

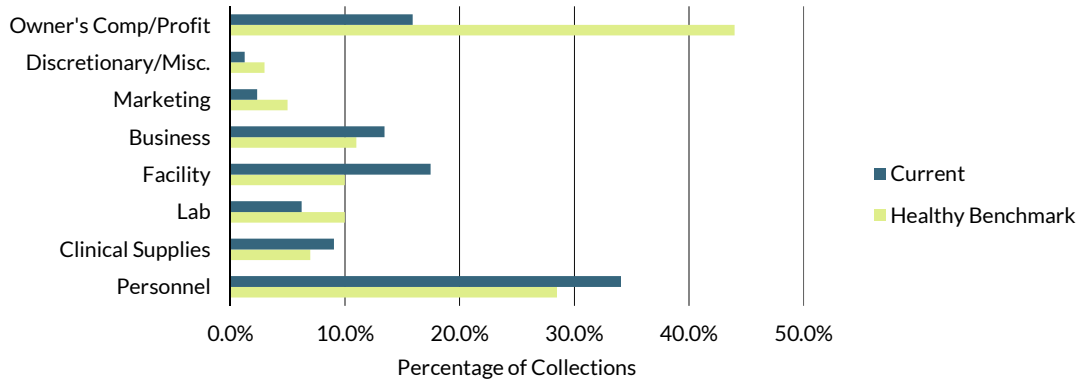


# Dental Practice Overhead Analysis

Dr. Joan Sample

Report Date:  
Data Date Range:

1/26/2022  
2021



Category	Description	Targeted Range (based on collections)	Dr. Joan Sample
Personnel	Wages	22 - 25%	29.6%
	Payroll taxes	2 - 3%	3.4%
	Health insurance, misc. benefits	2 - 3%	1.1%
	Total (should not include retirement benefits, Doctor or Associate costs)	26 - 31%	34.1%
Clinical Supplies*	Dental supplies (should not include service or equipment)	6 - 7%	9.1%
Lab	Includes milling supplies	7 - 10%	6.2%
Facility	Rent, depreciation, and interest on equip, equip lease, personal property and real estate tax, amortization of practice, repairs/maintenance, utilities	9 - 10%	17.5%
		Rent 5 - 7%	10.4%
Business	Bank charges, legal fees, some CE, dues, liability insurance, office supplies, laundry, phone service, accounting, computers, postage, license/permits, etc.	9 - 11%	13.5%
Marketing	Includes website management, internal and external marketing	2 - 5%	2.3%
Discretionary/Misc.	Business portion of auto, charitable contributions, gifts, life and disability insurance, travel and entertainment, some dues, subscriptions, CE	1 - 3%	1.3%
Owner's compensation and profit	Owners compensation, associate compensation, owner retirement plan, profit	38 - 44%	15.9%

\*Please note this number will not match your agreed upon SSG percentage as overhead is figured as a percentage of revenue, not production.

**For assistance with understanding and affecting your practice overhead, call Burkhart's Practice Support Team today!**



Practice Support Team

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