

2014-2015 GP DENTAL PRACTICE FINANCIAL SURVEY RESULTS

	Based On Gross Productions	Based On Net Collections	Mean Range
PRODUCTION AND COLLECTIONS			
DENTIST PRODUCTION	75.0%		
HYGIENE PRODUCTION	24.9%		
GROSS PRODUCTION	100.0%		
NET PRODUCTION	85.6%		
NET COLLECTIONS (AFTER REFUNDS)	84.2%	100.0%	
PERSONNEL COSTS:			
ASSISTANTS	6.0%	7.1%	6-8%
HYGIENE	8.4%	10.0%	8-10%
FRONT DESK	6.4%	7.6%	6-8%
ADMINISTRATIVE	0.3%	0.4%	
PAYROLL TAXES	1.7%	2.1%	2.0%
BENEFITS	1.2%	1.5%	1.5%
TRAINING & EDUCATION	0.1%	0.1%	
TOTAL STAFF COSTS	24.4%	29.0%	25-29%
FACILITY COSTS:			
OFFICE CLEANING/JANITORIAL	0.1%	0.2%	
RENT	4.5%	5.4%	5-6%
REPAIRS & MAINT-FACILITY	0.3%	0.3%	
SECURITY	0.0%	0.0%	
UTILITIES	0.5%	0.6%	
TOTAL FACILITY COSTS	5.5%	6.6%	6-7%
CLINICAL COSTS:			
DENTAL SUPPLIES	5.8%	6.8%	6-8%
LAB EXPENSE	4.8%	5.7%	5-7%
TOTAL CLINICAL COSTS	10.6%	12.6%	11-13%
OTHER COSTS:			
ADVERTISING & PROMOTION	1.6%	2.0%	2.0%
COLLECTION/BANK CHARGES	1.0%	1.2%	1.5%
COMPUTER/INTERNET EXPENSES	0.6%	0.7%	
INSURANCE-GENERAL	0.7%	0.8%	
OFFICE EXP/SUPPLY/POSTAGE	1.2%	1.4%	1.5%
PROF/OUTSOURCED SERVICES	1.8%	2.1%	2.0%
REPAIRS & MAINT	0.2%	0.3%	
TELEPHONE	0.5%	0.6%	
ALL OTHER	2.0%	2.4%	2.5%
TOTAL OTHER COSTS	9.9%	11.8%	10-12%
TOTAL OVERHEAD COSTS	50.6%	60.1%	51 - 60%
RATIO OF GENERAL DENTISTRY PRODUCTION TO HYGIENE GROSS PRODUCTION	3.1	2.6	3.0
RATIO OF HYGIENE PRODUCTION TO HYGIENE COSTS	3.0		3.0