
Lab Fees	78,726	3.40%	20,284	1.04%
Drugs and Supplies	244,491	10.55%	183,286	9.38%
Office Supplies/Expense	53,782	2.32%	46,000	2.35%
Total Direct Costs	813,786	35.13%	709,632	36.32%
Gross Profit	1,503,014	64.87%	1,244,388	63.68%
<b>Fixed Expenses</b>				
Legal & Accounting	16,459	0.71%	20,498	1.05%
Advertising & Promotion	56,756	2.45%	50,802	2.60%
Consultant Fees	6,765	0.29%	1,203	0.06%
Continuing Education	3,045	0.13%	1,256	0.06%
Credit Card & Bank Fees	33,930	1.46%	27,875	1.43%
Dues & Subscriptions	5,124	0.22%	7,155	0.37%
Insurance Practice	19,442	0.84%	30,422	1.56%
Meals & Entertainment	5,685	0.25%	5,052	0.26%
Pension Admin	4,755	0.21%	4,468	0.23%
Repairs & Maintenance	14,400	0.62%	15,775	0.81%
Rent	77,595	3.35%	75,838	3.88%
Licenses & Taxes	42,490	1.83%	12,517	0.64%
Telephone & Utilities	22,692	0.98%	22,736	1.16%
Travel & Lodging	11,981	0.52%	8,024	0.41%
Other Fixed Costs	31,859	1.38%	29,116	1.49%
Total Administrative Costs	352,978	15.24%	312,737	16.00%
<b>Net Income</b>	<b>\$ 1,150,036</b>	<b>49.64%</b>	<b>\$ 931,651</b>	<b>47.68%</b>
(Before Non-Operating & Doctor Costs)				



## Periodontist 1 Doctor Practice

	<b>2013 Year-End</b>		<b>2012 Year-End</b>	
<b>GROSS RECEIPTS</b>	\$ 1,374,387	100.00%	\$ 1,353,386	100.00%
<b>Direct Expenses</b>				
Salaries - Office	84,639	6.16%	92,556	6.84%
Salaries - Hygiene	63,282	4.60%	51,138	3.78%
Salaries - Chairside/Other	61,252	4.46%	71,666	5.30%
Payroll Tax Expense	29,112	2.12%	29,199	2.16%
Lab Fees	31,077	2.26%	23,984	1.77%
Drugs and Supplies	142,588	10.37%	141,192	10.43%
Office Supplies/Expense	29,634	2.16%	33,003	2.44%
Total Direct Costs	441,584	32.13%	442,738	32.71%
Gross Profit	932,803	67.87%	910,648	67.29%
<b>Fixed Expenses</b>				
Legal & Accounting	17,342	1.26%	15,003	1.11%
Advertising & Promotion	24,977	1.82%	29,269	2.16%
Consultant Fees	6,009	0.44%	9,864	0.73%
Continuing Education	5,000	0.36%	2,692	0.20%
Credit Card & Bank Fees	20,254	1.47%	17,886	1.32%
Dues & Subscriptions	6,019	0.44%	4,647	0.34%
Insurance Practice	14,821	1.08%	16,528	1.22%
Meals & Entertainment	1,257	0.09%	1,508	0.11%
Pension Admin	4,272	0.31%	2,844	0.21%
Repairs & Maintenance	11,061	0.80%	5,472	0.40%
Rent	87,525	6.37%	90,478	6.69%
Licenses & Taxes	14,376	1.05%	8,269	0.61%
Telephone & Utilities	17,911	1.30%	14,469	1.07%
Travel & Lodging	9,599	0.70%	16,300	1.20%
Other Fixed Costs	15,778	1.15%	16,831	1.24%
Total Administrative Costs	256,201	18.64%	252,060	18.62%
<b>Net Income</b>	<b>\$ 676,602</b>	<b>49.23%</b>	<b>\$ 658,588</b>	<b>48.66%</b>
(Before Non-Operating & Doctor Costs)				

## Periodontist 2 Doctor Practice

	<b>2013 Year-End</b>		<b>2012 Year-End</b>	
<b>GROSS RECEIPTS</b>	\$ 2,306,772	100.00%	\$ 2,248,576	100.00%
<b>Direct Expenses</b>				
Salaries - Office	101,699	4.41%	101,355	4.51%
Salaries - Hygiene	154,640	6.70%	131,420	5.84%
Salaries - Chairside/Other	127,659	5.53%	143,863	6.40%
Payroll Tax Expense	38,774	1.68%	35,228	1.57%
Lab Fees	31,316	1.36%	42,952	1.91%
Drugs and Supplies	312,981	13.57%	258,047	11.48%
Office Supplies/Expense	38,702	1.68%	53,831	2.39%
Total Direct Costs	805,771	34.93%	766,696	34.10%
Gross Profit	1,501,001	65.07%	1,481,880	65.90%
<b>Fixed Expenses</b>				
Legal & Accounting	19,342	0.84%	19,825	0.88%
Advertising & Promotion	41,665	1.81%	47,473	2.11%
Consultant Fees	6,657	0.29%	0	0.00%
Continuing Education	3,632	0.16%	4,746	0.21%
Credit Card & Bank Fees	56,275	2.44%	38,447	1.71%
Dues & Subscriptions	7,061	0.31%	3,454	0.15%
Insurance Practice	13,117	0.57%	21,468	0.95%
Meals & Entertainment	6,745	0.29%	2,628	0.12%
Pension Admin	4,594	0.20%	2,806	0.12%
Repairs & Maintenance	18,320	0.79%	19,227	0.86%
Rent	70,169	3.04%	69,089	3.07%
Licenses & Taxes	10,057	0.44%	9,559	0.43%
Telephone & Utilities	22,543	0.98%	22,899	1.02%
Travel & Lodging	11,083	0.48%	4,847	0.22%
Other Fixed Costs	34,011	1.47%	42,552	1.89%
Total Administrative Costs	325,271	14.10%	309,020	13.74%
<b>Net Income</b>	<b>\$ 1,175,730</b>	<b>50.97%</b>	<b>\$ 1,172,860</b>	<b>52.16%</b>
(Before Non-Operating & Doctor Costs)				

	<b>2013 Year-End</b>		<b>2012 Year-End</b>	
<b>GROSS RECEIPTS</b>	\$ 1,734,497	100.00%	\$ 1,440,674	100.00%
<b>Direct Expenses</b>				
Salaries - Office	168,586	9.72%	166,305	11.54%
Salaries - Chairside/Other	130,335	7.51%	115,250	8.00%
Payroll Tax Expense	43,380	2.50%	36,484	2.53%
Lab Fees	22,830	1.32%	18,731	1.30%
Drugs and Supplies	156,460	9.02%	148,182	10.29%
Office Supplies/Expense	46,221	2.66%	32,977	2.29%
Total Direct Costs	567,812	32.74%	517,929	35.95%
Gross Profit	1,166,685	67.26%	922,745	64.05%
<b>Fixed Expenses</b>				
Legal & Accounting	25,567	1.47%	19,998	1.39%
Advertising & Promotion	36,073	2.08%	58,346	4.05%
Consultant Fees	5,513	0.32%	15,136	1.05%
Continuing Education	3,758	0.22%	3,024	0.21%
Credit Card & Bank Fees	24,799	1.43%	18,029	1.25%
Dues & Subscriptions	8,199	0.47%	8,754	0.61%
Insurance Practice	39,252	2.26%	36,124	2.51%
Meals & Entertainment	2,853	0.16%	2,455	0.17%
Pension Admin	4,754	0.27%	3,750	0.26%
Repairs & Maintenance	8,427	0.49%	3,171	0.22%
Rent	87,384	5.04%	53,893	3.74%
Licenses & Taxes	13,966	0.81%	8,232	0.57%
Telephone & Utilities	16,592	0.96%	14,170	0.98%
Travel & Lodging	32,496	1.87%	10,962	0.76%
Other Fixed Costs	9,921	0.57%	8,123	0.56%
Total Administrative Costs	319,554	18.42%	264,167	18.34%
<b>Net Income</b>	<b>\$ 847,131</b>	<b>48.84%</b>	<b>\$ 658,578</b>	<b>45.71%</b>
(Before Non-Operating & Doctor Costs)				

	<b>2013 Year-End</b>		<b>2012 Year-End</b>	
<b>GROSS RECEIPTS</b>	\$ 3,119,173	100.00%	\$ 3,040,743	100.00%
<b>Direct Expenses</b>				
Salaries - Office	249,975	8.01%	213,677	7.03%
Salaries - Chairside/Other	191,327	6.13%	182,784	6.01%
Payroll Tax Expense	55,215	1.77%	42,849	1.41%
Lab Fees	18,218	0.58%	42,077	1.38%
Drugs and Supplies	480,360	15.40%	353,581	11.63%
Office Supplies/Expense	98,531	3.16%	56,019	1.84%
Total Direct Costs	1,093,626	35.06%	890,987	29.30%
Gross Profit	2,025,547	64.94%	2,149,756	70.70%
<b>Fixed Expenses</b>				
Legal & Accounting	36,665	1.18%	24,809	0.82%
Advertising & Promotion	41,783	1.34%	35,537	1.17%
Consultant Fees	13,486	0.43%	6,025	0.20%
Continuing Education	5,025	0.16%	6,397	0.21%
Credit Card & Bank Fees	42,560	1.36%	31,825	1.05%
Dues & Subscriptions	34,794	1.12%	6,629	0.22%
Insurance Practice	69,930	2.24%	43,041	1.42%
Meals & Entertainment	41,626	1.33%	1,451	0.05%
Pension Admin	3,970	0.13%	5,397	0.18%
Repairs & Maintenance	10,783	0.35%	14,801	0.49%
Rent	154,583	4.96%	127,179	4.18%
Licenses & Taxes	16,551	0.53%	7,809	0.26%
Telephone & Utilities	27,619	0.89%	19,970	0.66%
Travel & Lodging	14,817	0.48%	14,932	0.49%
Other Fixed Costs	27,006	0.87%	17,589	0.58%
Total Administrative Costs	541,198	17.35%	363,391	11.95%
<b>Net Income</b>	<b>\$ 1,484,349</b>	<b>47.59%</b>	<b>\$ 1,786,365</b>	<b>58.75%</b>
(Before Non-Operating & Doctor Costs)				

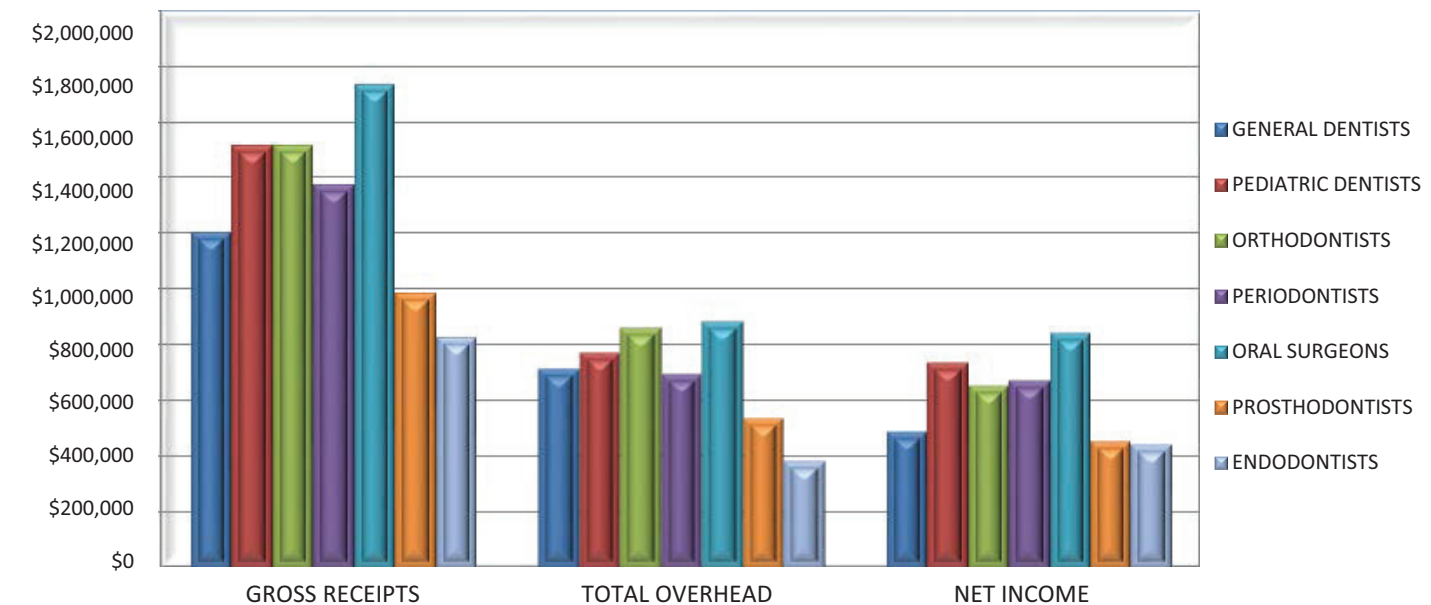
## Prosthodontist 1 Doctor Practice

	<b>2013 Year-End</b>		<b>2012 Year-End</b>	
<b>GROSS RECEIPTS</b>	\$ 988,987	100.00%	\$ 971,052	100.00%
<b>Direct Expenses</b>				
Salaries - Office	44,965	4.55%	32,585	3.36%
Salaries - Hygiene	58,809	5.95%	51,283	5.28%
Salaries - Chairside/Other	61,148	6.18%	57,219	5.89%
Payroll Tax Expense	22,337	2.26%	20,500	2.11%
Lab Fees	108,312	10.95%	92,323	9.51%
Drugs and Supplies	46,191	4.67%	45,958	4.73%
Office Supplies/Expense	22,740	2.30%	12,386	1.28%
Total Direct Costs	364,502	36.86%	312,254	32.16%
Gross Profit	624,485	63.14%	658,798	67.84%
<b>Fixed Expenses</b>				
Legal & Accounting	17,623	1.78%	18,053	1.86%
Advertising & Promotion	42,058	4.25%	44,343	4.57%
Consultant Fees	0	0.00%	3,370	0.35%
Continuing Education	1,354	0.14%	950	0.10%
Credit Card & Bank Fees	17,266	1.75%	19,897	2.05%
Dues & Subscriptions	8,178	0.83%	6,590	0.68%
Insurance Practice	13,210	1.34%	13,284	1.37%
Meals & Entertainment	124	0.01%	267	0.03%
Pension Admin	2,184	0.22%	3,156	0.33%
Repairs & Maintenance	463	0.05%	4,959	0.51%
Rent	28,400	2.87%	25,979	2.68%
Licenses & Taxes	3,770	0.38%	7,535	0.78%
Telephone & Utilities	12,272	1.24%	13,726	1.41%
Travel & Lodging	2,682	0.27%	300	0.03%
Other Fixed Costs	21,563	2.18%	40,842	4.21%
Total Administrative Costs	171,147	17.31%	203,251	20.93%
<b>Net Income</b>	<b>\$ 453,338</b>	<b>45.84%</b>	<b>\$ 455,547</b>	<b>46.91%</b>
(Before Non-Operating & Doctor Costs)				



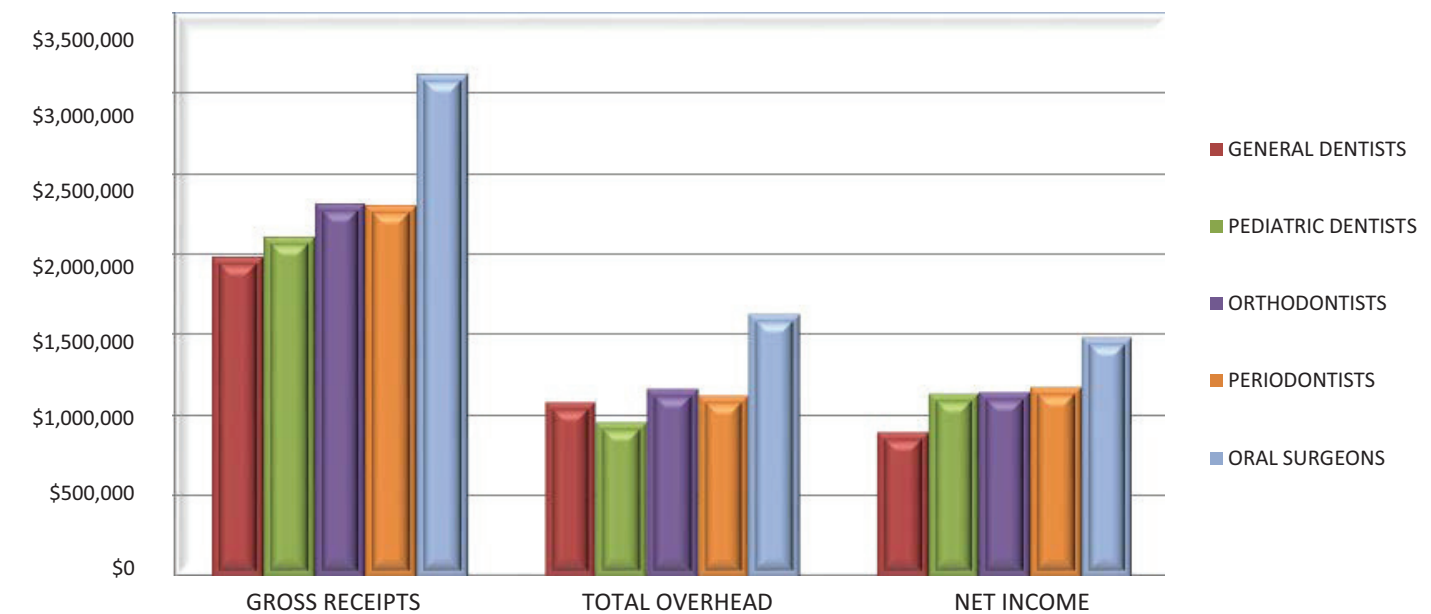
	<b>2013 Year-End</b>		<b>2012 Year-End</b>	
<b>GROSS RECEIPTS</b>	\$ 825,664	100.00%	\$ 867,999	100.00%
<b>Direct Expenses</b>				
Salaries - Office	65,487	7.93%	62,982	7.26%
Salaries - Hygiene	0	0.00%	0	0.00%
Salaries - Chairside/Other	59,137	7.16%	60,431	6.96%
Payroll Tax Expense	23,084	2.80%	23,388	2.69%
Lab Fees	170	0.02%	293	0.03%
Drugs and Supplies	66,984	8.11%	77,041	8.88%
Office Supplies/Expense	21,036	2.55%	18,868	2.17%
Total Direct Costs	235,898	28.57%	243,003	28.00%
Gross Profit	589,766	71.43%	624,996	72.00%
<b>Fixed Expenses</b>				
Legal & Accounting	18,660	2.26%	16,300	1.88%
Advertising & Promotion	17,438	2.11%	15,463	1.78%
Consultant Fees	146	0.02%	0	0.00%
Continuing Education	1,904	0.23%	361	0.04%
Credit Card & Bank Fees	14,162	1.72%	13,474	1.55%
Dues & Subscriptions	5,793	0.70%	6,321	0.73%
Insurance Practice	10,223	1.24%	12,455	1.43%
Meals & Entertainment	1,990	0.24%	723	0.08%
Pension Admin	2,506	0.30%	2,567	0.30%
Repairs & Maintenance	7,238	0.88%	10,314	1.19%
Rent	30,265	3.67%	27,297	3.14%
Licenses & Taxes	6,315	0.76%	10,004	1.15%
Telephone & Utilities	16,063	1.95%	16,609	1.91%
Travel & Lodging	6,829	0.83%	4,005	0.46%
Other Fixed Costs	7,294	0.88%	8,434	0.97%
Total Administrative Costs	146,826	17.78%	144,327	16.63%
<b>Net Income</b>	<b>\$ 442,940</b>	<b>53.65%</b>	<b>\$ 480,669</b>	<b>55.38%</b>
(Before Non-Operating & Doctor Costs)				

# Average Revenue and Overhead for One Doctor Practices in 2013



2013	Gross Receipts \$	Total Overhead \$	% Overhead	Net Income \$	% Net Income
GENERAL DENTISTS	\$ 1,206,432	\$ 714,908	59.26%	\$ 491,524	40.74%
PEDIATRIC DENTISTS	\$ 1,515,337	\$ 776,667	51.25%	\$ 738,670	48.75%
ORTHODONTISTS	\$ 1,515,152	\$ 861,491	56.86%	\$ 653,661	43.14%
PERIODONTISTS	\$ 1,374,387	\$ 697,785	50.77%	\$ 676,602	49.23%
ORAL SURGEONS	\$ 1,734,497	\$ 887,366	51.16%	\$ 847,131	48.84%
PROSTHODONTISTS	\$ 988,987	\$ 535,649	54.16%	\$ 453,338	45.84%
ENDODONTISTS	\$ 825,664	\$ 382,724	46.35%	\$ 442,940	53.65%

# Average Revenue and Overhead for Two Doctor Practices in 2013



2013	Gross Receipts \$	Total Overhead \$	% Overhead	Net Income \$	% Net Income
GENERAL DENTISTS	\$ 1,981,695	\$ 1,084,147	54.71%	\$ 897,548	45.29%
PEDIATRIC DENTISTS	\$ 2,111,037	\$ 967,869	45.85%	\$ 1,143,168	54.15%
ORTHODONTISTS	\$ 2,316,800	\$ 1,166,764	50.36%	\$ 1,150,036	49.64%
PERIODONTISTS	\$ 2,306,772	\$ 1,131,042	49.03%	\$ 1,175,730	50.97%
ORAL SURGEONS	\$ 3,119,173	\$ 1,634,824	52.41%	\$ 1,484,349	47.59%



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