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Analysis of An Orthodontic Practice

| <u>Description</u> | <i>2018 Average</i> | | <i>2019 Average</i> | |
|---|-----------------------------|--------------------------------|-----------------------------|--------------------------------|
| | <u><i>Dollar Amount</i></u> | <u><i>Percent of Gross</i></u> | <u><i>Dollar Amount</i></u> | <u><i>Percent of Gross</i></u> |
| <u>Gross Receipts</u> | 1,792,100 | 100.00% | 1,745,321 | 100.00% |
| <u>Personnel costs</u> | | | | |
| <i>Payroll Gross - assistants</i> | 151,900 | 8.48% | 146,100 | 8.37% |
| <i>Payroll Gross - other</i> | 154,300 | 8.61% | 155,700 | 8.92% |
| Subtotal payroll | 306,200 | 17.09% | 301,800 | 17.29% |
| <i>Employee Benefits</i> | 17,100 | 0.95% | 18,400 | 1.05% |
| <i>Taxes - Employer Payroll</i> | 27,558 | 1.54% | 27,162 | 1.56% |
| Total personnel costs | 350,858 | 19.58% | 347,362 | 19.90% |
| <u>Expenses</u> | | | | |
| <i>Business Meals & Entertainment</i> | 4,700 | 0.26% | 6,300 | 0.36% |
| <i>Computer Maint. & Support</i> | 15,500 | 0.86% | 15,100 | 0.87% |
| <i>Credit Card Fees</i> | 31,400 | 1.75% | 35,300 | 2.02% |
| <i>Dues & Subscriptions</i> | 6,800 | 0.38% | 6,100 | 0.35% |
| <i>Education & Seminars</i> | 9,700 | 0.54% | 10,000 | 0.57% |
| <i>Financial Advisory Services</i> | 13,000 | 0.73% | 14,500 | 0.83% |
| <i>Insurance - Malpractice</i> | 2,500 | 0.14% | 2,600 | 0.15% |
| <i>Insurance - General Liability</i> | 3,000 | 0.17% | 3,400 | 0.19% |
| <i>Insurance - Worker's Compensation</i> | 4,100 | 0.23% | 4,300 | 0.25% |
| <i>Insurance - Overhead</i> | 1,900 | 0.11% | 2,100 | 0.12% |
| <i>Janitorial</i> | 3,300 | 0.18% | 3,800 | 0.22% |
| <i>Laboratory</i> | 130,000 | 7.25% | 136,000 | 7.79% |
| <i>Laundry & Uniform</i> | 3,400 | 0.19% | 3,100 | 0.18% |
| <i>Marketing</i> | 37,100 | 2.07% | 34,000 | 1.95% |
| <i>Office Supplies & Expense</i> | 32,700 | 1.82% | 32,100 | 1.84% |
| <i>Professional Supplies</i> | 116,200 | 6.48% | 122,200 | 7.00% |
| <i>Rent</i> | 93,900 | 5.24% | 96,000 | 5.50% |
| <i>Repairs & Maintenance</i> | 11,400 | 0.64% | 8,700 | 0.50% |
| <i>Taxes - Licenses</i> | 3,100 | 0.17% | 3,100 | 0.18% |
| <i>Taxes - Personal Property</i> | 3,600 | 0.20% | 3,700 | 0.21% |
| <i>Telephone</i> | 5,800 | 0.32% | 5,500 | 0.32% |
| <i>Utilities</i> | 7,600 | 0.42% | 8,300 | 0.48% |
| Total orthodontic office exp | 540,700 | 30.17% | 556,200 | 31.87% |
| Total Overhead Costs | 891,558 | 49.75% | 903,562 | 51.77% |
| Net Practice Income | 900,542 | 50.25% | 841,759 | 48.23% |