

Overhead Analysis of Anonymous Offices

Pt. Day	Total Gross Collections for the Year	Full & Partial Starts	New Pt. Exams	Staff Wages on W-2	Staff Benefits	Ortho Supplies	Office Supplies & Postage	Marketing & Promos	Legal & Acct'ing	Rent & Utilities	Clinical Services <i>Digital Models, Align Fees, SureSmile IBraces</i>	Trans. Fees <i>Credit Card, Payroll, Bank Drafts</i>	Lab & Lab Wages	# of Active
ONE DOCTOR PRACTICES														
186	\$375,783	98	283	13.2		3.4	.9	2.3	1.8	9.5			.5	154
129	\$769,954	244	627	21.3	1.0		3.4	5.1	1.2	4.2			13.3	704
184	\$843,630	224	543	7.8		9.6	.5						3.5	450
145	\$866,823	214	370	20.4		8.0	1.6	6.9	1.6	8.8			2.7	400
190	\$985,073			21.1	1.8	6.4	1.4	6.1	2.4	4.2			2.1	385
138	\$1,053,604	196	482	14.8	.2	6.7	1.9	3.2	.9	5.6			8.0	356
189	\$1,258,605	287	503	17.6	2.9	6.5	1.4	1.8	.6	6.8			2.0	448
192	\$1,307,000	278	475	20.2	1.2	8.0	2.5	3.1	1.4	7.3			1.9	643
215	\$1,392,551	370	637	24.2	1.0	7.4	.5	.7					2.8	1,126
140	\$1,577,807	348	401	19.7	3.4	10.0	.8	2.0		4.2			3.0	656
174	\$1,644,330	365	632	16.7	1.5	7.1	2.5	3.3		4.4			2.3	692
188	\$1,666,799	346	669	16.7	1.0									750
167	\$1,841,200	481	596	15.6	1.0	7.1	2.2	.6	2.9	5.2			4.3	885
141	\$2,048,282	608	791	12.6	1.0	9.1	1.7	2.9	.9	4.1			.2	753
	\$3,004,062	826		19.2	1.0	9.2	2.6	4.6	2.8	5.6			2.0	
188	\$3,299,235	898	1,168	17.3	.9	6.6	5.3	.2	.4	2.8			1.1	2,036
162	\$3,532,264	780	1,177	16.0	3.7	4.1	2.4	2.0		4.0			7.0	1,280
185	\$4,558,985	1,313	1,578	11.0	1.0	7.7	.3	.6		.2			1.2	2,415
AVERAGES														
171	\$1,779,221	463	683	16.9	1.5	7.3	1.9	2.8	1.5	5.1			3.4	831
TWO DOCTOR PRACTICES														
186	\$912,000	250	164	29.7	.1	21.7	.9		.3	6.5				595
181	\$1,341,276	298	603	26.0	3.7	5.7	1.3	2.6	2.3	7.4			3.8	926
324	\$1,847,597	458	506	22.9	6.1	6.1	.8	1.4	2.1	5.0			2.9	1,256
290	\$2,323,288	638	946	20.7	2.0	7.3	1.4	1.5	1.5	8.7			1.5	1,031
AVERAGES														
245	\$1,606,040	411	555	24.8	3.0	10.2	1.1	1.4	1.5	6.9			2.0	952