



2018 DENTAL SURVEY



| <u>ANNUAL PAYROLL COSTS</u> | <u>2018 AVERAGE</u> | <u>2017 AVERAGE</u> | <u>AVERAGE # OF STAFF</u> |
|---|-------------------------------------|-------------------------------------|-------------------------------|
| ANNUAL SALARY OF FRONT OFFICE (RATE PER HOUR) | \$19.01 | \$19.46 | 2 |
| ANNUAL SALARY OF CHAIRSIDE ASST. (RATE PER HOUR) | \$17.44 | \$17.83 | 2 |
| ANNUAL SALARY OF HYGIENIST (RATE PER DAY) | \$320.44 | \$308.00 | 2 |
| HYGIENIST DAILY HOURS | 7.75 | 8 | |
| <u>ANNUAL OVERHEAD EXPENSES</u> | <u>% OF GROSS RECEIPTS 2018</u> | <u>% OF GROSS RECEIPTS 2017</u> | |
| FRONT OFFICE | 5.87% | 6.17% | |
| CHAIRSIDE ASSISTANT | 7.21% | 7.73% | |
| HYGIENIST | 11.36% | 11.13% | |
| EMPLOYEE BENEFITS | 3.74% | 3.93% | |
| DENTAL SUPPLIES | 7.55% | 7.70% | |
| LAB FEES | 5.36% | 4.68% | |
| ADVERTISING | 1.38% | 1.89% | |
| OCCUPANCY EXPENSE | 11.68% | 12.39% | |
| ADMINISTRATIVE EXPENSE | 6.25% | 7.10% | |
| Total Overhead | 60.40% | 62.72% | |

2018 DENTAL FEES

| <u>CODE</u> | <u>PROCEDURE</u> | <u>LOW</u> | <u>HIGH</u> | <u>2018 AVERAGE</u> | <u>2017 AVERAGE</u> | <u>% INCREASE/DECREASE</u> |
|-------------|--------------------------------|------------|-------------|-------------------------|-------------------------|--------------------------------|
| 0120 | PERIODIC ORAL EXAM | 34 | 120 | 52 | 50 | 4% |
| 0140 | LIMITED ORAL EVALUATION | 33 | 101 | 72 | 72 | 0% |
| 0150 | COMPREHENSIVE ORAL EVAL | 50 | 325 | 87 | 83 | 5% |
| 0160 | DETAILED & EXTENSIVE ORAL EVAL | 25 | 173 | 132 | 131 | 1% |
| 0180 | COMP PERIODONTAL EVAL | 25 | 134 | 89 | 86 | 3% |
| 0210 | COMPLETE SERIES | 88 | 177 | 127 | 126 | 1% |
| 0220 | FIRST FILM | 20 | 43 | 29 | 28 | 4% |
| 0230 | ADDITIONAL FILM | 11 | 43 | 24 | 24 | 0% |
| 0272 | TWO BITEWINGS | 27 | 69 | 44 | 43 | 2% |
| 0274 | FOUR BITEWINGS | 42 | 82 | 63 | 62 | 2% |
| 0330 | PANORAMIC | 75 | 250 | 111 | 106 | 5% |
| 0470 | DIAGNOSTIC CAST | 48 | 550 | 119 | 117 | 2% |
| 1110 | ADULT PROPHY | 65 | 126 | 88 | 86 | 2% |
| 1120 | PEDO PROPHY | 46 | 99 | 67 | 64 | 5% |
| 1208 | TOPICAL FLOURIDE | 20 | 50 | 35 | 36 | -3% |
| 1351 | SEALANT PER TOOTH | 35 | 72 | 53 | 52 | 2% |
| 2140 | AMALGAM 1 SURF PERM | 75 | 219 | 138 | 135 | 2% |
| 2150 | AMALGAM 2 SURF PERM | 96 | 316 | 172 | 171 | 1% |
| 2160 | AMALGAM 3 SURF PERM | 114 | 378 | 212 | 209 | 1% |
| 2330 | COMP 1 SURFACE ANTERIOR | 105 | 335 | 167 | 166 | 1% |
| 2331 | COMP 2 SURFACE ANTERIOR | 125 | 345 | 202 | 199 | 2% |
| 2332 | COMP 3 SURFACE ANTERIOR | 140 | 756 | 248 | 239 | 4% |
| 2391 | COMP 1 SURFACE POSTERIOR | 110 | 335 | 179 | 179 | 0% |
| 2392 | COMP 2 SURFACE POSTERIOR | 130 | 345 | 225 | 225 | 0% |

2018 DENTAL FEES

| <u>CODE</u> | <u>PROCEDURE</u> | <u>LOW</u> | <u>HIGH</u> | <u>2017</u> <u>AVERAGE</u> | <u>2016</u> <u>AVERAGE</u> | <u>%</u> <u>INCREASE/DECREASE</u> |
|-------------|------------------------------------|------------|-------------|-------------------------------|-------------------------------|--------------------------------------|
| 2393 | COMP 3 SURFACE POSTERIOR | 150 | 385 | 274 | 272 | 1% |
| 2643 | ONLAY-PORCELAIN/CERAMIC 3 SURFACES | 687 | 1885 | 1016 | 973 | 4% |
| 2740 | CEREC CROWN | 800 | 1460 | 1106 | 1087 | 2% |
| 2750 | PORCEL TO HIGH NOBLE | 800 | 1885 | 1097 | 1076 | 2% |
| 2751 | PORCEL TO NON PRECIOUS | 644 | 1885 | 1015 | 1008 | 1% |
| 2790 | FULL CAST HIGH NOBLE | 825 | 1885 | 1134 | 1120 | 1% |
| 2920 | RE-CEMENT CROWN | 50 | 199 | 108 | 103 | 5% |
| 2950 | BUILDUP/PINS P.R.N. | 119 | 365 | 257 | 258 | 0% |
| 2951 | PIN RENTENT EXCL AMALG | 17 | 110 | 66 | 69 | -4% |
| 2962 | PORCEL LAMINATE VENEER | 800 | 1885 | 1127 | 1113 | 1% |
| 3310 | ENDO ANTERIOR | 75 | 1000 | 702 | 713 | -2% |
| 3320 | ENDO BICUSPID | 76 | 1100 | 810 | 822 | -1% |
| 3330 | ENDO MOLAR | 515 | 1350 | 1000 | 995 | 1% |
| 4341 | ROOT PLANING QUADRANT | 150 | 425 | 247 | 244 | 1% |
| 4355 | FM DEBRIDGEMENT | 91 | 260 | 169 | 172 | -2% |
| 5110 | COMPLETE UPPER/LOWER DENTURE | 1130 | 4500 | 1676 | 1690 | -1% |
| 5213 | UPPER/LOWER PARTIAL DENTURE | 1180 | 2600 | 1664 | 1675 | -1% |
| 7140 | EXTRACTION SINGLE | 80 | 385 | 171 | 168 | 2% |
| 7210 | SURG. EXTRACTION | 145 | 405 | 264 | 263 | 0% |
| 7220 | EXT SOFT TISSUE IMP | 122 | 380 | 294 | 299 | -2% |
| 7230 | SURG EXT PART BONY IMP | 180 | 480 | 369 | 371 | -1% |
| 7240 | EXT SURG COMPLETE BONEY | 315 | 569 | 451 | 456 | -1% |
| 9110 | PALLIATIVE TREATMENT | 65 | 272 | 122 | 120 | 2% |
| 9972 | BLEACHING PER ARCH | 60 | 600 | 239 | 243 | -2% |

SQUARE FOOTAGE AND OPERATORY INFORMATION

- The average office size of those responding to the survey is **2,814 sq ft**, the largest is **6,836 sq ft** and the smallest is **1,100 sq ft**. The most frequent response was **4,000 sq ft**.
- **58%** of dentists responding to the survey own the building in which they practice.
- The average rent paid per square foot is **\$16.63**, the highest amount is **\$38.30** and the lowest is **\$6.00**.
- The average number of operatories in an office is **5**, the highest is **12** and the lowest is **3**. The most common number of operatories is **4**.

FEE INFORMATION

- **53%** of respondents increase fees annually, **0%** semiannually, **8%** every 18 months, **26%** every other year and **13%** had no response.

Fee increases are based on these multiple factors:

| | |
|---------------------------------|-----|
| National Averages: | 23% |
| Local Averages: | 53% |
| 'Set' Percent Across the Board: | 26% |

A combination of factors include:

| | |
|--|-----|
| Explanations of Benefits (EOB's) From Insurance Companies: | 29% |
| Overhead Costs: | 19% |
| Previous Year Profits: | 13% |
| Staff Raises: | 12% |
| Dental Survey Prepared by Woody & Associates, CPA's, PC: | 54% |

- **41%** of those responding charge for "no-show" appointments and the average amount charged is **\$47**.
- **31%** charge a finance fee on past due accounts at an average rate of **8.33%** per month. The lowest rate was **1%**, the highest rate was **30%** and the most common response was **18%**.
- **64%** offer discounts to patients who pay when services are rendered with an average discount of **7%**. The lowest discount was **3%**, the highest was **15%** and the most common response was **5%**.

OFFICE HOURS

- The average hours per week an office is open is **33.4** hours. The lowest response was **21** hours, the highest was **42** hours and the most common was **32** hours.
- **4%** of the responding practices have evening office hours.
- **36%** have Friday office hours.
- **3%** have Saturday office hours.

PATIENT INFORMATION

- The average number of active patient records is **2,375**.
- The average number of new patients per month is **33.8**.
- The average number of crowns inserted per month is **24.4**.

EMPLOYEE INFORMATION

- **82%** of the responding dental practices have an employee manual.
- **9%** give employee raises annually (year-end), **9%** annually (date of hire) and **73%** not on an annual basis.

Averages of fringe benefits provided:

| | <u>Hygienist</u> | <u>Other Staff</u> |
|----------------------|-------------------------|---------------------------|
| Paid Vacation | 8.25 days | 8.5 days |
| Paid Sick Leave | 4.5 days | 5 days |
| Pay Health Insurance | 40% | 44% |
| SIMPLE/SEP | 15% | 17% |
| 401(k) | 51% | 50% |
| Profit Sharing | 13% | 12% |
| Bonus Plan | 56% | 63% |
| (based on) | | |
| Office Production: | 26% | |
| Office Collection: | 46% | |
| Overhead Target: | 4% | |
| % of Net Profit: | 5% | |
| Other: | 0% | |

- **80%** offer free dental service to staff dependents up to an average age of **20** years old. The most common response was age **18**. **45%** of those had no age limit.

OFFICE TECHNOLOGIES

| | |
|---------------------------|-----|
| Air Abrasion: | 14% |
| CEREC (CadCam): | 28% |
| Digital Radiography: | 96% |
| Intraoral Camera: | 92% |
| Lasers: | 50% |
| Patient Education System: | 24% |

Other programs mentioned were CBCT, Cone Beam, 3D X-Ray and Curve

PRACTICE MANAGEMENT SOFTWARE PROGRAMS

| | |
|-----------------|-----|
| Dentrix: | 35% |
| Eaglesoft: | 36% |
| Practice Works: | 3% |
| Softdent: | 17% |
| Other Programs: | 9% |

Other programs listed were Open Dent, Dentalmate and Easy Dental