

How Does Your Dental Practice Compare?
2015 Edition



A Note from our Partners

For more than 30 years, Cain Watters & Associates (CWA) has helped guide thousands of dentists and dental practices in their personal and business financial matters.

Through the years we have gained tremendous insight into the factors that impact practice growth and profitability most. Much of our understanding is derived from data that we are able to compile, analyze and translate into well-informed and highly effective financial plans for our clients. We believe sharing these valuable insights elevates our entire community of dentists. *How Does Your Dental Practice Compare?*— 2015 Edition is a compilation of the 2015 net income averages — including collections and overhead — taken from a cross-section of CWA clients nationwide, and broken out by size and specialty.

This report, which also includes 2014 averages for comparison, offers perspective on how costs are impacting the bottom line for similar practices. It can also be used as a benchmarking tool to direct your planning and goals from year to year. 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.

We take pride in our ability to combine proven methods for achieving financial success with our unique knowledge of dentistry. You want your work to matter. CWA is here to help ensure that it does.

Sincerely,
Cain Watters & Associates



CWA

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General Dentist 1 Doctor Practice

	2015 YEAR END		2014 YEAR END	
GROSS RECEIPTS	\$1,245,009	100.00%	\$1,222,860	100.00%
Direct Expenses				
Salaries - Office	82,513	6.63%	84,028	6.87%
Salaries - Hygiene	109,005	8.76%	106,029	8.67%
Salaries - Chairside/Other	84,137	6.76%	70,170	5.74%
Payroll Tax Expense	34,357	2.76%	33,708	2.76%
Lab Fees	80,660	6.48%	92,544	7.57%
Drugs and Supplies	99,760	8.01%	91,813	7.51%
Office Supplies/Expense	27,008	2.16%	24,933	2.03%
Total Direct Costs	517,440	41.56%	503,225	41.15%
Gross Profit	727,569	58.44%	719,635	58.85%
Fixed Expenses				
Legal and Accounting	23,020	1.85%	22,057	1.80%
Advertising and Promotion	28,288	2.27%	30,932	2.53%
Consultant Fees	7,578	0.61%	4,680	0.38%
Continuing Education	6,068	0.49%	6,617	0.54%
Credit Card and Bank Fees	17,070	1.37%	16,899	1.38%
Dues and Subscriptions	4,478	0.36%	4,030	0.33%
Insurance Practice	20,313	1.63%	20,405	1.67%
Meals and Entertainment	1,702	0.14%	1,842	0.15%
Pension Admin	5,049	0.41%	5,118	0.42%
Repairs and Maintenance	9,961	0.80%	9,749	0.80%
Rent	51,629	4.15%	51,903	4.24%
Licenses and Taxes	13,653	1.10%	11,987	0.98%
Telephone and Utilities	16,469	1.32%	16,338	1.34%
Travel and Lodging	11,240	0.90%	12,069	0.99%
Other Fixed Costs	14,001	1.12%	14,243	1.17%
Total Administrative Costs	230,519	18.52%	228,869	18.72%
Net Income (Before Non-Operating and Doctor Costs)	\$497,050	39.92%	\$490,766	40.13%

General Dentist 2 Doctor Practice

	2015 YEAR END		2014 YEAR END	
GROSS RECEIPTS	\$2,186,863	100.00%	\$2,096,648	100.00%
Direct Expenses				
Salaries - Office	142,283	6.51%	130,385	6.22%
Salaries - Hygiene	205,242	9.39%	200,641	9.57%
Salaries - Chairsides/Other	146,720	6.71%	130,968	6.25%
Payroll Tax Expense	46,500	2.13%	44,341	2.11%
Lab Fees	128,402	5.87%	129,674	6.18%
Drugs and Supplies	156,742	7.17%	141,570	6.75%
Office Supplies/Expense	33,883	1.54%	33,323	1.60%
Total Direct Costs	859,772	39.32%	810,902	38.68%
Gross Profit	1,327,091	60.68%	1,285,746	61.32%
Fixed Expenses				
Legal and Accounting	21,617	0.99%	22,762	1.09%
Advertising and Promotion	42,289	1.93%	36,397	1.74%
Consultant Fees	10,348	0.47%	8,173	0.39%
Continuing Education	7,601	0.35%	5,849	0.28%
Credit Card and Bank Fees	28,683	1.31%	25,792	1.23%
Dues and Subscriptions	4,373	0.20%	3,826	0.18%
Insurance Practice	25,438	1.16%	24,270	1.16%
Meals and Entertainment	2,823	0.13%	3,097	0.15%
Pension Admin	6,089	0.28%	5,822	0.28%
Repairs and Maintenance	14,812	0.68%	15,496	0.74%
Rent	92,642	4.24%	88,530	4.22%
Licenses and Taxes	14,813	0.68%	15,165	0.72%
Telephone and Utilities	20,583	0.94%	20,396	0.97%
Travel and Lodging	6,059	0.28%	5,221	0.25%
Other Fixed Costs	19,469	0.88%	19,161	0.91%
Total Administrative Costs	317,639	14.52%	299,957	14.31%
Net Income (Before Non-Operating and Doctor Costs)	\$1,009,452	46.16%	\$985,789	47.01%

General Dentist 3 Doctor Practice

	2015 YEAR END		2014 YEAR END	
GROSS RECEIPTS	\$3,245,756	100.00%	\$3,231,989	100.00%
Direct Expenses				
Salaries - Office	217,258	6.69%	214,031	6.62%
Salaries - Hygiene	313,110	9.65%	311,839	9.65%
Salaries - Chairside/Other	240,224	7.40%	224,629	6.95%
Payroll Tax Expense	71,713	2.21%	67,204	2.08%
Lab Fees	181,485	5.59%	192,142	5.95%
Drugs and Supplies	229,369	7.07%	226,962	7.02%
Office Supplies/Expense	48,887	1.51%	46,983	1.45%
Total Direct Costs	1,302,046	40.12%	1,283,790	39.72%
Gross Profit	1,943,710	59.88%	1,948,199	60.28%
Fixed Expenses				
Legal and Accounting	30,910	0.95%	27,607	0.85%
Advertising and Promotion	71,110	2.19%	78,876	2.44%
Consultant Fees	7,486	0.23%	9,965	0.31%
Continuing Education	11,644	0.36%	6,234	0.19%
Credit Card and Bank Fees	38,760	1.19%	37,039	1.15%
Dues and Subscriptions	4,838	0.15%	4,889	0.15%
Insurance Practice	35,520	1.09%	32,617	1.01%
Meals and Entertainment	4,944	0.15%	6,070	0.19%
Pension Admin	6,400	0.20%	6,743	0.21%
Repairs and Maintenance	24,068	0.74%	20,480	0.63%
Rent	127,273	3.92%	137,015	4.24%
Licenses and Taxes	22,529	0.69%	19,491	0.60%
Telephone and Utilities	25,445	0.78%	25,123	0.78%
Travel and Lodging	9,121	0.28%	5,570	0.17%
Other Fixed Costs	25,216	0.80%	25,859	0.80%
Total Administrative Costs	445,264	13.72%	443,578	13.72%
Net Income (Before Non-Operating and Doctor Costs)	\$1,498,446	46.16%	\$1,504,621	46.56%

General Dentist 4+ Doctor Practice

	2015 YEAR END		2014 YEAR END	
GROSS RECEIPTS	\$3,847,027	100.00%	\$3,514,368	100.00%
Direct Expenses				
Salaries - Office	240,524	6.25%	239,318	6.81%
Salaries - Hygiene	362,721	9.43%	329,225	9.37%
Salaries - Chairside/Other	307,435	7.99%	248,559	7.07%
Payroll Tax Expense	84,344	2.19%	73,461	2.09%
Lab Fees	223,748	5.82%	259,264	7.38%
Drugs and Supplies	250,967	6.52%	223,078	6.35%
Office Supplies/Expense	66,292	1.72%	56,495	1.60%
Total Direct Costs	1,536,031	39.92%	1,429,400	40.67%
Gross Profit	2,310,996	60.08%	2,084,968	59.33%
Fixed Expenses				
Legal and Accounting	28,074	0.73%	26,391	0.75%
Advertising and Promotion	67,451	1.75%	53,271	1.52%
Consultant Fees	14,301	0.37%	13,967	0.40%
Continuing Education	4,695	0.12%	4,559	0.13%
Credit Card and Bank Fees	45,898	1.19%	45,247	1.29%
Dues and Subscriptions	6,472	0.17%	4,929	0.14%
Insurance Practice	29,612	0.77%	19,447	0.55%
Meals and Entertainment	4,776	0.12%	4,025	0.11%
Pension Admin	6,022	0.16%	4,367	0.12%
Repairs and Maintenance	19,792	0.51%	22,836	0.65%
Rent	158,558	4.12%	139,418	3.97%
Licenses and Taxes	21,568	0.56%	17,364	0.49%
Telephone and Utilities	29,525	0.77%	29,392	0.84%
Travel and Lodging	4,481	0.12%	5,433	0.15%
Other Fixed Costs	30,575	0.80%	28,324	0.81%
Total Administrative Costs	471,800	12.26%	418,970	11.92%
Net Income (Before Non-Operating and Doctor Costs)	1,839,196	47.82%	\$1,665,998	47.41%

Pediatric Dentist 1 Doctor Practice

	2015 YEAR END		2014 YEAR END	
GROSS RECEIPTS	\$1,313,507	100.00%	\$1,434,134	100.00%
Direct Expenses				
Salaries - Office	105,978	8.07%	124,469	8.68%
Salaries - Hygiene	65,299	4.97%	67,771	4.73%
Salaries - Chairside/Other	116,485	8.87%	115,117	8.03%
Payroll Tax Expense	37,853	2.88%	45,433	3.17%
Lab Fees	3,875	0.30%	2,750	0.19%
Drugs and Supplies	87,385	6.65%	75,320	5.25%
Office Supplies/Expense	35,428	2.69%	35,355	2.47%
Total Direct Costs	452,303	34.43%	466,215	32.51%
Gross Profit	861,204	65.57%	967,919	67.49%
Fixed Expenses				
Legal and Accounting	19,222	1.46%	20,441	1.43%
Advertising and Promotion	23,095	1.76%	28,146	1.96%
Consultant Fees	2,385	0.18%	3,462	0.24%
Continuing Education	2,976	0.23%	3,115	0.22%
Credit Card and Bank Fees	10,270	0.78%	9,995	0.70%
Dues and Subscriptions	5,026	0.38%	4,942	0.34%
Insurance Practice	22,109	1.68%	24,283	1.69%
Meals and Entertainment	3,150	0.24%	2,614	0.18%
Pension Admin	4,294	0.33%	3,675	0.26%
Repairs and Maintenance	7,027	0.53%	6,653	0.46%
Rent	72,361	5.51%	89,452	6.24%
Licenses and Taxes	14,923	1.14%	11,013	0.77%
Telephone and Utilities	18,133	1.38%	22,023	1.54%
Travel and Lodging	12,403	0.94%	12,380	0.86%
Other Fixed Costs	16,484	1.26%	20,443	1.42%
Total Administrative Costs	233,858	17.80%	262,637	18.31%
Net Income (Before Non-Operating and Doctor Costs)	\$627,346	47.77%	\$705,282	49.18%

Pediatric Dentist 2 Doctor Practice

	2015 YEAR END		2014 YEAR END	
GROSS RECEIPTS	\$2,498,088	100.00%	\$2,250,819	100.00%
Direct Expenses				
Salaries - Office	164,629	6.59%	170,035	7.55%
Salaries - Hygiene	141,991	5.68%	139,972	6.22%
Salaries - Chairside/Other	210,671	8.43%	182,819	8.12%
Payroll Tax Expense	48,830	1.95%	46,243	2.05%
Lab Fees	16,088	0.64%	6,382	0.28%
Drugs and Supplies	139,383	5.58%	126,141	5.60%
Office Supplies/Expense	43,639	1.76%	42,999	1.93%
Total Direct Costs	765,231	30.63%	714,591	31.75%
Gross Profit	1,732,857	69.37%	1,536,228	68.25%
Fixed Expenses				
Legal and Accounting	30,329	1.21%	25,362	1.13%
Advertising and Promotion	45,917	1.84%	39,204	1.74%
Consultant Fees	5,846	0.23%	16,191	0.72%
Continuing Education	5,212	0.21%	3,028	0.13%
Credit Card and Bank Fees	18,582	0.74%	17,423	0.77%
Dues and Subscriptions	6,184	0.25%	5,337	0.24%
Insurance Practice	30,170	1.21%	29,971	1.33%
Meals and Entertainment	3,990	0.16%	4,028	0.18%
Pension Admin	8,813	0.35%	9,070	0.40%
Repairs and Maintenance	11,641	0.47%	12,032	0.53%
Rent	117,616	4.71%	92,438	4.11%
Licenses and Taxes	19,616	0.79%	13,788	0.61%
Telephone and Utilities	27,926	1.12%	25,022	1.11%
Travel and Lodging	6,642	0.27%	7,492	0.33%
Other Fixed Costs	26,895	1.07%	28,003	1.26%
Total Administrative Costs	365,379	14.63%	328,389	14.59%
Net Income (Before Non-Operating and Doctor Costs)	\$1,367,478	54.74%	\$1,207,839	53.66%

Pediatric Dentist 3+ Doctor Practice

	2015 YEAR END		2014 YEAR END	
GROSS RECEIPTS	\$3,645,801	100.00%	\$3,743,368	100.00%
Direct Expenses				
Salaries - Office	303,700	8.33%	261,294	6.98%
Salaries - Hygiene	178,059	4.88%	145,323	3.88%
Salaries - Chairside/Other	324,112	8.89%	262,352	7.01%
Payroll Tax Expense	80,328	2.20%	84,633	2.26%
Lab Fees	15,957	0.44%	16,633	0.44%
Drugs and Supplies	199,622	5.48%	207,252	5.54%
Office Supplies/Expense	62,589	1.72%	67,277	1.80%
Total Direct Costs	1,164,367	31.94%	1,044,764	27.91%
Gross Profit	2,481,434	68.06%	2,698,604	72.09%
Fixed Expenses				
Legal and Accounting	28,612	0.78%	30,241	0.81%
Advertising and Promotion	59,164	1.62%	59,359	1.59%
Consultant Fees	9,986	0.27%	9,960	0.27%
Continuing Education	4,651	0.13%	4,609	0.12%
Credit Card and Bank Fees	22,777	0.62%	23,690	0.63%
Dues and Subscriptions	7,243	0.20%	7,545	0.20%
Insurance Practice	51,684	1.42%	52,519	1.40%
Meals and Entertainment	5,687	0.16%	5,956	0.16%
Pension Admin	6,806	0.19%	7,787	0.21%
Repairs and Maintenance	17,796	0.49%	21,586	0.58%
Rent	176,047	4.83%	187,677	5.01%
Licenses and Taxes	26,380	0.72%	23,737	0.63%
Telephone and Utilities	42,085	1.15%	45,275	1.21%
Travel and Lodging	7,786	0.21%	11,153	0.30%
Other Fixed Costs	31,126	0.86%	39,799	1.06%
Total Administrative Costs	497,830	13.65%	530,893	14.18%
Net Income (Before Non-Operating and Doctor Costs)	1,983,604	54.41%	\$2,167,711	57.91%

Orthodontist 1 Doctor Practice

	2015 YEAR END		2014 YEAR END	
GROSS RECEIPTS	\$1,797,347	100.00%	\$1,638,562	100.00%
Direct Expenses				
Salaries - Office	125,164	6.96%	114,646	7.00%
Salaries - Chairside/Other	202,139	11.25%	177,078	10.81%
Payroll Tax Expense	40,035	2.23%	38,923	2.38%
Lab Fees	62,529	3.48%	42,649	2.60%
Drugs and Supplies	158,981	8.85%	141,653	8.64%
Office Supplies/Expense	47,446	2.63%	48,080	2.93%
Total Direct Costs	636,294	35.40%	563,029	34.36%
Gross Profit	1,161,053	64.60%	1,075,533	65.64%
Fixed Expenses				
Legal and Accounting	22,290	1.24%	21,381	1.30%
Advertising and Promotion	64,020	3.56%	50,345	3.07%
Consultant Fees	6,932	0.39%	5,629	0.34%
Continuing Education	5,681	0.32%	6,085	0.37%
Credit Card and Bank Fees	27,553	1.53%	25,917	1.58%
Dues and Subscriptions	6,752	0.38%	6,791	0.41%
Insurance Practice	22,055	1.23%	23,519	1.44%
Meals and Entertainment	3,127	0.17%	2,919	0.18%
Pension Admin	5,156	0.29%	5,123	0.31%
Repairs and Maintenance	15,703	0.87%	12,591	0.77%
Rent	112,617	6.27%	106,155	6.48%
Licenses and Taxes	12,896	0.72%	12,318	0.75%
Telephone and Utilities	27,159	1.51%	28,336	1.73%
Travel and Lodging	15,341	0.85%	13,507	0.82%
Other Fixed Costs	26,163	1.45%	24,107	1.49%
Total Administrative Costs	373,445	20.78%	344,723	21.04%
Net Income (Before Non-Operating and Doctor Costs)	\$787,608	43.82%	\$730,810	44.60%

Orthodontist 2 Doctor Practice

	2015 YEAR END		2014 YEAR END	
GROSS RECEIPTS	\$2,971,570	100.00%	\$2,106,552	100.00%
Direct Expenses				
Salaries - Office	235,395	7.92%	204,132	9.69%
Salaries - Chairside/Other	295,958	9.96%	208,397	9.89%
Payroll Tax Expense	60,527	2.04%	47,447	2.25%
Lab Fees	111,695	3.76%	86,302	4.10%
Drugs and Supplies	225,707	7.60%	188,536	8.95%
Office Supplies/Expense	56,310	1.89%	47,336	2.25%
Total Direct Costs	985,592	33.17%	782,150	37.13%
Gross Profit	1,985,978	66.83%	1,324,402	62.87%
Fixed Expenses				
Legal and Accounting	24,243	0.82%	20,499	0.97%
Advertising and Promotion	92,309	3.11%	52,255	2.48%
Consultant Fees	18,866	0.63%	8,708	0.41%
Continuing Education	6,313	0.21%	2,303	0.11%
Credit Card and Bank Fees	43,475	1.46%	42,779	2.03%
Dues and Subscriptions	9,359	0.31%	8,080	0.38%
Insurance Practice	41,949	1.41%	19,374	0.92%
Meals and Entertainment	6,330	0.21%	4,031	0.19%
Pension Admin	6,890	0.23%	4,074	0.19%
Repairs and Maintenance	24,266	0.82%	20,713	0.98%
Rent	167,208	5.63%	92,230	4.38%
Licenses and Taxes	41,601	1.40%	20,905	0.99%
Telephone and Utilities	31,588	1.06%	26,961	1.28%
Travel and Lodging	16,752	0.56%	12,632	0.60%
Other Fixed Costs	38,154	1.30%	30,679	1.47%
Total Administrative Costs	569,303	19.16%	366,223	17.38%
Net Income (Before Non-Operating and Doctor Costs)	\$1,416,675	47.67%	\$958,179	45.49%

Periodontist 1 Doctor Practice

	2015 YEAR END		2014 YEAR END	
GROSS RECEIPTS	\$1,589,437	100.00%	\$1,528,621	100.00%
Direct Expenses				
Salaries - Office	89,969	5.66%	86,025	5.63%
Salaries - Hygiene	72,492	4.56%	69,027	4.52%
Salaries - Chairside/Other	88,189	5.55%	80,301	5.25%
Payroll Tax Expense	33,738	2.12%	33,887	2.22%
Lab Fees	21,278	1.34%	17,560	1.15%
Drugs and Supplies	126,898	7.98%	138,103	9.03%
Office Supplies/Expense	34,313	2.16%	31,296	2.04%
Total Direct Costs	<u>466,877</u>	<u>29.37%</u>	<u>456,199</u>	<u>29.84%</u>
Gross Profit	1,122,560	70.63%	1,072,422	70.16%
Fixed Expenses				
Legal and Accounting	19,576	1.23%	20,165	1.32%
Advertising and Promotion	19,345	1.22%	22,810	1.49%
Consultant Fees	2,304	0.14%	956	0.06%
Continuing Education	3,359	0.21%	3,941	0.26%
Credit Card and Bank Fees	27,818	1.75%	24,250	1.59%
Dues and Subscriptions	5,009	0.32%	5,732	0.37%
Insurance Practice	21,936	1.38%	24,061	1.57%
Meals and Entertainment	640	0.04%	548	0.04%
Pension Admin	7,186	0.45%	6,153	0.40%
Repairs and Maintenance	6,724	0.42%	4,782	0.31%
Rent	109,184	6.87%	94,401	6.18%
Licenses and Taxes	9,712	0.61%	10,661	0.70%
Telephone and Utilities	15,884	1.00%	17,747	1.16%
Travel and Lodging	31,668	1.99%	24,048	1.57%
Other Fixed Costs	14,482	0.92%	18,476	1.21%
Total Administrative Costs	<u>294,827</u>	<u>18.55%</u>	<u>278,731</u>	<u>18.23%</u>
Net Income	<u>\$827,733</u>	<u>52.08%</u>	<u>\$793,691</u>	<u>51.93%</u>
(Before Non-Operating and Doctor Costs)				

Periodontist 2 Doctor Practice

	2015 YEAR END		2014 YEAR END	
GROSS RECEIPTS	\$1,929,215	100.00%	\$2,611,179	100.00%
Direct Expenses				
Salaries - Office	72,356	3.75%	141,368	5.41%
Salaries - Hygiene	131,662	6.82%	198,341	7.60%
Salaries - Chairside/Other	178,068	9.23%	148,486	5.69%
Payroll Tax Expense	31,786	1.65%	43,161	1.65%
Lab Fees	70,969	3.68%	60,181	2.30%
Drugs and Supplies	230,922	11.97%	331,020	12.68%
Office Supplies/Expense	36,914	1.91%	38,051	1.46%
Total Direct Costs	<u>752,677</u>	<u>39.01%</u>	<u>960,608</u>	<u>36.79%</u>
Gross Profit	1,176,538	60.99%	1,650,571	63.21%
Fixed Expenses				
Legal and Accounting	28,404	1.47%	20,771	0.80%
Advertising and Promotion	5,326	0.28%	53,305	2.04%
Consultant Fees	-	0.00%	5,772	0.22%
Continuing Education	15,451	0.80%	3,095	0.12%
Credit Card and Bank Fees	35,253	1.83%	62,804	2.41%
Dues and Subscriptions	4,483	0.23%	2,631	0.10%
Insurance Practice	17,965	0.93%	14,832	0.57%
Meals and Entertainment	2,654	0.14%	2,059	0.08%
Pension Admin	9,643	0.50%	5,419	0.21%
Repairs and Maintenance	19,062	0.99%	13,276	0.51%
Rent	65,792	3.41%	76,458	2.93%
Licenses and Taxes	5,048	0.26%	7,293	0.28%
Telephone and Utilities	17,013	0.88%	21,176	0.81%
Travel and Lodging	2,586	0.13%	4,648	0.18%
Other Fixed Costs	49,654	2.58%	30,915	1.17%
Total Administrative Costs	<u>278,334</u>	<u>14.43%</u>	<u>324,454</u>	<u>12.43%</u>
Net Income	<u>\$898,204</u>	<u>46.56%</u>	<u>\$1,326,117</u>	<u>50.78%</u>
(Before Non-Operating and Doctor Costs)				

Oral Surgery 1 Doctor Practice

	2015 YEAR END		2014 YEAR END	
GROSS RECEIPTS	\$2,006,870	100.00%	\$2,209,263	100.00%
Direct Expenses				
Salaries - Office	174,901	8.72%	204,384	9.25%
Salaries - Chairside/Other	158,797	7.91%	153,505	6.95%
Payroll Tax Expense	44,309	2.21%	52,766	2.39%
Lab Fees	36,768	1.83%	24,388	1.10%
Drugs and Supplies	236,038	11.76%	307,549	13.92%
Office Supplies/Expense	47,976	2.39%	53,967	2.45%
Total Direct Costs	698,789	34.82%	796,559	36.06%
Gross Profit	1,308,081	65.18%	1,412,704	63.94%
Fixed Expenses				
Legal and Accounting	26,027	1.30%	26,657	1.21%
Advertising and Promotion	49,031	2.44%	38,493	1.74%
Consultant Fees/"All of 4" Fees to Dentists	32,476	1.62%	108,388	4.91%
Continuing Education	6,763	0.34%	3,080	0.14%
Credit Card and Bank Fees	33,089	1.65%	30,248	1.37%
Dues and Subscriptions	8,638	0.43%	8,780	0.40%
Insurance Practice	33,282	1.66%	36,602	1.66%
Meals and Entertainment	4,272	0.21%	4,434	0.20%
Pension Admin	4,024	0.20%	3,466	0.16%
Repairs and Maintenance	14,508	0.72%	13,359	0.60%
Rent	109,626	5.46%	96,679	4.38%
Licenses and Taxes	42,626	2.12%	24,197	1.10%
Telephone and Utilities	25,133	1.25%	22,904	1.04%
Travel and Lodging	15,751	0.78%	32,779	1.48%
Other Fixed Costs	16,908	0.85%	11,780	0.51%
Total Administrative Costs	422,154	21.03%	461,846	20.90%
Net Income (Before Non-Operating and Doctor Costs)	\$885,927	44.15%	\$950,858	43.04%

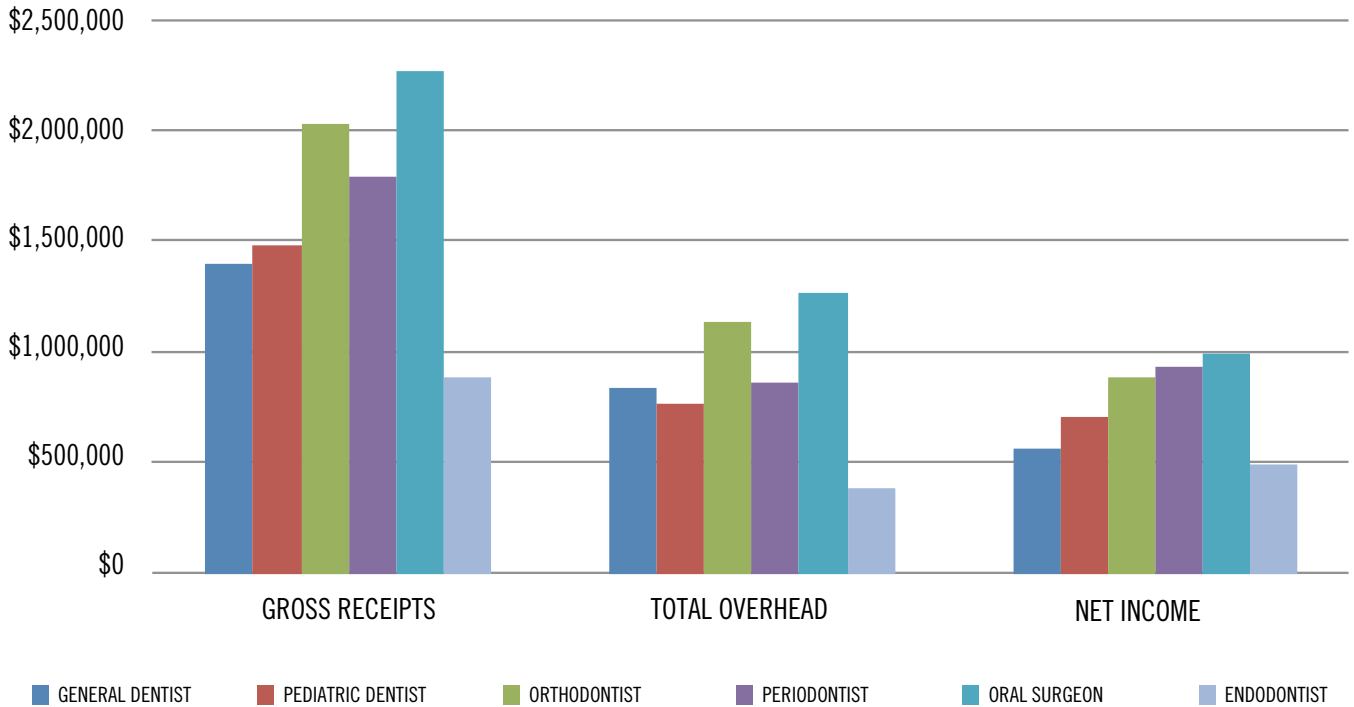
Oral Surgery 2 Doctor Practice

	2015 YEAR END		2014 YEAR END	
GROSS RECEIPTS	\$4,080,148	100.00%	\$3,574,407	100.00%
Direct Expenses				
Salaries - Office	416,631	10.21%	344,464	9.64%
Salaries - Chairside/Other	249,034	6.10%	208,719	5.84%
Payroll Tax Expense	68,777	1.69%	56,450	1.58%
Lab Fees	26,880	0.66%	44,835	1.25%
Drugs and Supplies	331,333	8.12%	432,826	12.11%
Office Supplies/Expense	79,112	1.94%	87,613	2.45%
Total Direct Costs	<u>1,171,767</u>	<u>28.72%</u>	<u>1,174,907</u>	<u>32.87%</u>
Gross Profit	2,908,381	71.28%	2,399,500	67.13%
Fixed Expenses				
Legal and Accounting	34,989	0.86%	36,628	1.02%
Advertising and Promotion	43,013	1.05%	46,697	1.31%
Consultant Fees/"All of 4" Fees to Dentists	21,746	0.53%	11,340	0.32%
Continuing Education	9,439	0.23%	12,927	0.36%
Credit Card and Bank Fees	43,967	1.08%	43,106	1.21%
Dues and Subscriptions	16,433	0.40%	12,538	0.35%
Insurance Practice	72,855	1.79%	73,667	2.06%
Meals and Entertainment	2,824	0.07%	4,790	0.13%
Pension Admin	4,894	0.12%	8,440	0.24%
Repairs and Maintenance	8,438	0.21%	11,265	0.32%
Rent	161,613	3.96%	148,114	4.14%
Licenses and Taxes	15,746	0.39%	13,229	0.37%
Telephone and Utilities	30,265	0.74%	26,579	0.74%
Travel and Lodging	25,068	0.61%	24,372	0.68%
Other Fixed Costs	35,632	0.87%	21,815	0.61%
Total Administrative Costs	<u>526,922</u>	<u>12.91%</u>	<u>495,507</u>	<u>13.86%</u>
Net Income	<u>\$2,381,459</u>	<u>58.37%</u>	<u>\$1,903,993</u>	<u>53.27%</u>
(Before Non-Operating and Doctor Costs)				

Endodontist 1 Doctor Practice

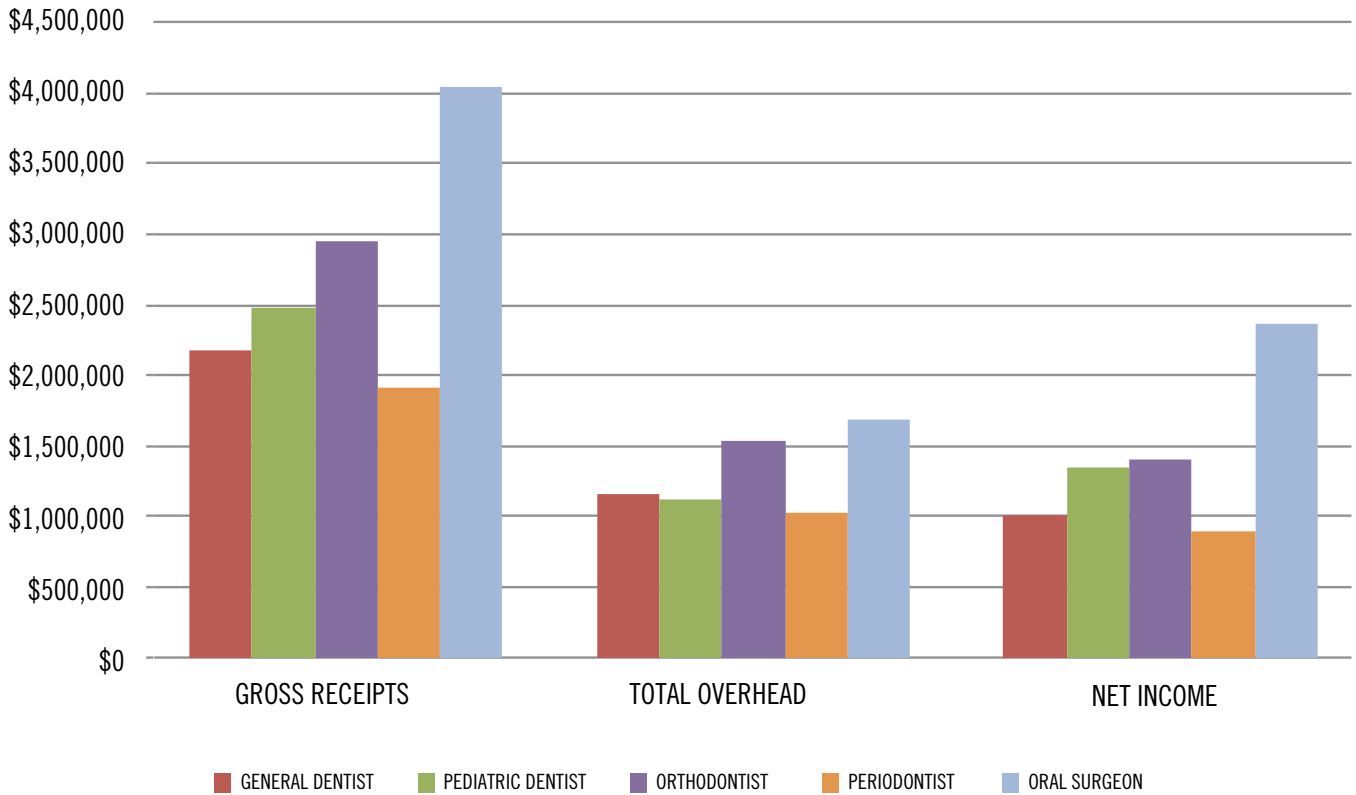
	2015 YEAR END		2014 YEAR END	
GROSS RECEIPTS	\$786,503	100.00%	\$891,932	100.00%
Direct Expenses				
Salaries - Office	59,158	7.52%	72,116	8.09%
Salaries - Chairside/Other	56,696	7.21%	68,028	7.63%
Payroll Tax Expense	19,600	2.49%	24,514	2.75%
Lab Fees	77	0.01%	383	0.04%
Drugs and Supplies	58,302	7.41%	78,285	8.78%
Office Supplies/Expense	20,144	2.55%	22,279	2.49%
Total Direct Costs	213,977	27.19%	265,605	29.78%
Gross Profit	572,526	72.81%	626,327	70.22%
Fixed Expenses				
Legal and Accounting	17,935	2.28%	18,733	2.10%
Advertising and Promotion	10,965	1.39%	14,314	1.60%
Consultant Fees	-	0.00%	33	0.00%
Continuing Education	1,104	0.14%	1,801	0.20%
Credit Card and Bank Fees	10,547	1.34%	15,404	1.73%
Dues and Subscriptions	4,604	0.59%	7,627	0.86%
Insurance Practice	11,025	1.40%	14,790	1.66%
Meals and Entertainment	3,044	0.39%	2,586	0.29%
Pension Admin	3,319	0.42%	3,578	0.40%
Repairs and Maintenance	6,908	0.88%	6,666	0.75%
Rent	31,627	4.02%	28,239	3.17%
Licenses and Taxes	5,033	0.64%	5,455	0.61%
Telephone and Utilities	15,434	1.96%	16,973	1.90%
Travel and Lodging	6,757	0.86%	3,678	0.41%
Other Fixed Costs	5,397	0.69%	7,208	0.80%
Total Administrative Costs	133,699	17.00%	147,085	16.48%
Net Income (Before Non-Operating and Doctor Costs)	\$438,827	55.81%	\$479,242	53.74%

Average Revenue and Overhead for 1 Doctor Practices in 2015



2015	GROSS RECEIPTS \$	TOTAL OVERHEAD \$	% OVERHEAD	NET INCOME \$	% NET INCOME
GENERAL DENTIST	1,245,009	747,959	60.08%	497,050	39.92%
PEDIATRIC DENTIST	1,313,507	686,161	52.23%	627,346	47.77%
ORTHODONTIST	1,797,347	1,009,739	56.18%	787,608	43.82%
PERIODONTIST	1,589,437	761,704	47.92%	827,733	52.08%
ORAL SURGEON	2,006,870	1,120,943	55.85%	885,927	44.15%
ENDODONTIST	786,503	347,676	44.19%	438,827	55.81%

Average Revenue and Overhead for 2 Doctor Practices in 2015



2015	GROSS RECEIPTS \$	TOTAL OVERHEAD \$	% OVERHEAD	NET INCOME \$	% NET INCOME
GENERAL DENTIST	2,186,863	1,177,411	53.84%	1,009,452	46.16%
PEDIATRIC DENTIST	2,498,088	1,130,610	45.26%	1,367,478	54.74%
ORTHODONTIST	2,971,570	1,554,895	52.33%	1,416,675	47.67%
PERIODONTIST	1,929,215	1,031,011	53.44%	898,204	46.56%
ORAL SURGEON	4,080,148	1,698,689	41.63%	2,381,459	58.37%



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