

2008 Survey of Prosthodontists

Results of a Survey

prepared for

American College of Prosthodontists

prepared by

Nash & Associates, Inc.

Kent D. Nash, PhD

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**2008 Survey of Prosthodontists
Results of a Survey**

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2008 Survey of Prosthodontists

American College of Prosthodontists

Introduction

During the year 2008, the American College of Prosthodontists (ACP) conducted the most recent version of a survey of practicing prosthodontists. The 2008 Survey of Prosthodontists is the third such survey following similar surveys conducted in 2005 and earlier in 2002. The purpose of this survey was to obtain data and information about practicing prosthodontists and their private practices in the US. The data and information from the survey can be used by the ACP to assist with development of activities to enhance and encourage dentists to consider the specialty profession of prosthodontics. Several topics were covered by the survey sent to practicing prosthodontists and included (see attachment A):

- Occupation as a prosthodontist and years in practice
- Demographic characteristics
- Education and current board status
- Private practice characteristics and employment status
- Time spent in prosthodontics procedures
- Patient visits, size, and financial characteristics
- Practice fees and procedures rendered
- Practice expenses and office staff
- Key staff, experience and wage
- Patients of prosthodontists
- Patient referrals to Prosthodontists

Response to the Survey

During the early part of 2008, several drafts of a mail 2008 survey of prosthodontists were developed and considered. The survey questionnaire style (length and form) and questions were finalized during the month of February 2008. The initial mailing of the questionnaire took place in April 2008 and was sent to a total of 2,473 members and non-members of the ACP. The conduct of the survey and the processing of the returned surveys were both conducted by an outside survey firm. The outside firm was responsible for the printing of the survey questionnaire and cover letters, the mailing of all questionnaires, the receipt and processing of all returned surveys, the conversion of survey responses from the mailed questionnaire to electronic data files, and finalization of data sent to the survey analysts for review and tabulation. In addition to the initial mailing of the survey, two additional follow-up mailings were sent to the non-respondents to the survey. Non-respondent follow-up mailings were possible since each mailed questionnaire contained a survey code that was used to determine who did and did not respond to the survey. The survey code allowed mailings only to those who had not responded and helped to minimize the survey mailing costs.

Each mailing of the survey was also accompanied by a cover letter signed by the President of the ACP. The cover letter contained information about the purpose of the survey, who was conducting the survey, the content of the survey, a confidentiality statement related to data provided by the respondents, contact information at the ACP for further information about the survey, and a request to conduct the survey. The first mailing of the survey was completed in April 2008. The second mailing (first follow-up) was sent in May 2008, and the final mailing (second follow-up) was completed in early July 2008. The total response to the mailed survey included 673 respondents for an adjusted response rate of 27.3%.

In addition to the mail survey, a final phase of data collection was conducted online (Internet) using an electronic survey questionnaire developed through the services of Survey Monkey (SM), Inc. SM is a business who has developed the means for subscribed users to develop questionnaires, conduct surveys, and analyze data all via the Internet. For purposes of the 2008 Survey of Prosthodontists, the email invitations were sent to 1,521 Prosthodontists who did not respond to the mail survey and had valid email addresses. The purpose was to collect additional data from mail non-respondents for key selected questions included in the mail survey. It was anticipated that the additional data would enhance overall survey response and provide the ACP with some important information about the nature and usefulness of collecting prosthodontist practice data online. There were 115 respondents to the Internet survey which represented an online response rate of 7.6%. Only one invitation was emailed to the mail-survey non-respondents to participate in the Internet survey. The overall response rate to the combined survey (mail and Internet) was 31.9% and included 788 respondents. This resulted in 773 useable respondents (98%) due to 15 online respondents who also responded to the mail survey.

Results of the Survey

The purpose of the survey was to obtain more current information about the private practice of prosthodontists in the US. Not all respondents, however, characterized themselves as private practitioners. Among the 757 respondents, 493 (65%) characterized themselves in private practice as a primary or secondary occupation.¹ A total of 418 (54.1%) respondents characterized their “primary” occupation as private practice. Most of the results presented in this report are for the private practicing prosthodontists although some important questions asked at the beginning of the survey are relevant for all respondents. These latter set of questions included questions about occupation, demographic characteristics, years in practice, and current board status.

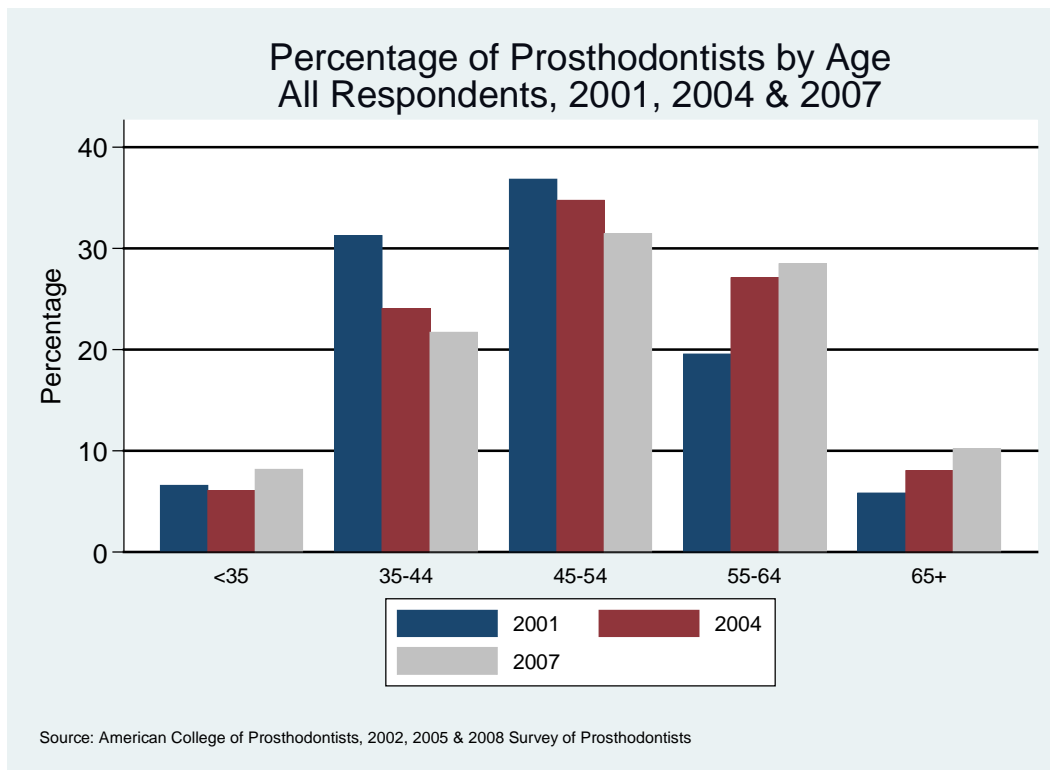
The format of the remainder of this report is to present the survey responses in statistical tables and charts with minimal narrative to identify the main statistical results. The responses to questions are presented in the order in which the questions were listed in the survey questionnaire (except for age and gender of prosthodontists which are presented first; see attachment A). In some cases, the same question was asked in previous surveys and a comparison of results is shown in an accompanying chart.

¹ Sixteen of the 773 respondents did not respond to the occupation question.

Age of Practicing Prosthodontists 2008 Survey of Prosthodontists²

Age	Number	Percent	Mean Age	Standard Deviation
<35	60	8.14	31.75	1.58
35-44	160	21.71	39.87	2.9
45-54	232	31.48	50.25	2.95
55-64	210	28.49	59.16	2.96
65+	75	10.18	69.89	4.99
Total	737	100	51.03	11.06

The average age of respondents to the survey was 51.0 years. Less than 10% of respondents were under the age of 35 and 10% were over the age of 65. Most of the respondents reported an age of 45-54 years (31%).

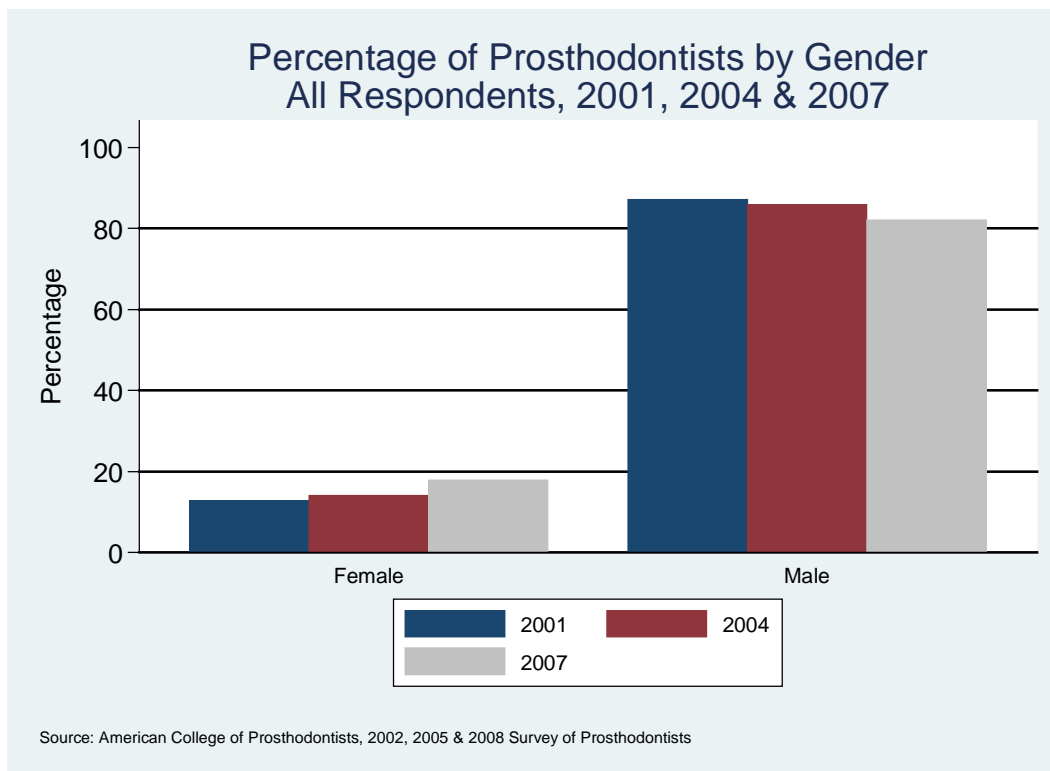


² The word “Number” as it appears in the table as the column header refers to the number of respondents to the question throughout this report.

Gender of Practicing Prosthodontists 2008 Survey of Prosthodontists

			Mean	Standard
Age	Number	Percent	Age	Deviation
Female	135	17.93	45.04	8.57
Male	618	82.07	52.29	11.12
Total	753	100	51.03	11.06

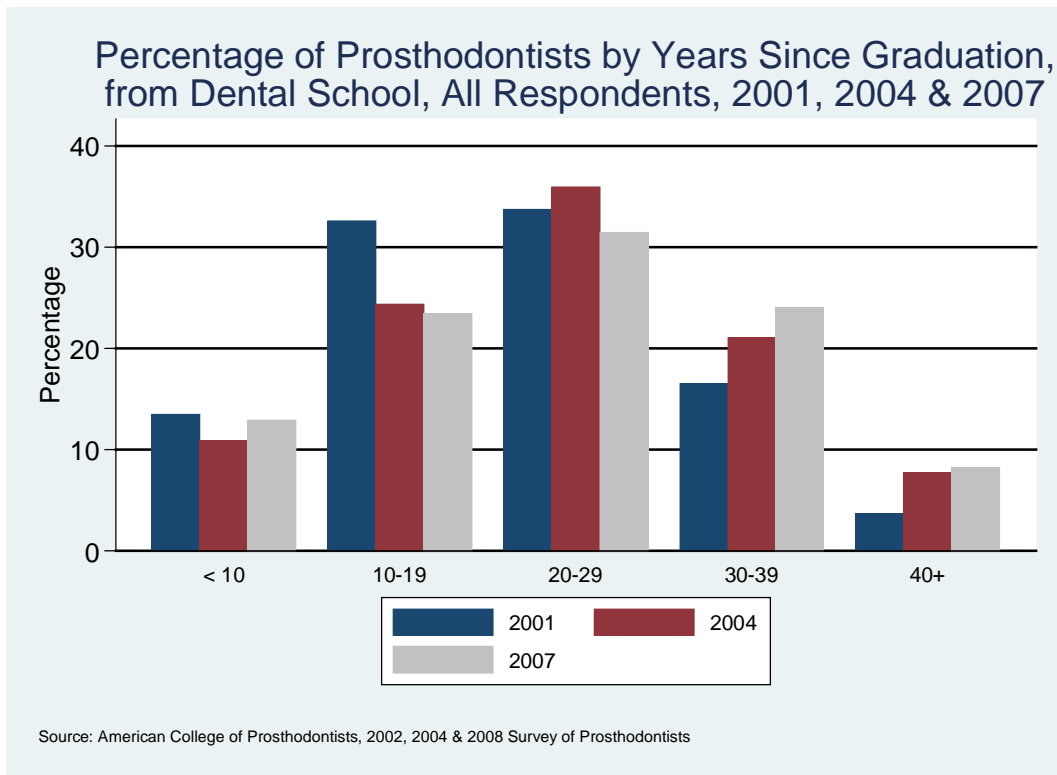
Most of the survey respondents were male with about 18% female. The percent of female respondents has slightly increased from about 15% in 2001 to the 18% in 2007 (see chart).



Years Since Graduation from Dental School 2008 Survey of Prosthodontists

Mean				
Years	Number	Percent	Years Since Graduation	Standard Deviation
< 10	96	12.9	5.75	2.14
10-19	174	23.39	14.86	2.74
20-29	234	31.45	24.86	2.93
30-39	179	24.06	34.09	2.81
40+	61	8.2	45.23	4.99
Total	744	100	23.95	11.55

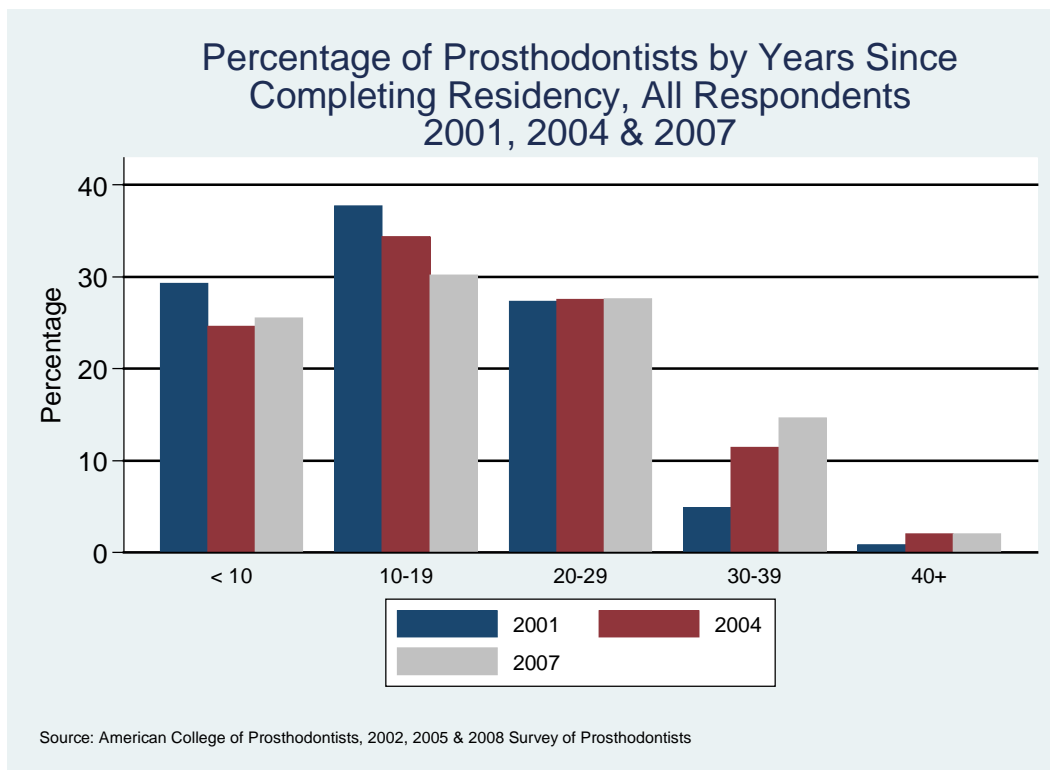
Respondents were, on average, about 24 years out from dental school graduation (either a US dental school or a non-US dental school). About 13% of respondents were less than 10 years and 8% were 40 or more years out from dental school. About 31% of respondents were 20-29 years since graduation from dental school.



Years Since Completion of Residency 2008 Survey of Prosthodontists

Years	Number	Percent	Mean	
			Years Since Completion of Residency	Standard Deviation
< 10	187	25.51	4.19	3.09
10-19	221	30.15	14.60	2.80
20-29	202	27.56	24.05	2.86
30-39	107	14.60	33.19	2.60
40+	16	2.18	44.00	3.93
Total	733	100.00	17.87	10.88

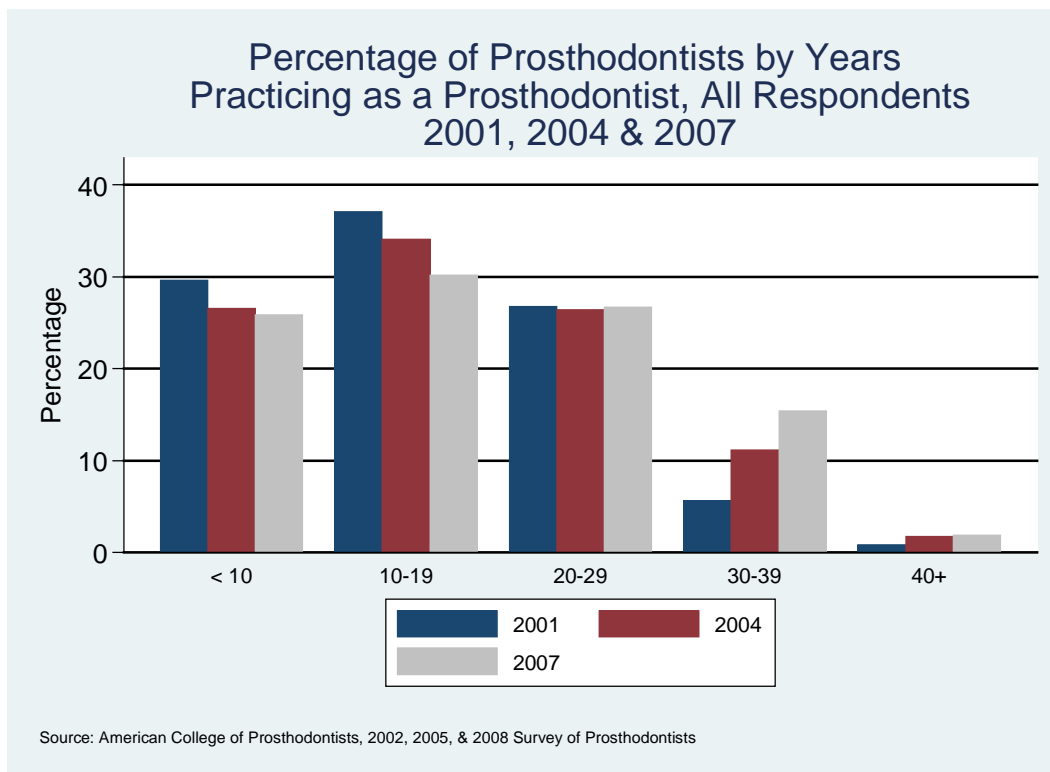
The average number of years since completion of residency training was 18 years for all respondents. This compared to 4 years for those who completed in the last 10 years and 44 years for those who completed their residency 40 or more years ago. About 58% of respondents completed residency 10-29 years ago.



Years Practicing as a Prosthodontist 2008 Survey of Prosthodontists

Mean Years				
Years	Number	Percent	Practicing as Prosthodontist	Standard Deviation
< 10	190	25.85	4.13	3.21
10-19	222	30.20	14.63	2.71
20-29	196	26.67	24.01	2.85
30-39	113	15.37	33.31	2.65
40+	14	1.90	44.07	3.81
Total	735	100.00	17.85	10.97

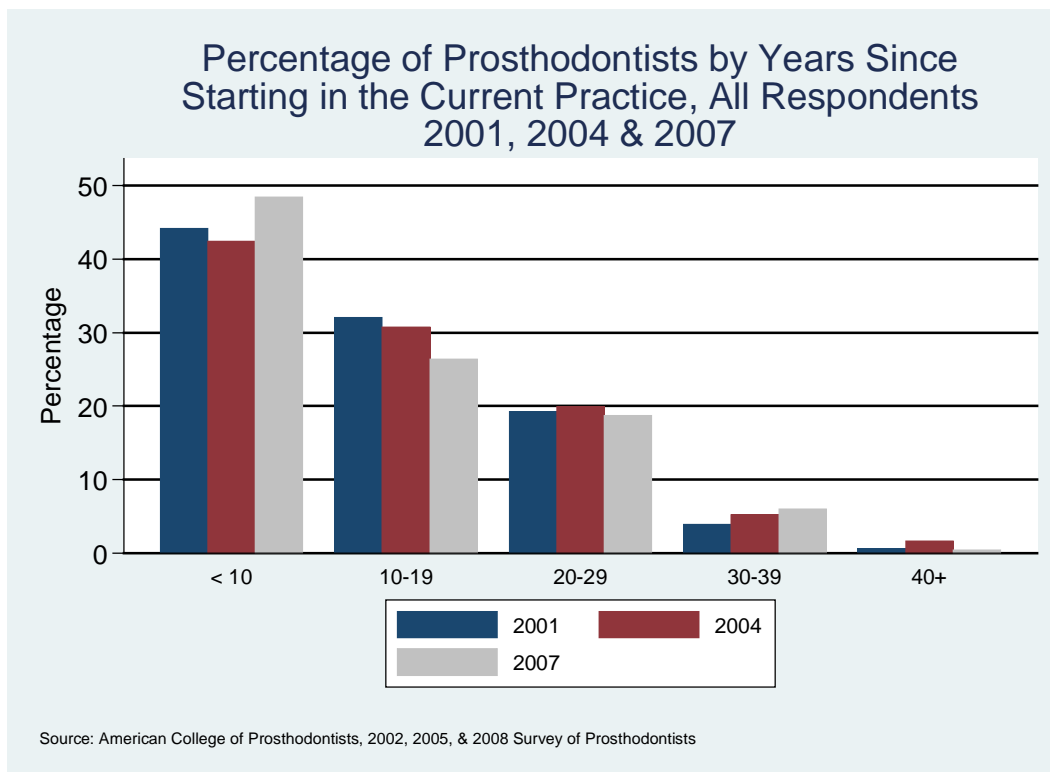
The respondents have been practicing an average of 18 years as a prosthodontist which corresponds to the average number of years since completion of residency training (see the previous page). More than half have been practicing 10-29 years as a prosthodontist.



Years in the Current Practice 2008 Survey of Prosthodontists

Years	Number	Percent	Mean Years	
			in Current Practice	Standard Deviation
< 10	308	48.43	3.78	2.96
10-19	168	26.42	14.05	2.84
20-29	119	18.71	24.29	2.87
30-39	38	5.97	32.95	2.20
40+	3	0.47	43.00	3.61
Total	636	100.00	12.25	10.06

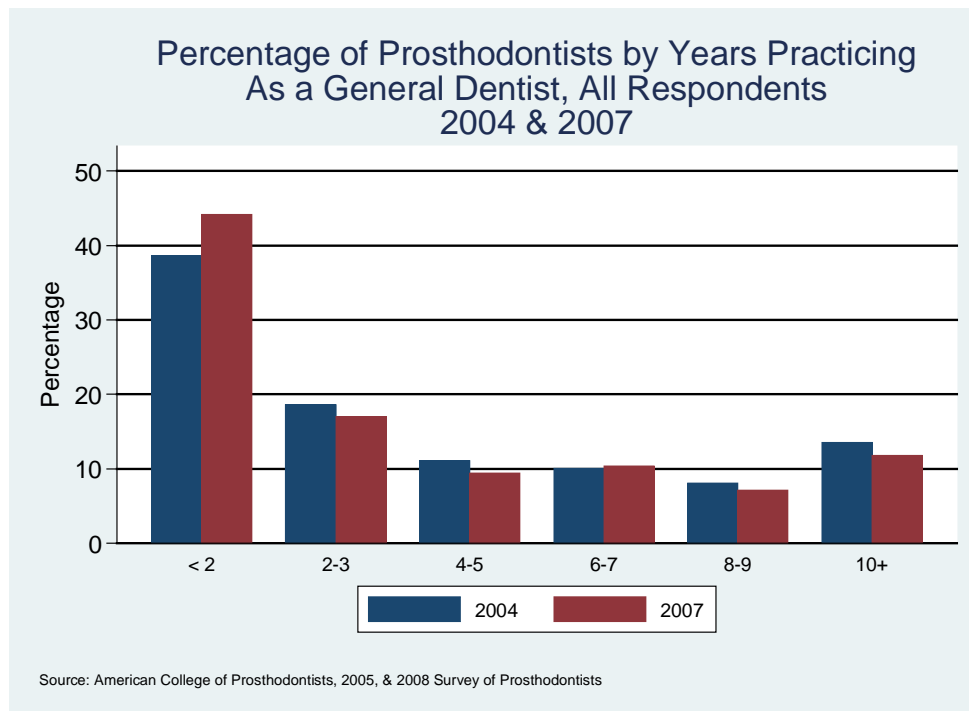
Respondents reported that, on average, they had been practicing in their current practice setting for about 12 years. Almost 48% indicated they had been in their current practice for less than 10 years and an additional 26% had been in their current practice for 10-19 years. Less than 10% indicated they had been in the current practice for 30 years or more



Years Practicing as a General Dentist 2008 Survey of Prosthodontists

Years	Number	Percent	Mean Years	
			as a General Dentist	Standard Deviation
< 2	303	44.17	0.25	0.44
2-3	117	17.06	2.4	0.49
4-5	65	9.48	4.56	0.51
6-7	71	10.35	6.46	0.5
8-9	49	7.14	8.31	0.47
10+	81	11.81	13.11	3.37
Total	686	100	3.76	4.46

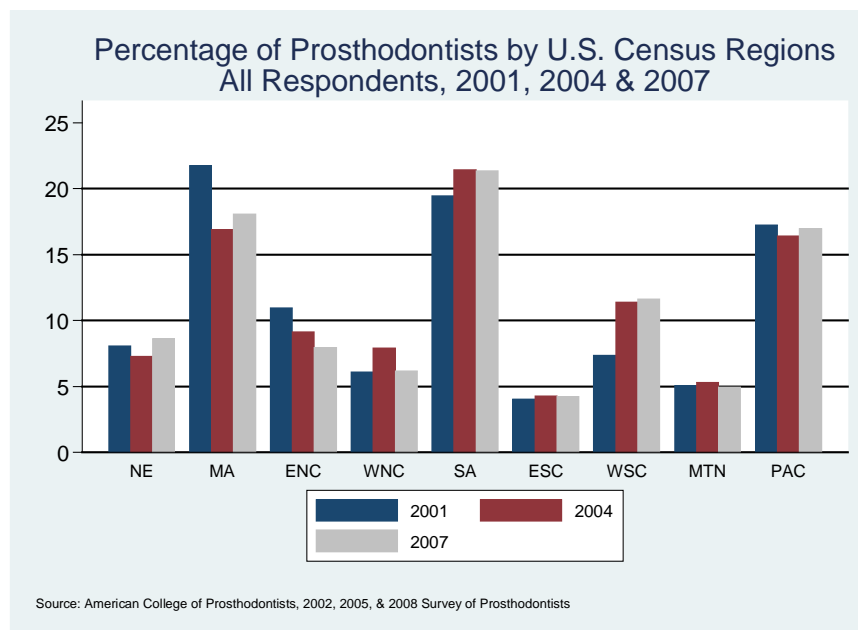
Survey respondents were asked to indicate the number of years practicing as a general dentist from the time of dental school graduation to beginning of prosthodontics residency. The average number of years practicing as a general dentist was about 4 years. Forty-four percent reported less than two years and another 17 percent reported practicing as a general dentist for 2-3 years.



**Regional Location of Prosthodontists (US Census Regions)
2008 Survey of Prosthodontists**

Region	Number	Percent	Mean Age	Standard Deviation
Northeast	63	8.63	50.62	10.89
Middle Atlantic	132	18.08	52.17	11.36
East North Central	58	7.95	50.70	12.65
West North Central	45	6.16	51.27	10.59
South Atlantic	156	21.37	50.37	11.21
East South Central	31	4.25	50.67	10.66
West South Central	85	11.64	50.54	11.16
Mountain	36	4.93	51.20	10.19
Pacific	124	16.99	50.73	10.42

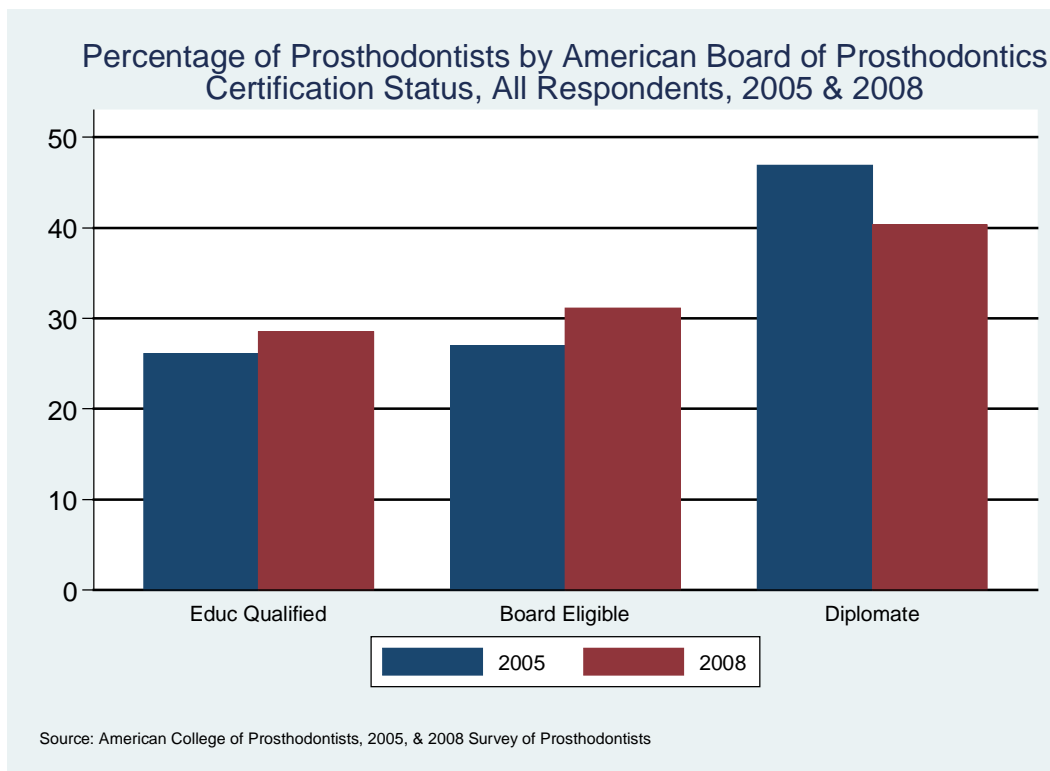
Most of the respondents (56%) practice in three regions of the country: Middle Atlantic, South Atlantic, and Pacific. An additional 12% of prosthodontists practice in the West South Central region. The average ages of prosthodontists are similar across the nine regions with the lowest average age of 50.37 years in the South Atlantic region and the highest average age of 52.17 years in the Middle Atlantic region.



**American Board of Prosthodontics, Certification Status, All Prosthodontists
2008 Survey of Prosthodontists**

Certification			Mean	Standard
Status	Number	Percent	Age	Deviation
Educ Qualified	211	28.55	49.88	10.96
Board Eligible	230	31.12	47.11	11.23
Diplomate	298	40.32	54.59	9.78
Total	739	100.00	50.94	11.05

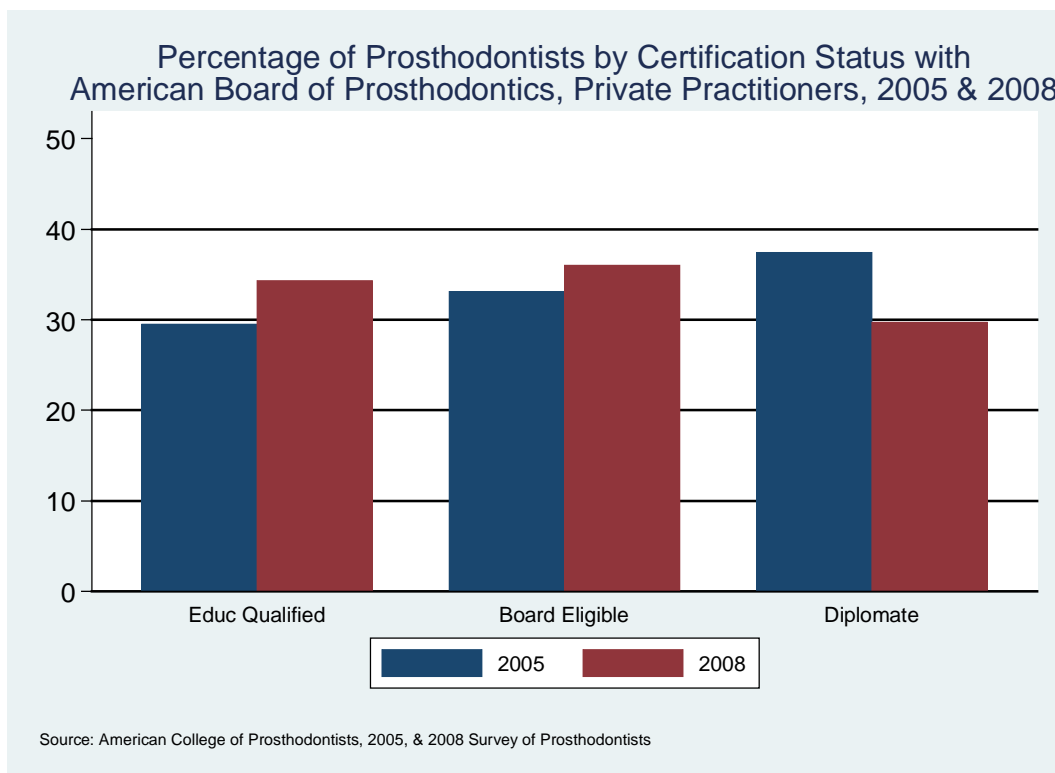
Forty-percent of respondents reported they had diplomate status with the American Board of Prosthodontics compared to 31% who were board eligible, and 29% who were educationally qualified.



American Board of Prosthodontics, Certification Status, Private Practitioners 2008 Survey of Prosthodontists

Certification Status	Number	Percent	Mean Age	Standard Deviation
Educ Qualified	164	34.31	49.33	10.50
Board Eligible	172	35.98	47.95	11.13
Diplomate	142	29.71	55.40	9.24
Total	478	100.00	50.66	10.83

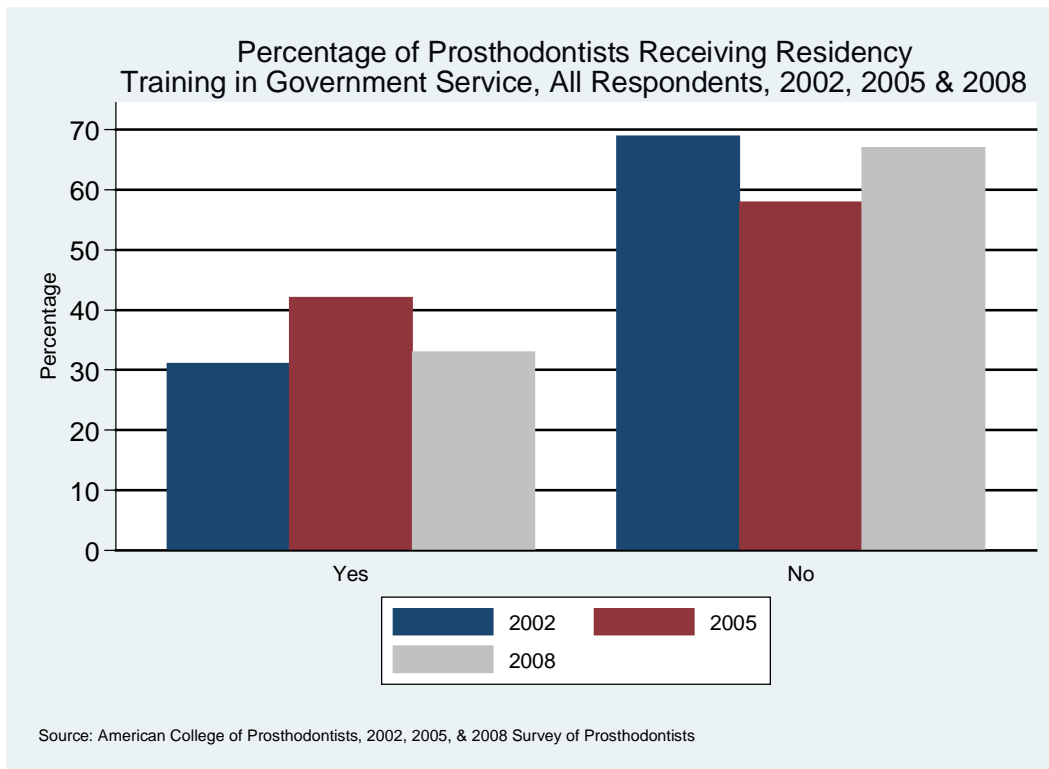
About 36% of respondents who were private practitioners indicated they were Board Eligible with the American Board of Prosthodontics compared to 34% who were Educationally Qualified and 30% who held Diplomate Status.



Residency Training in Prosthodontics while in Government Service 2008 Survey of Prosthodontists

Residency				
while in			Mean	Standard
Government	Number	Percent	Age	Deviation
Yes	219	33.03	55.92	9.94
No	444	66.97	49.26	10.95
Total	663	100.00	51.46	11.07

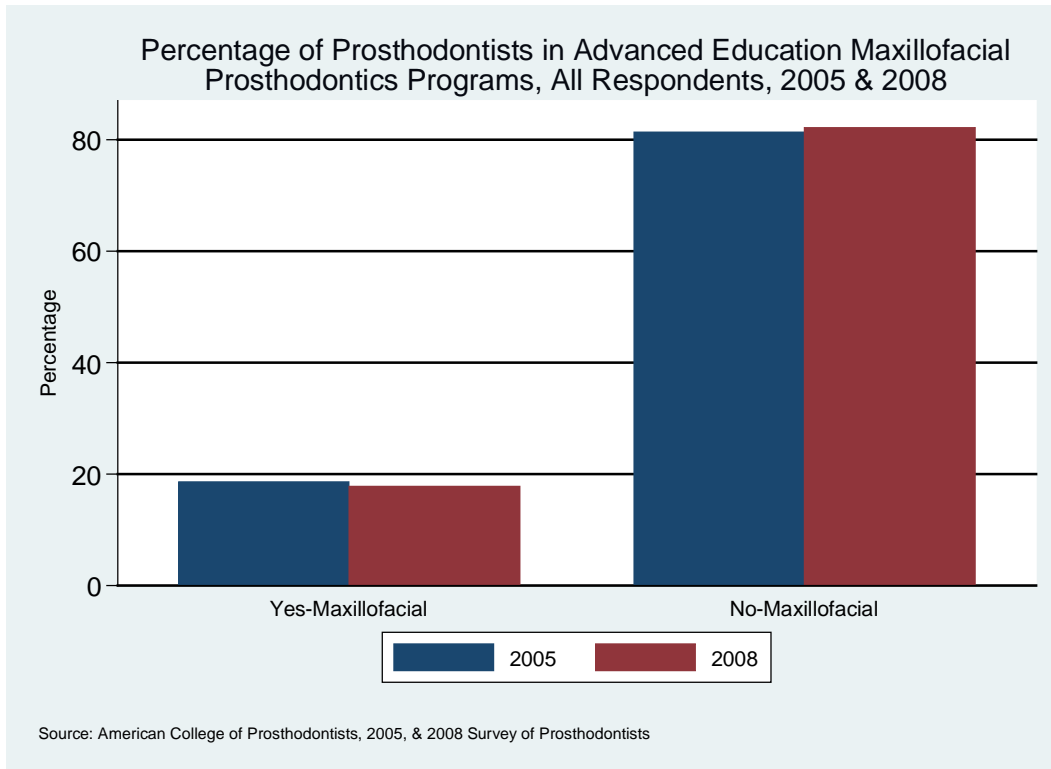
Almost 2 of 3 prosthodontists did not receive residency training while in government service. The average age of prosthodontists receiving their training while in government service was about 7 years older (55.9 years) than the average age of those who did not receive training while in government service.



**Completed ADA Accredited Program in Maxillofacial Prosthodontics
2008 Survey of Prosthodontists**

Maxillofacial Prosthodontics				
Program	Number	Percent	Mean Age	Standard Deviation
Yes-Maxillofacial	118	17.82	51.81	9.68
No-Maxillofacial	544	82.18	51.27	11.34
Total	662	100.00	51.36	11.06

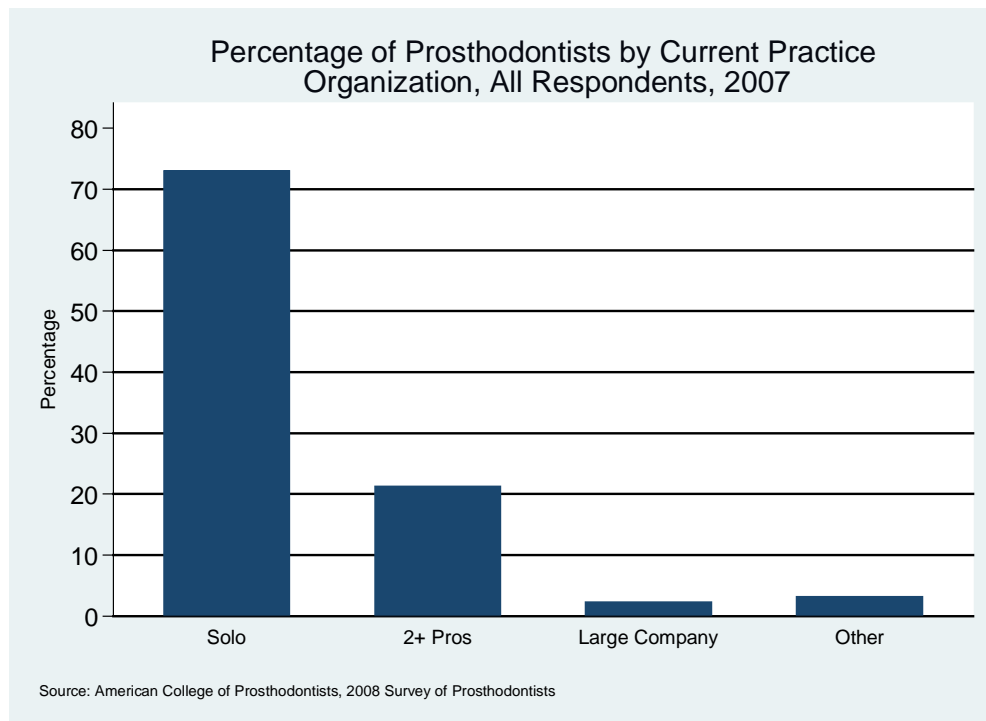
About 82% of respondents reported that they did not complete an ADA accredited advanced education program in Maxillofacial Prosthodontics.



Organization of Current Primary Practice, Private Practitioners 2008 Survey of Prosthodontists

Practice Organization	Number	Percent	Mean Age	Standard Deviation
Solo	315	73.09	50.97	10.34
2+ Pros	92	21.35	51.68	12.07
Large Company	10	2.32	44.00	11.14
Other Organization	14	3.25	49.00	11.72
Total	431	100.00	50.91	10.81

More than 70% of respondents reported their private practice was organized as a solo practice (i.e., only one prosthodontist in the practice). More than 90% (94%) indicated the practice was organized as a solo or 2+ prosthodontist practice. Those respondents associated with other organizations (such as a large company) are also the youngest group of respondents.³

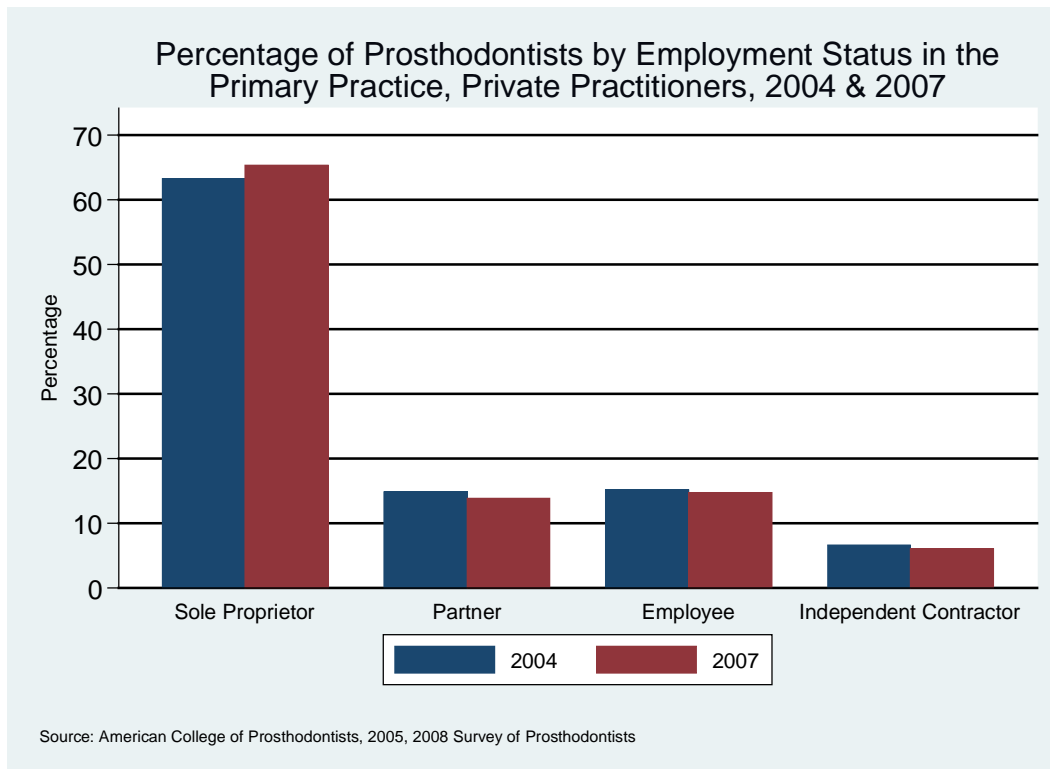


³ 2008 is the year the survey was conducted. The year on charts from this point on in this report refers to the year the data occurred. For example, prosthodontists were asked how many hours they worked in 2007 even though the survey was conducted in 2008.

Employment Status in the Primary Practice, Private Practitioners 2008 Survey of Prosthodontists

Employment Status	Number	Percent	Mean	Standard
			Age	Deviation
Sole Proprietor	292	65.32	51.48	9.37
Partner	62	13.87	49.98	10.83
Employee	66	14.77	50.14	12.62
Independent Contractor	27	6.04	49.81	17.29
Total	447	100.00	50.97	10.69

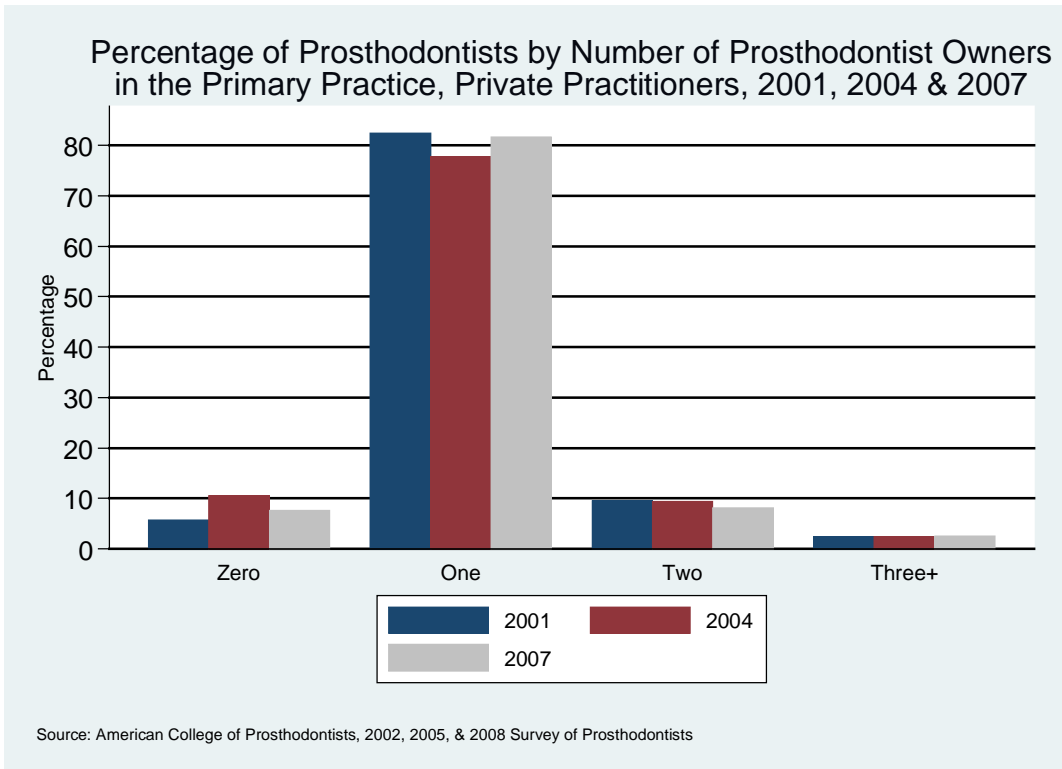
Most of the respondents reported that they were sole proprietors (65%) in the private practice where they treated patients. Another 14% indicated they were in a partnership and therefore 79% were associated with ownership of a private practice in prosthodontics. Less than 15% reported they were employed in a private practice and 6% indicated they were independent contractors.



**Number of Prosthodontists Who Are Owners in the Primary Practice,
Private Practitioners, 2008 Survey of Prosthodontists**

Number of Owners	Number		Mean	Standard
	Number	Percent	Age	Deviation
Zero	33	7.66	48.34	13.37
One	352	81.67	51.19	10.33
Two	35	8.12	52.11	12.00
Three+	11	2.55	49.45	12.23
Total	431	100.00	51.01	10.77

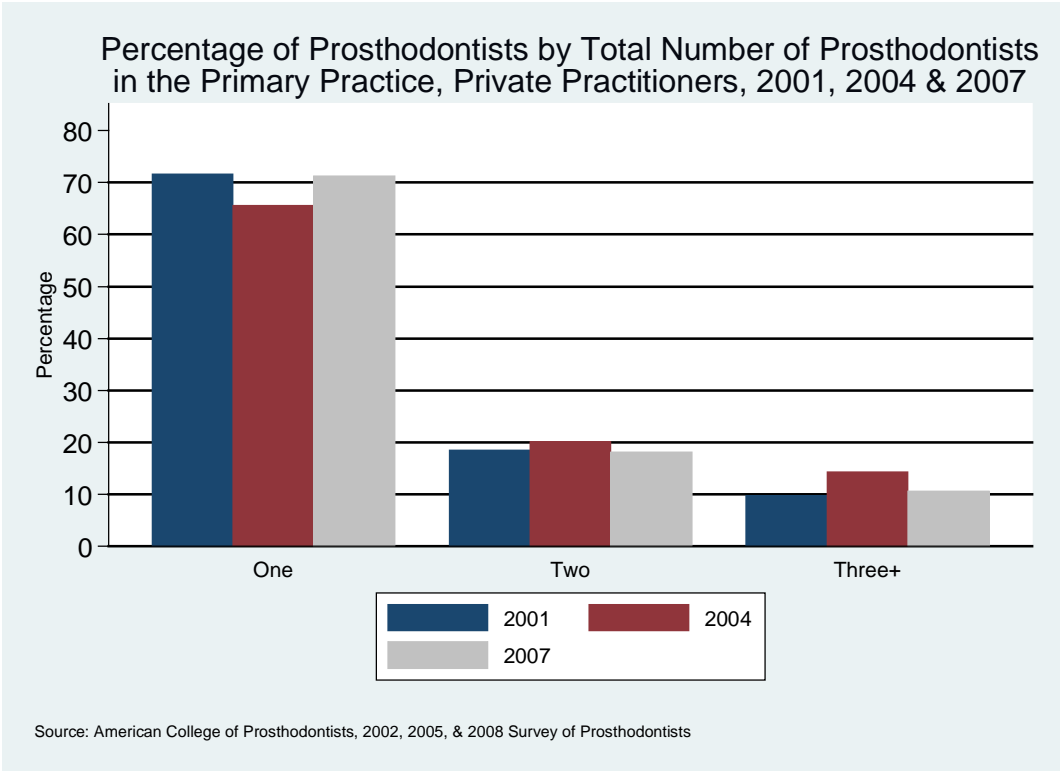
Most of the prosthodontists responding to the survey indicated they were owners or partial owners of a private practice (see previous page). About 82% of respondents indicated that there was only one prosthodontist owner in the practice and another 8% indicated there were two owners. About 8% of respondents reported that there were no prosthodontist owners in the private practice where they treated patients.



**Total Number of Prosthodontists in the Primary Practice,
Private Practitioners, 2008 Survey of Prosthodontists**

Total				
Number of Prosthodontists	Number	Percent	Mean Age	Standard Deviation
One	307	71.23	50.93	10.13
Two	78	18.10	51.20	12.12
Three+	46	10.67	51.22	12.63
Total	431	100.00	51.01	10.77

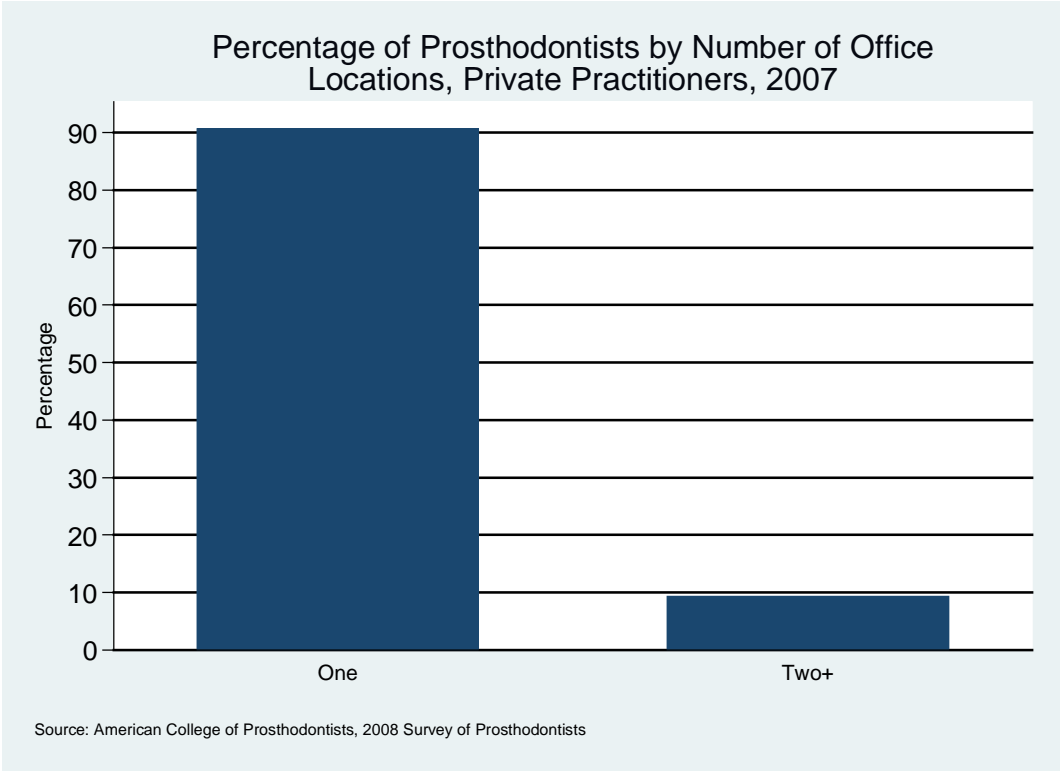
The total number of prosthodontists in the practice includes owners and non-owners of the practice. Most prosthodontists are providing care in a practice with only one or two prosthodontists. Seventy-one percent of the respondents reported only one prosthodontist in the practice and another 18% reported two prosthodontists.



**Number of Office Locations for this Practice,
Private Practitioners, 2008 Survey of Prosthodontists**

Total				
Number of Prosthodontists	Number	Percent	Mean Locations	Standard Deviation
One	398	90.66	1.00	0.00
Two+	41	9.34	3.15	2.41
Total	439	100.00	1.20	0.96

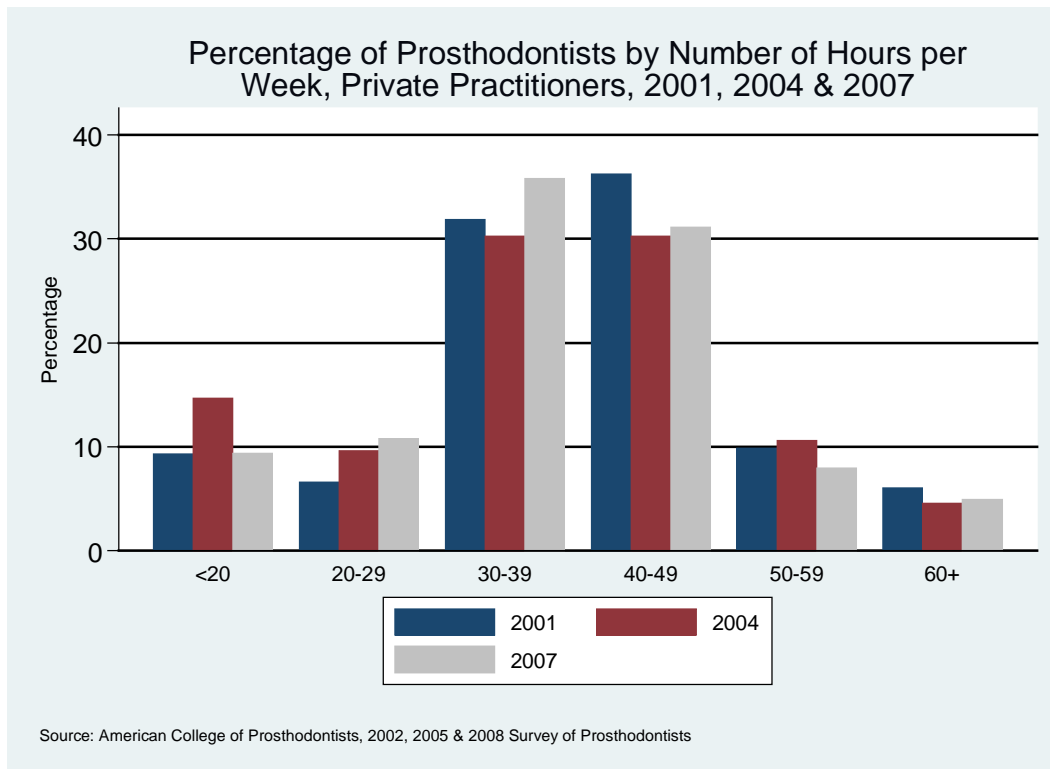
Slightly more than 90% of the survey respondents reported that their practice consisted of only one office location.



**Number of Hours in the Practice per Week
Private Practitioners, 2008 Survey of Prosthodontists**

Number of				
Hours per			Mean	Standard
Week	Number	Percent	Hours	Deviation
<20	40	9.37	9.89	4.26
20-29	46	10.77	23.9	3.09
30-39	153	35.83	34.01	2.6
40-49	133	31.15	41.94	2.79
50-59	34	7.96	50.94	1.94
60+	21	4.92	66.95	9.89
Total	427	100	36.1	13.03

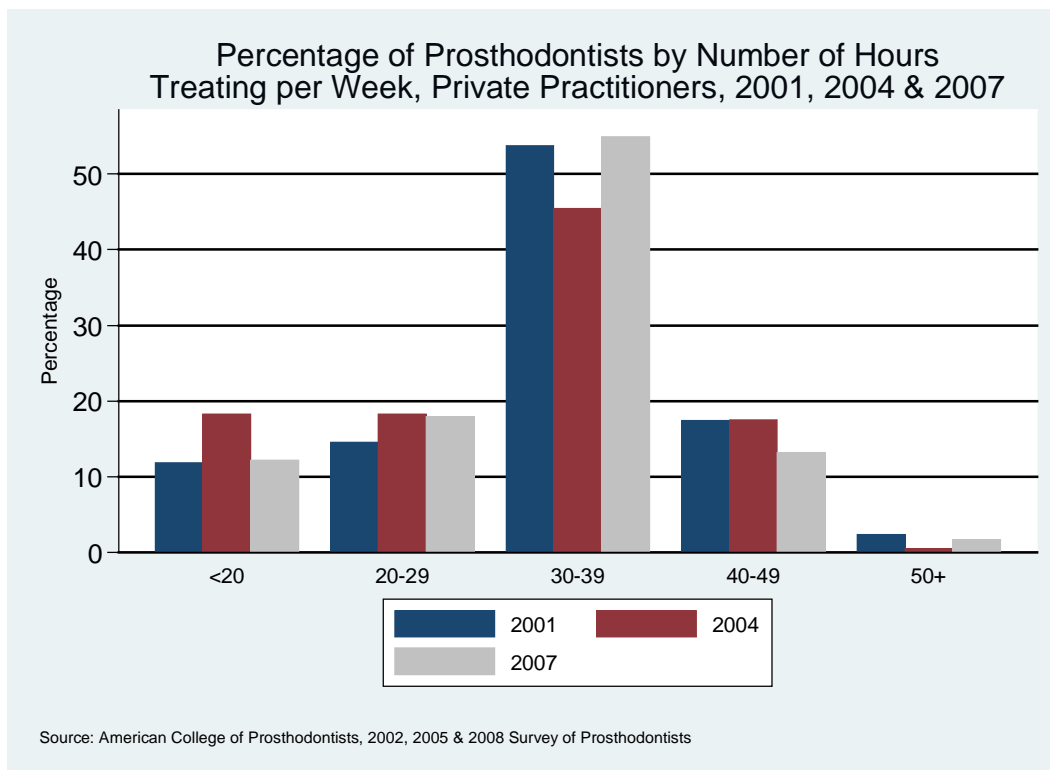
Respondents reported an overall average of 36 hours per week in the office. Slightly less than 10% of respondents reported they spend less than 20 hours per week and 13% reported spending 50 hours per week or more.



Number of Hours Treating Patients in the Practice per Week Private Practitioners, 2008 Survey of Prosthodontists

Number of				
of Hours				
Treating			Mean	Standard
Per Week	Number	Percent	Hours	Deviation
<20	51	12.23	10.72	4.55
20-29	75	17.99	24.62	2.85
30-39	229	54.92	33.16	2.41
40-49	55	13.19	40.95	2.15
50+	7	1.68	54.29	7.87
Total	417	100.00	30.26	9.52

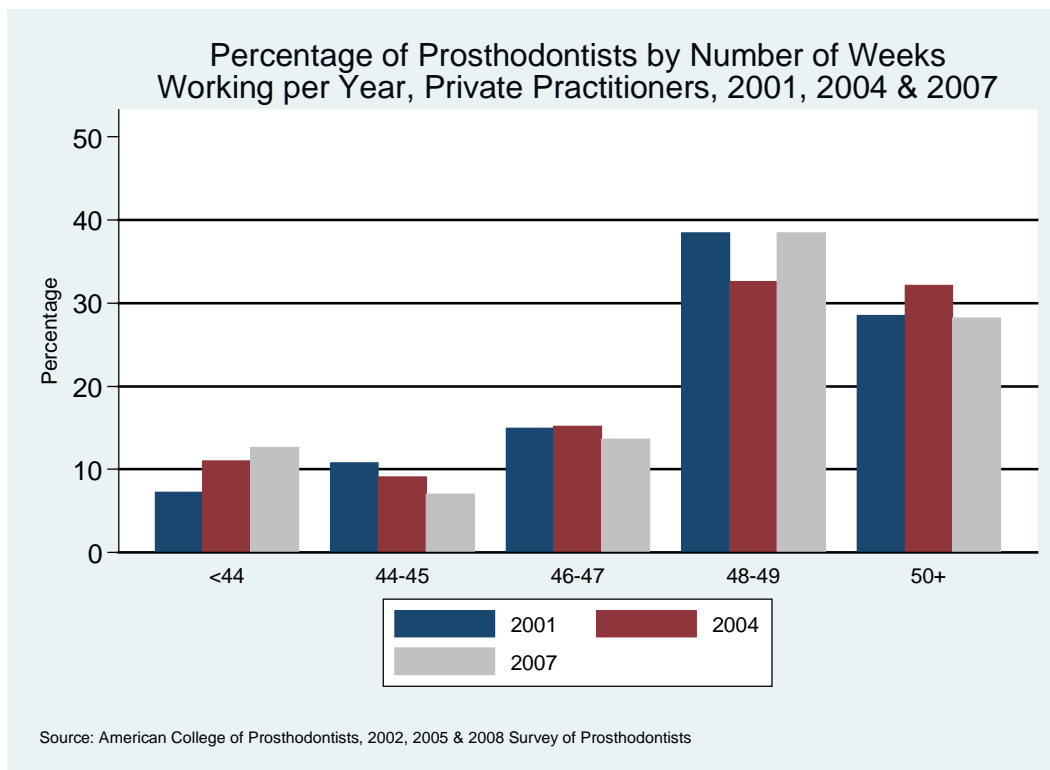
Respondents reported an overall average of 30 hours per week treating patients. Almost 12% of respondents reported they spend less than 20 hours per week and 15% reported spending 40 hours per week or more.



**Number of Weeks per Year in the Office
Private Practitioners, 2008 Survey of Prosthodontists**

Number of Weeks Working Per Year				
	Number	Percent	Mean Weeks	Standard Deviation
<44	52	12.65	34.11	10.93
44-45	29	7.06	44.79	0.41
46-47	56	13.63	46.30	0.46
48-49	158	38.44	48.23	0.42
50+	116	28.22	50.22	0.59
Total	411	100	46.5	6.31

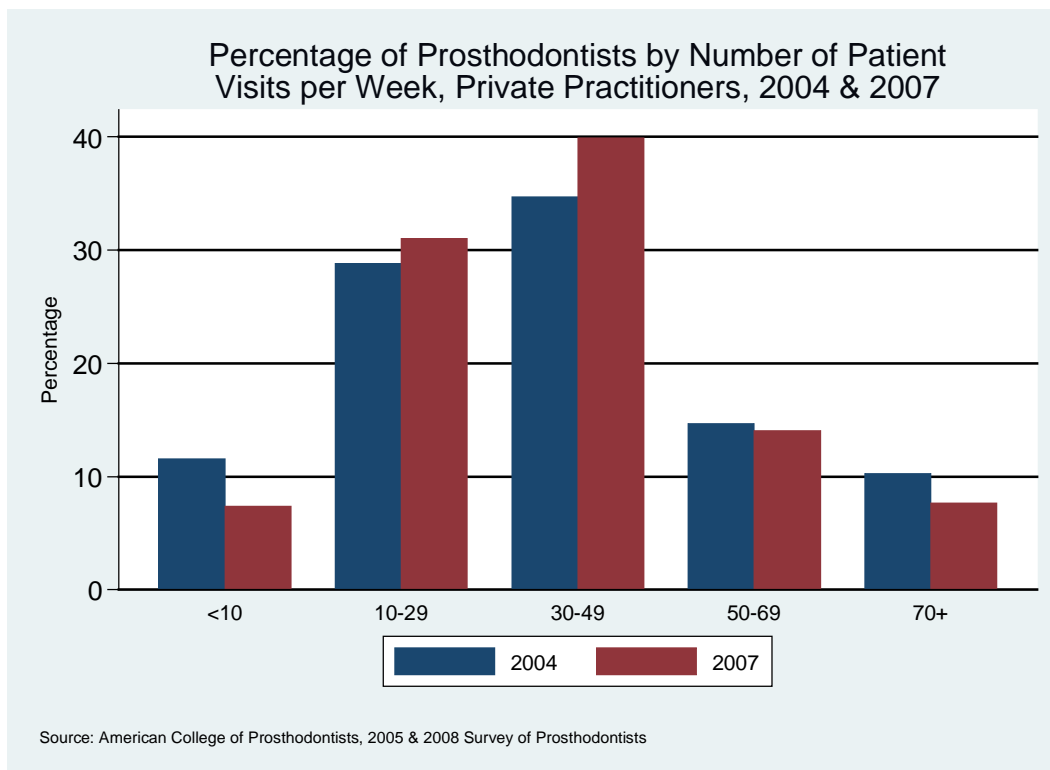
Respondents reported an average of 47 weeks per year in the office. About 30% of respondents reported they spend less than 44 weeks per year and 28% reported spending 50 weeks per year or more.



**Number of Patient Visits Treated per Week
Private Practitioners, 2008 Survey of Prosthodontists**

Number of Patient Visits				
per Week	Number	Percent	Mean Visits	Standard Deviation
<10	30	7.39	5.63	2.04
10-29	126	31.03	20.07	5.23
30-49	162	39.90	36.30	4.98
50-69	57	14.04	55.32	5.49
70+	31	7.64	125.10	111.82
Total	406	100.00	38.45	41.84

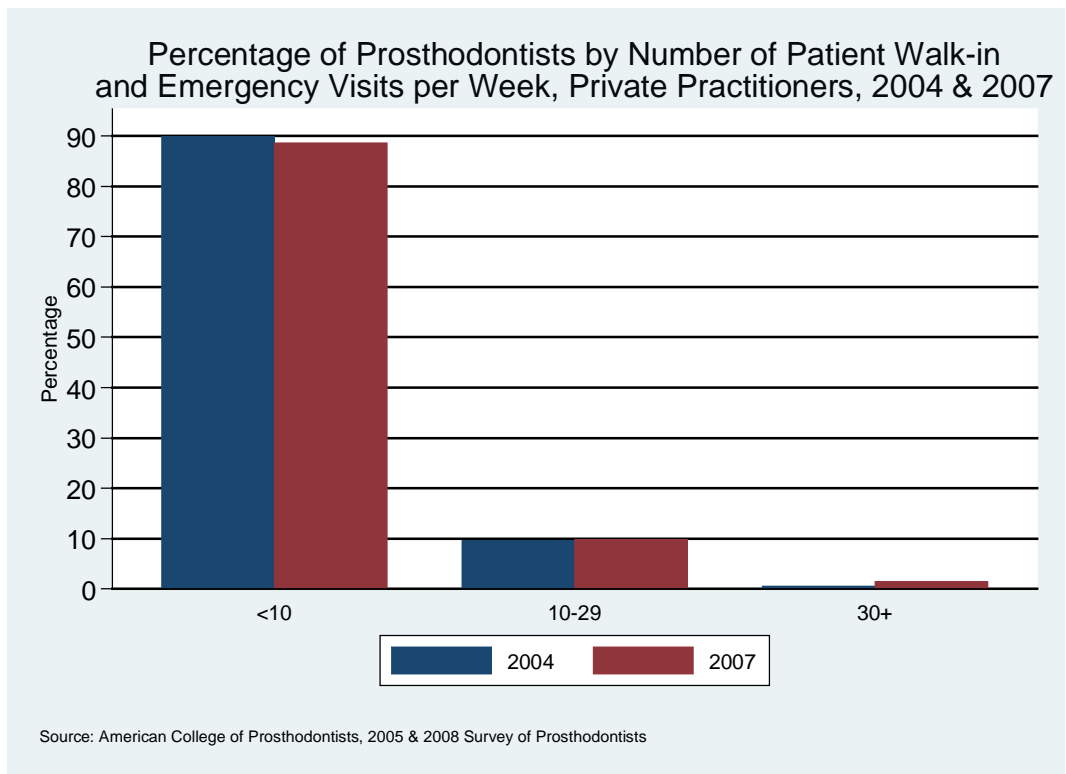
The average number of patient visits treated per week was reported to be 38 patients. The largest percentage of prosthodontists (39.9%) reported treating 30-49 patient visits per week. About 8% reported treating less than 10 patients per week and about 8% reported treating 70 or more visits per week.



**Total Number of Walk-in and Emergency Patient Visits Treated per Week
Private Practitioners, 2008 Survey of Prosthodontists**

Number of Emergency & Walk-in Visits per Week					Mean Visits	Standard Deviation
	Number	Percent				
<10	359	88.64		2.95	2.12	
10-29	40	9.88		10.73	2.01	
30+	6	1.48		147.83	222.06	
Total	405	100.00		5.86	30.40	

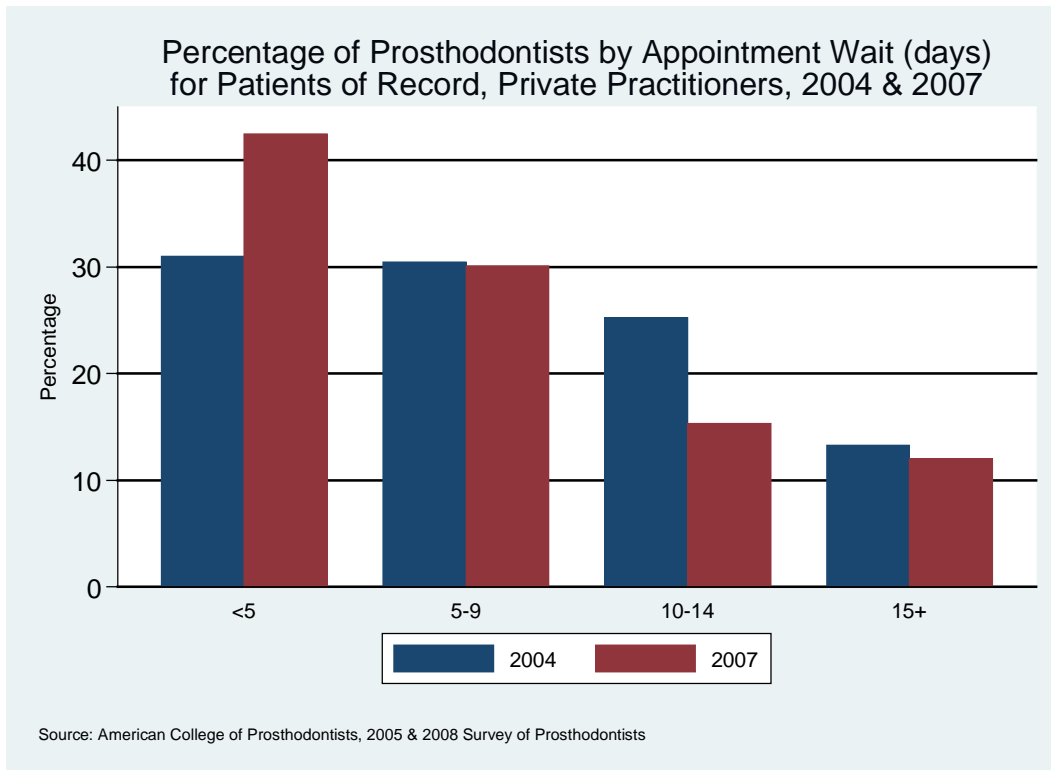
Emergency and walk-in visits are a relatively small part of all patient visits per week. Almost 90 percent of respondents (88.6%) reported less than 10 emergency and walk-in visits per week. The average number of emergency and walk-in visits was estimated to be 5.9 visits per week.



**Appointment Wait for a Patient of Record, Number of Days,
Private Practitioners, 2008 Survey of Prosthodontists**

Appointment				
Wait			Mean	Standard
in Days	Number	Percent	Days	Deviation
<5	155	42.47	1.9	1.21
5-9	110	30.14	6.57	0.98
10-14	56	15.34	12.09	2
15+	44	12.05	24.3	6.62
Total	365	100	7.57	7.59

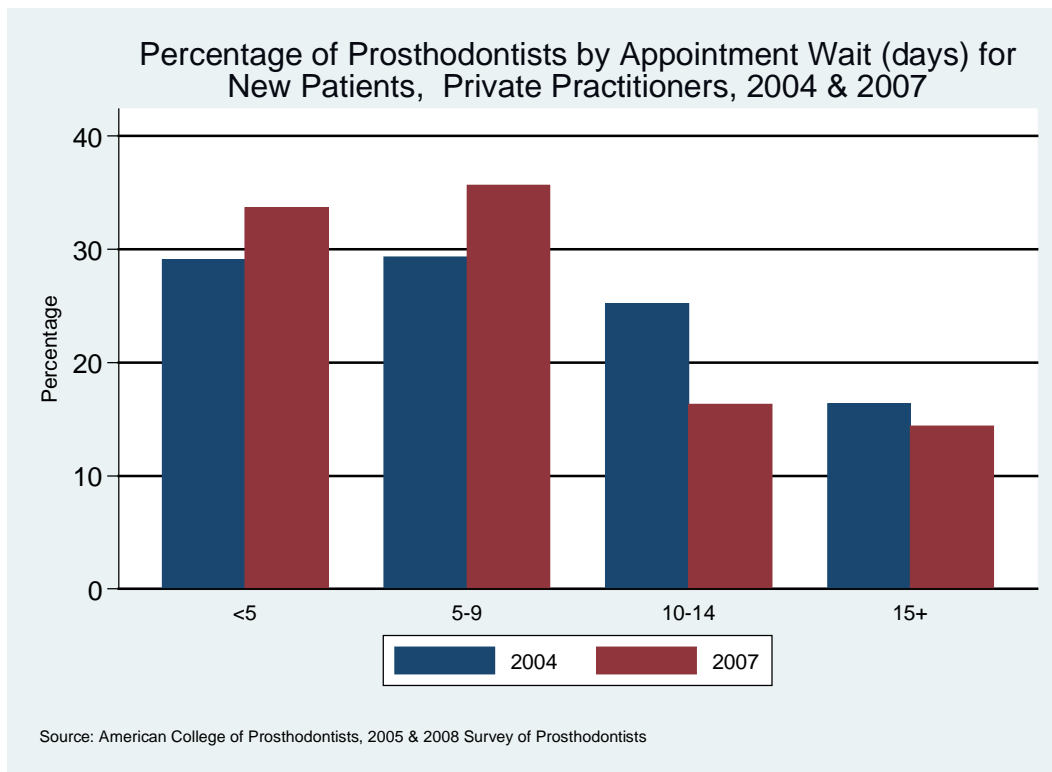
Respondents reported that, on average, their patients waited an average of 7.5 days for an appointment. Forty-two percent indicated their patients of record waited less than 5 days and 12% reported their patients waited 15 days or more.



**Appointment Wait for a New Patient, Number of Days,
Private Practitioners, 2008 Survey of Prosthodontists**

Appointment				
Wait			Mean	Standard
in Days	Number	Percent	Days	Deviation
<5	122	33.70	2.09	1.19
5-9	129	35.64	6.58	0.99
10-14	59	16.30	12.66	1.83
15+	52	14.36	27.10	14.11
Total	362	100.00	9.01	9.85

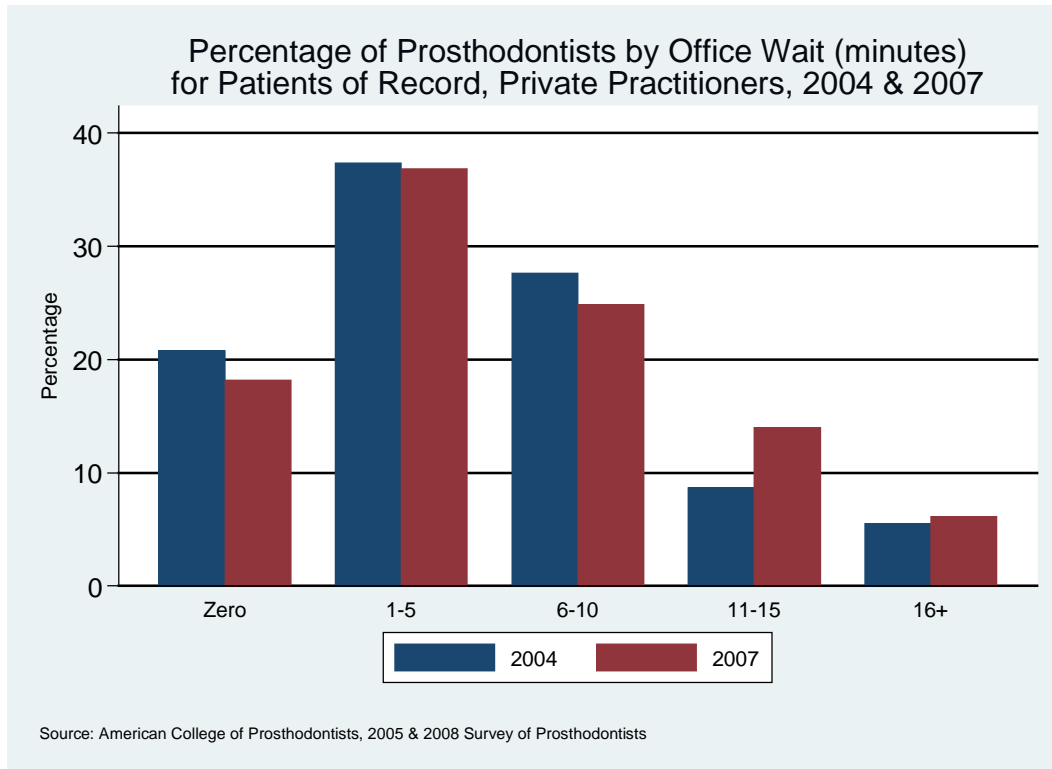
The average number of days waiting for an appointment by new patients was reported by respondents as 9 days. About 1 of 3 respondents reported the appointment wait for new patients was less than 5 days and 14% reported new patients waited 15 days or more.



**Office Wait for a Patient of Record, Number of Minutes,
Private Practitioners, 2008 Survey of Prosthodontists**

Office				
Wait in			Mean	Standard
Minutes	Number	Percent	Minutes	Deviation
Zero	65	18.16	0.00	0.00
1-5	132	36.87	4.37	1.22
6-10	89	24.86	9.78	0.73
11-15	50	13.97	14.94	0.31
16+	22	6.15	30.00	12.25
Total	358	100.00	7.97	7.96

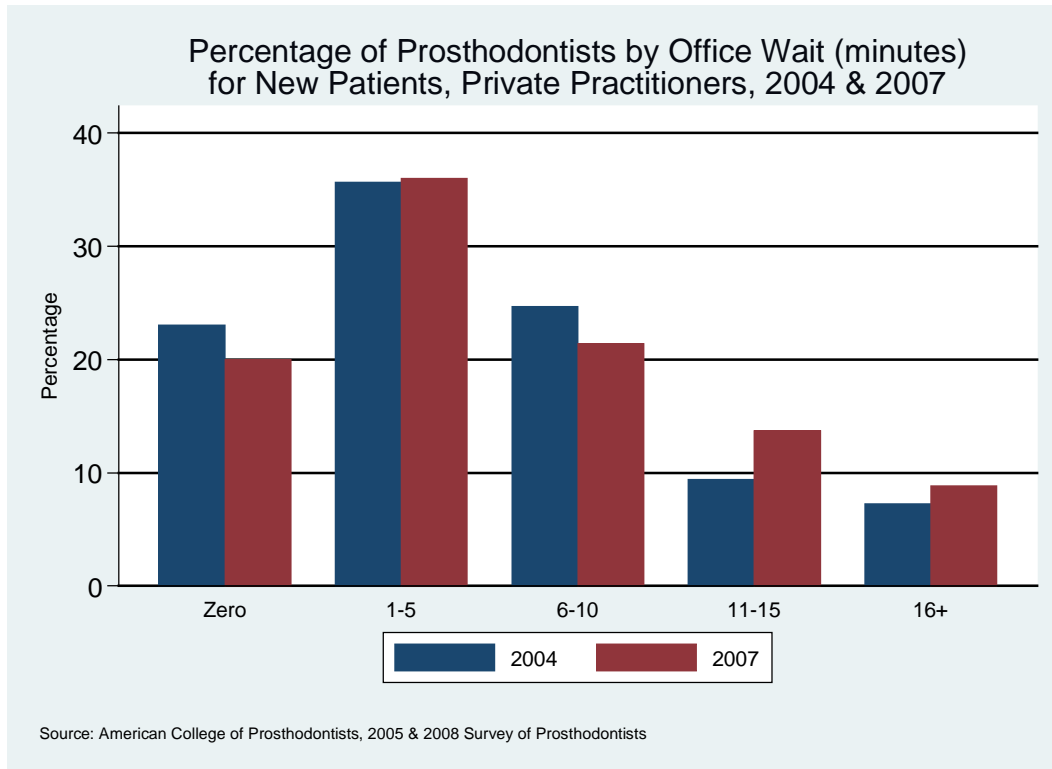
Respondents reported that, on average, patients of record waited in the office about 8 minutes for their appointment. Eighteen percent of respondents indicated that patients of record waited in the office zero minutes and 6% reported they wait 16 minutes or more for their appointment.



**Office Wait for New Patients, Number of Minutes,
Private Practitioners, 2008 Survey of Prosthodontists**

Office				
Wait in			Mean	Standard
Minutes	Number	Percent	Minutes	Deviation
Zero	70	20.00	0.00	0.00
1-5	126	36.00	4.38	1.23
6-10	75	21.43	9.73	0.79
11-15	48	13.71	14.94	0.32
16+	31	8.86	32.90	17.36
Total	350	100.00	8.63	10.30

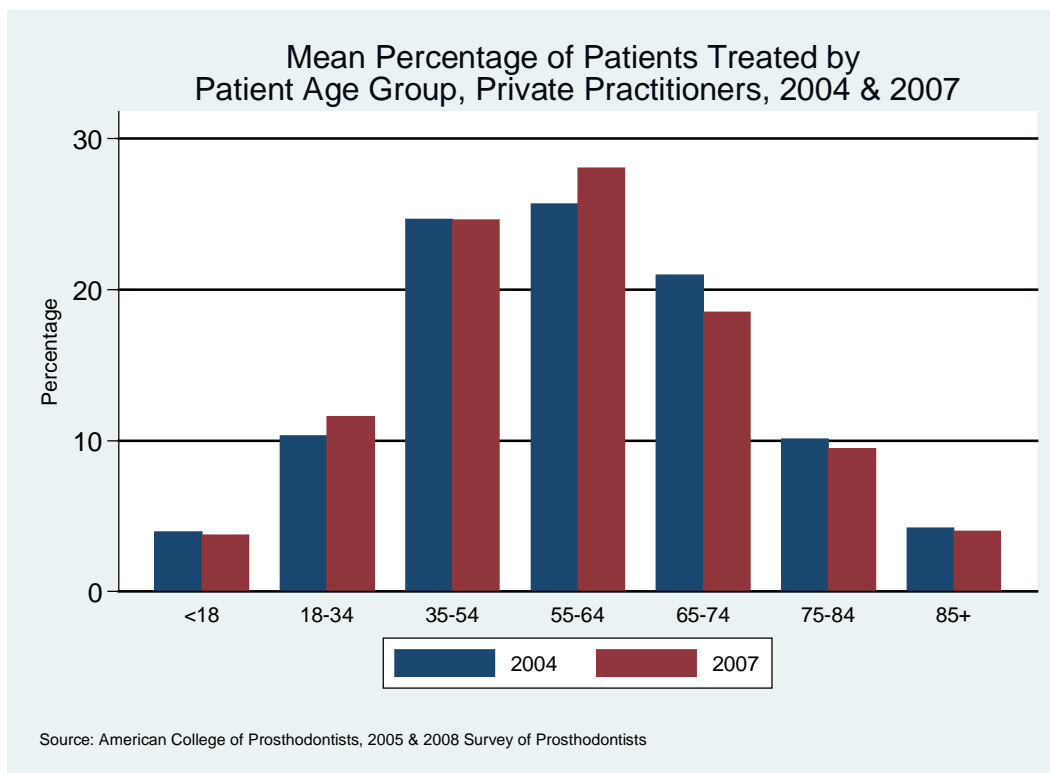
The average number of minutes new patients wait in the office for their appointment was reported by respondents to be 8.6 minutes. Twenty percent of respondents reported new patients waited zero minutes while 9% reported their new patients waited 16 minutes or more.



**Percentage of Patients Treated by Prosthodontists by Patient Age Group,
Private Practitioners, 2008 Survey of Prosthodontists**

Patient Age Group	Standard		Number
	Mean %	Deviation %	
<18	3.98	9.47	493
18-34	10.34	7.35	493
35-54	24.69	14.65	493
55-64	25.69	11.64	493
65-74	20.97	14.04	493
75-84	10.13	8.27	493
85+	4.21	6.78	493

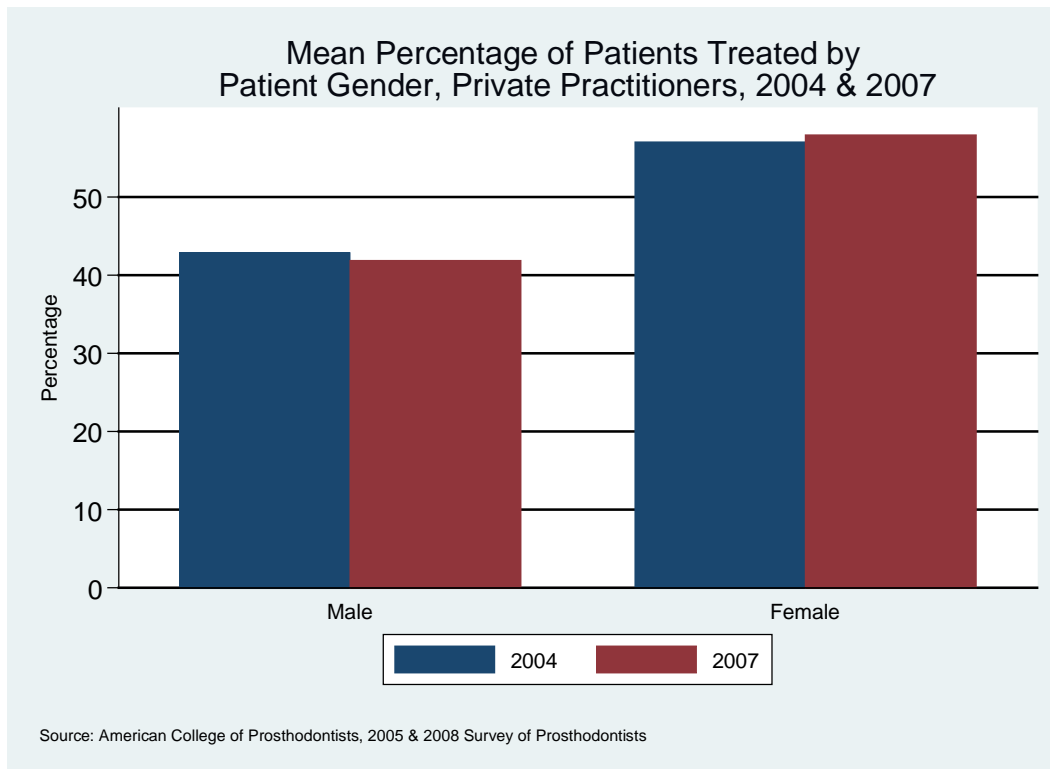
About 26% of prosthodontist patients are 55-64 years of age. Sixty-one percent of patients were reported to be 55 years and older while 39% are younger than 55 years of age. Only 4% of prosthodontists' patients are younger than 18 years.



**Percentage of Patients Treated by Prosthodontists by Patient Gender,
Private Practitioners, 2008 Survey of Prosthodontists**

Patient		Standard	
Gender	Mean %	Deviation %	Number
Male	41.90	8.32	701
Female	57.95	8.44	701

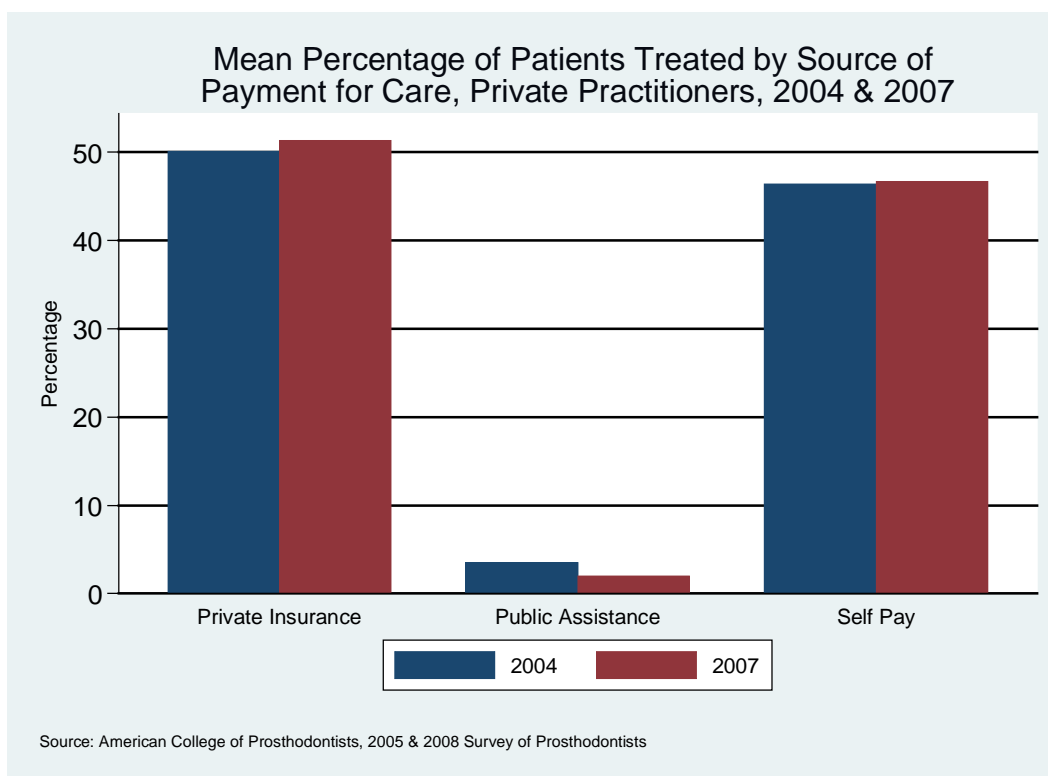
Respondents reported on average that 58% of their patients were female and 42% were male patients.



**Percentage of Patients Treated by Prosthodontists by Source of Payment for Care,
Private Practitioners, 2008 Survey of Prosthodontists**

Patient Coverage	Standard		Number
	Mean %	Deviation %	
Private Insurance	51.32	25.59	493
Public Assistance	1.96	7.43	493
Self Pay	46.72	26.15	493

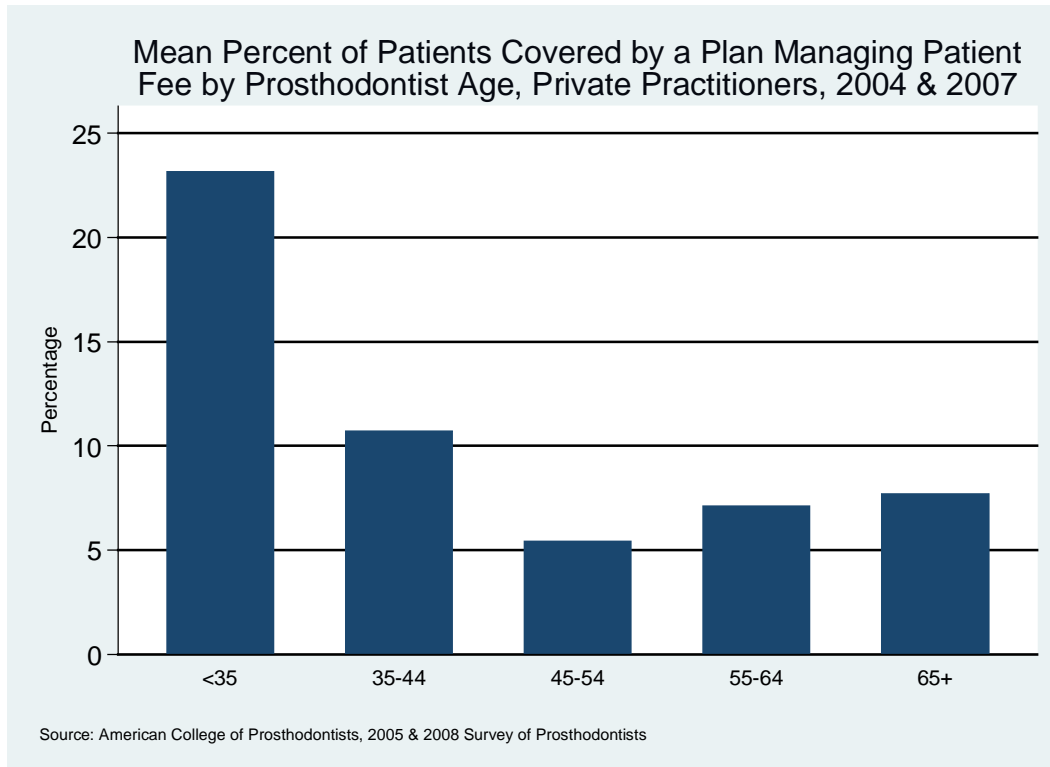
Most patients of prosthodontists are either covered by private insurance (51%) or self-pay patients (47%). Only about 2% of patients were reported to be covered by public assistance (e.g., Medicaid).



**Mean Percentage of Patients Covered by a Plan that Manages Allowable Fee,
Private Practitioners, 2008 Survey of Prosthodontists**

Prosthodontist Age	Standard		Number
	Mean	Deviation	
<35	23.17	34.81	23
35-44	10.73	20.01	73
45-54	5.43	16.70	92
55-64	7.12	20.79	82
65+	7.69	22.15	26
Total	8.78	21.35	296

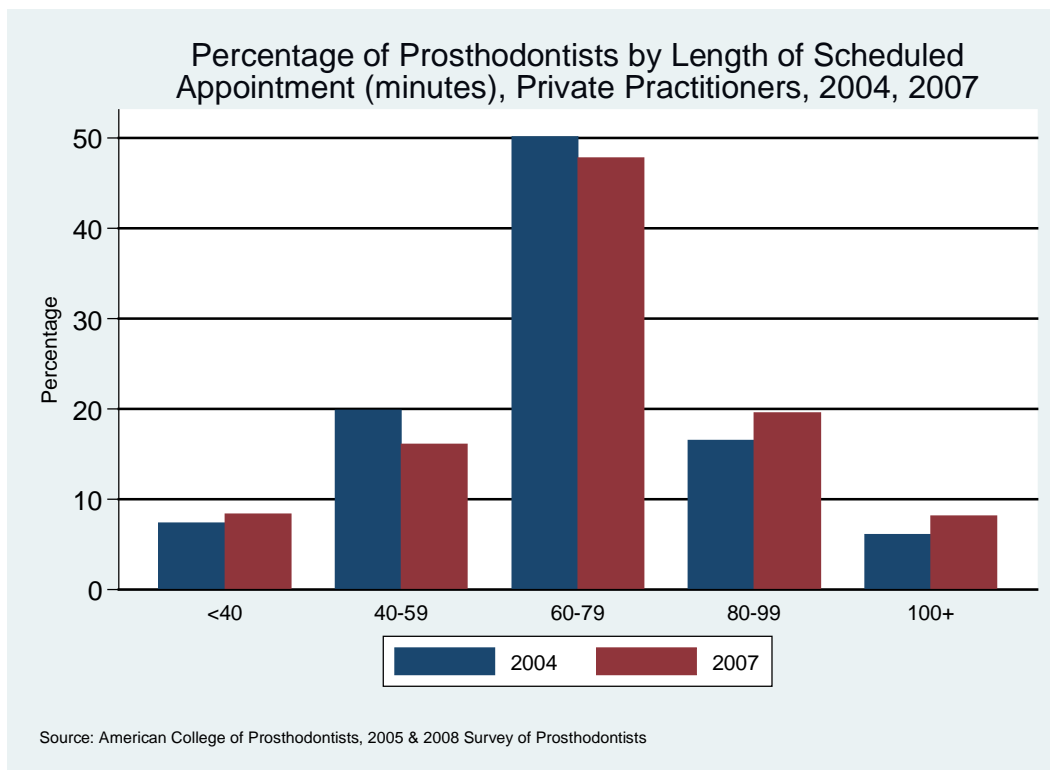
Respondents reported that, on average, 9% of their patients were covered by a plan that directly controls or manages their allowable fee. Prosthodontists indicated that 23% of their patients in a plan that manages allowable fee were younger than 35 years of age.



**Mean Length of a Scheduled Appointment, Private Practitioners,
2008 Survey of Prosthodontists**

Length of a Scheduled Appointment				
(minutes)	Number	Percent	Mean Minutes	Standard Deviation
<40	34	8.42	28.26	7.92
40-59	65	16.09	45.00	2.93
60-79	193	47.77	61.24	3.89
80-99	79	19.55	89.75	1.58
100+	33	8.17	131.67	26.89
Total	404	100.00	67.18	27.13

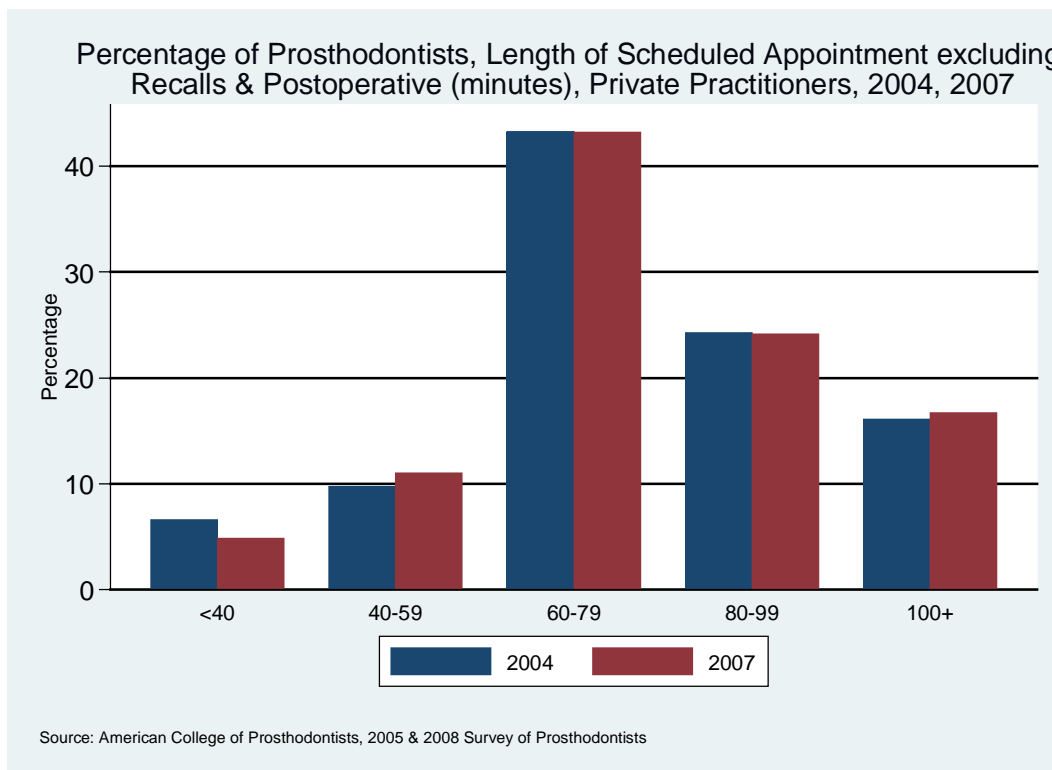
The average length of a scheduled appointment was reported by respondents to be about 67 minutes (1 hour, 7 minutes). Less than 10% of respondents indicated their scheduled appointment length was less than 40 minutes. Eight percent of respondents also reported a scheduled appointment for 100 minutes or more (1 hour, 40 minutes or more).



**Mean Length of a Scheduled Appointment excluding Recalls and Postoperative Care,
Private Practitioners, 2008 Survey of Prosthodontists**

Length of a Scheduled Appointment (minutes)				
	Number	Percent	Mean Minutes	Standard Deviation
<40	19	4.88	26.05	8.87
40-59	43	11.05	45.44	2.86
60-79	168	43.19	62.32	5.19
80-99	94	24.16	89.02	2.90
100+	65	16.71	133.38	26.58
Total	389	100.00	77.01	32.14

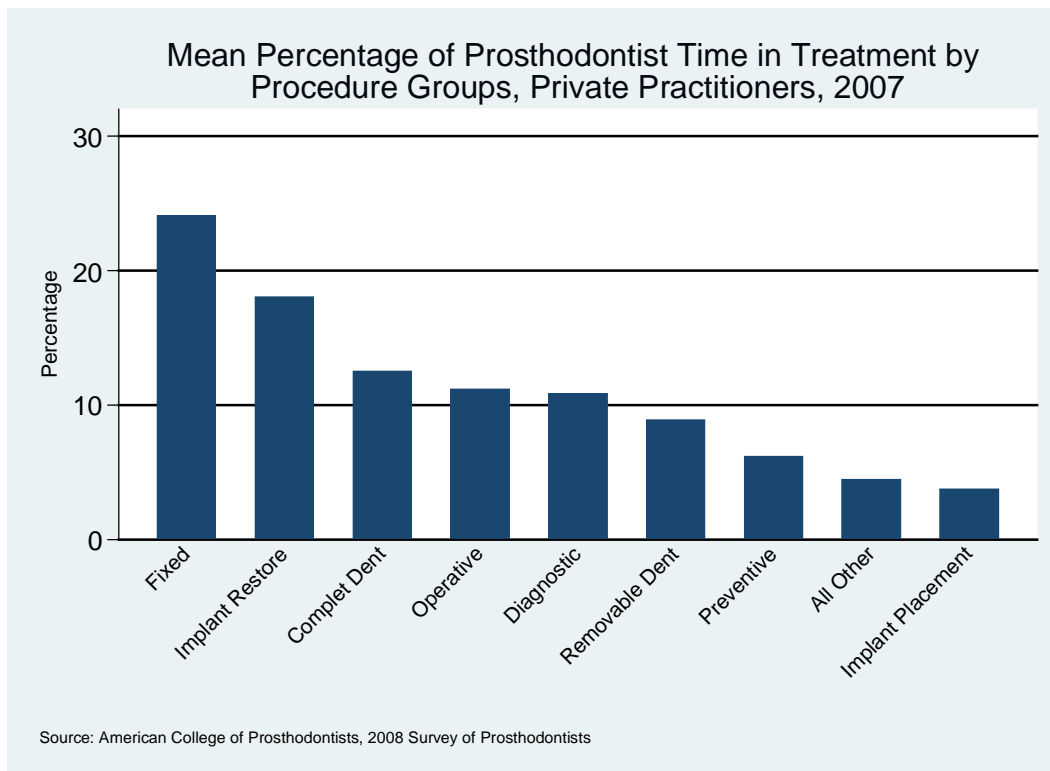
Excluding recall and postoperative care, respondents reported an average of 77 minutes (1 hour, 17 minutes) for the length of an appointment. Less than 5% of respondents reported an appointment length of less than 40 minutes and 17% indicated a scheduled appointment of 100 or more minutes. Forty-three percent of respondents set scheduled appointments at 60-79 minutes.



**Mean Percentage of Prosthodontist Time Treating Patients by Dental Procedures,
Private Practitioners, 2008 Survey of Prosthodontists**

Procedure Group	Mean		Number
	Percent Time	Standard Deviation	
Fixed	24.10	13.73	387
Implant Restore	18.03	12.02	387
Complete Dent	12.50	11.23	387
Operative	11.18	9.99	387
Diagnostic	10.86	7.60	387
Removable Dent	8.91	8.08	387
Preventive	6.21	7.36	387
All Other	4.47	7.93	387
Implant Placement	3.74	10.19	387

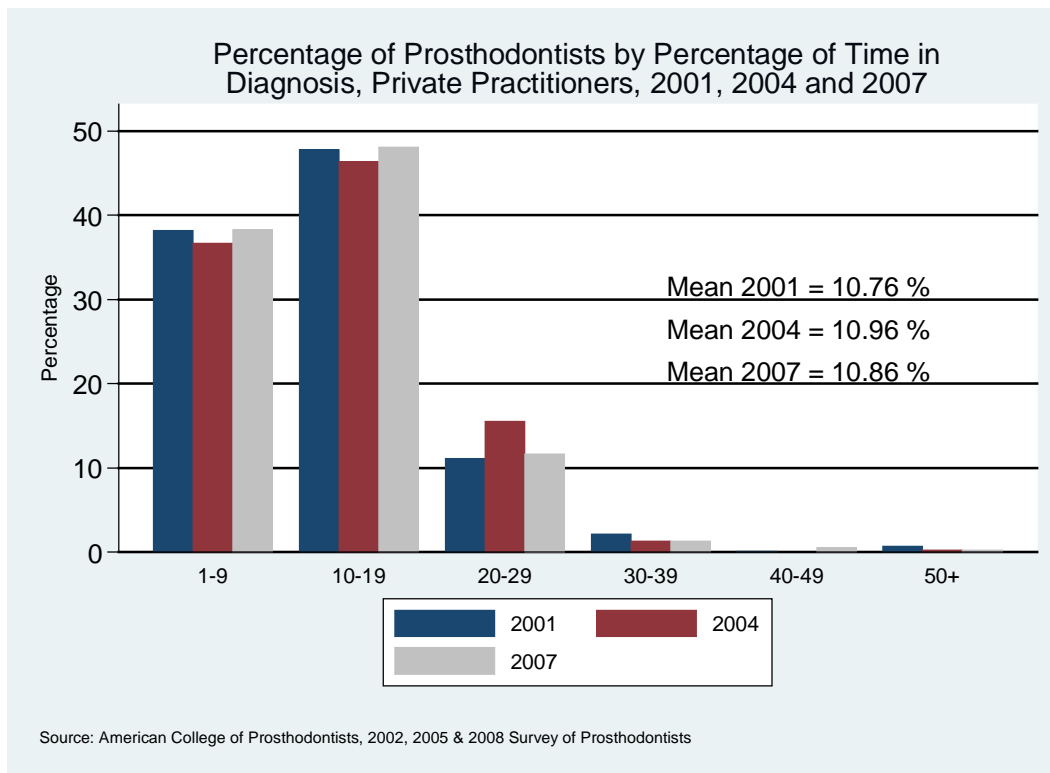
Respondents indicated that they spend the largest percentage of their treatment time providing fixed prosthodontics services. The five procedures taking most of a prosthodontists' time included fixed prosthodontics (24%), implant restorations (18%), complete dentures (13%), operative dentistry (11%) and diagnostic services (11%).



**Selected Procedures: Percent of Time Rendering Diagnostic Procedures
Private Practitioners, 2008 Survey of Prosthodontists**

Percent of				
Time in			Mean	Standard
Procedure	Number	Percentage	Percentage	Deviation
<10	148	38.24	4.84	2.52
10-19	186	48.06	11.74	2.56
20-29	45	11.63	21.75	2.50
30-39	5	1.29	30.69	0.82
40-49	2	0.52	44.50	4.95
50+	1	0.26	80.00	na
Total	387	100.00	10.86	7.60

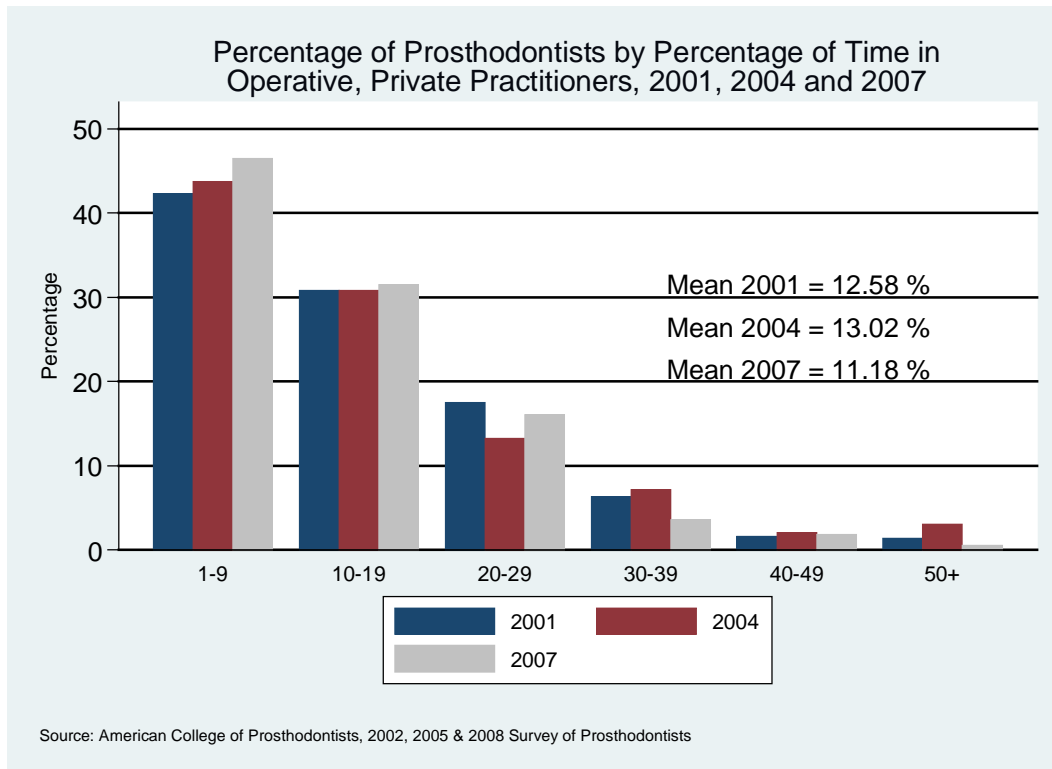
More than 4 of 5 respondents reported they spend up to 20% of their time providing diagnostic services. The average percentage of time in diagnosis is 10.8%.



**Selected Procedures: Percent of Time Rendering Operative Procedures
Private Practitioners, 2008 Survey of Prosthodontists**

Percent of				
Time in			Mean	Standard
Procedure	Number	Percentage	Percentage	Deviation
<10	180	46.51	3.58	2.73
10-19	122	31.52	11.92	2.57
20-29	62	16.02	21.92	2.23
30-39	14	3.62	32.11	2.27
40-49	7	1.81	42.41	4.16
50+	2	0.52	62.03	13.29
Total	387	100.00	11.18	9.99

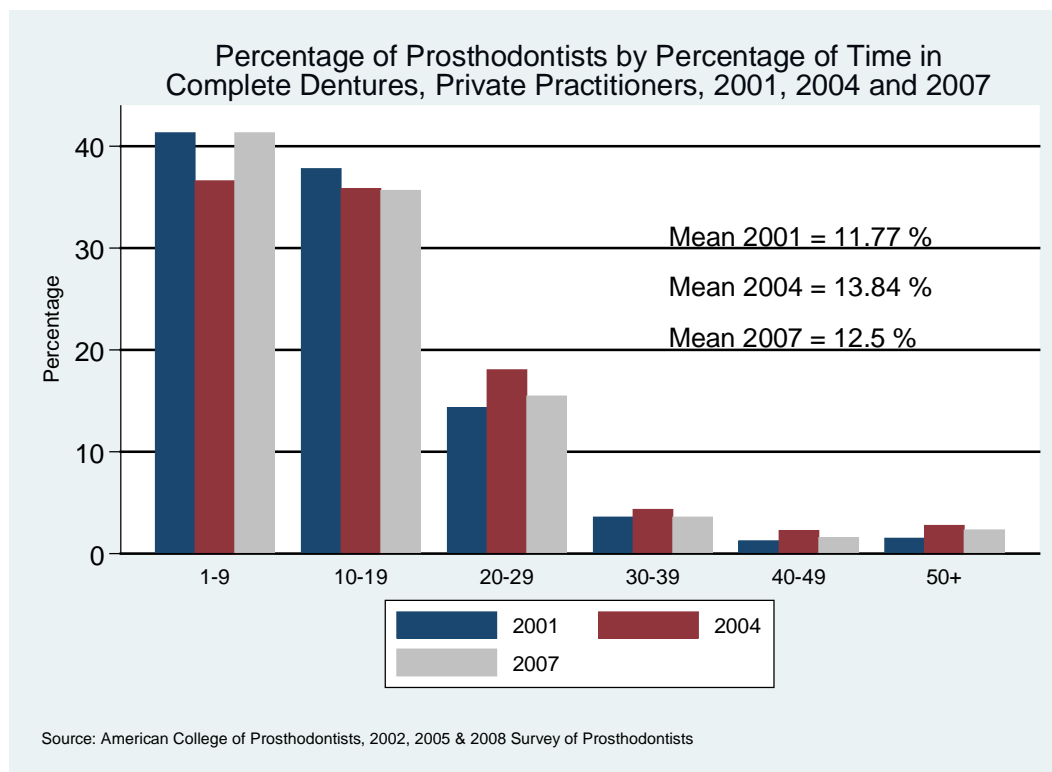
The largest percent of prosthodontists (47%) spend less than 10% of their time in providing operative care. Another 32% spend 10%-19% of their time providing operative care. The average percent of time in operative care was 11%.



**Selected Procedures: Percent of Time Rendering Complete Dentures Procedures
Private Practitioners, 2008 Survey of Prosthodontists**

Percent of				
Time in			Mean	Standard
Procedure	Number	Percentage	Percentage	Deviation
<10	160	41.34	3.71	2.57
10-19	138	35.66	12.52	2.94
20-29	60	15.50	21.78	2.29
30-39	14	3.62	32.08	2.31
40-49	6	1.55	42.14	2.94
50+	9	2.33	56.48	7.57
Total	387	100.00	12.50	11.23

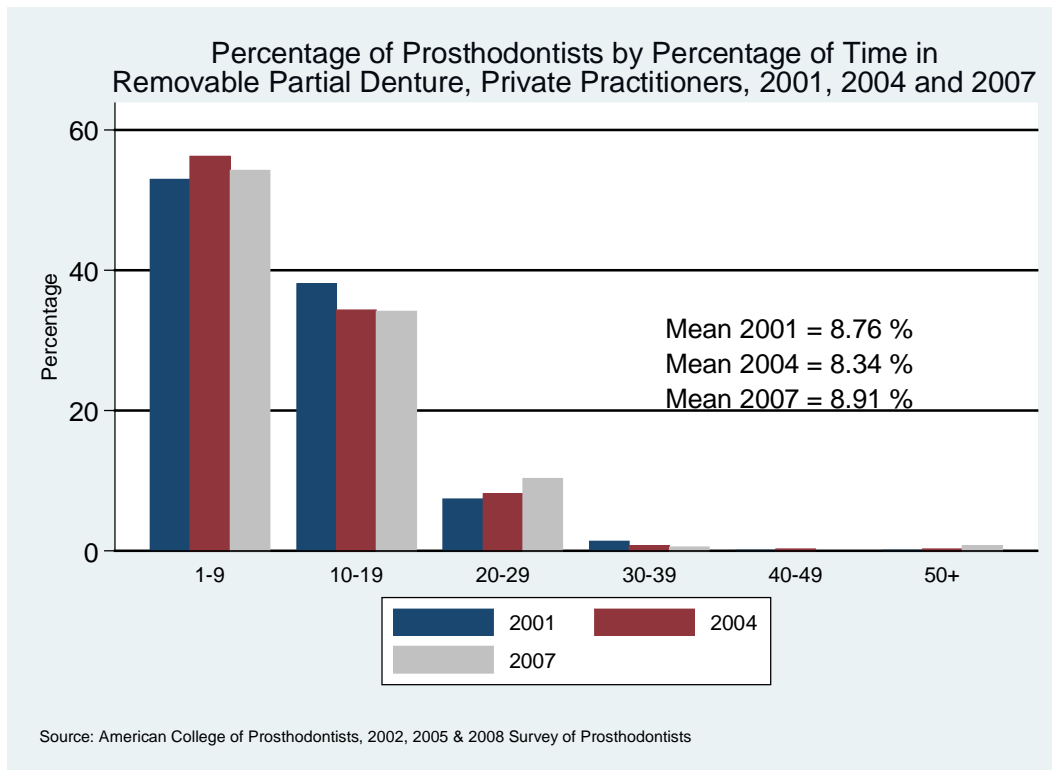
Respondents reported they spend an average of 12.5% of their time providing complete denture services. About 41% reported spending less than 10% of their time and 36% spend 10%-19% of their time providing complete denture services.



**Selected Procedures: Percent of Time Rendering Removable Partial Denture Procedures
Private Practitioners, 2008 Survey of Prosthodontists**

Percent of				
Time in			Mean	Standard
Procedure	Number	Percentage	Percentage	Deviation
<10	210	54.26	3.71	2.77
10-19	132	34.11	11.92	2.50
20-29	40	10.34	21.18	1.94
30-39	2	0.52	34.17	1.18
50+	3	0.78	60.00	17.32
Total	387	100.00	8.91	8.08

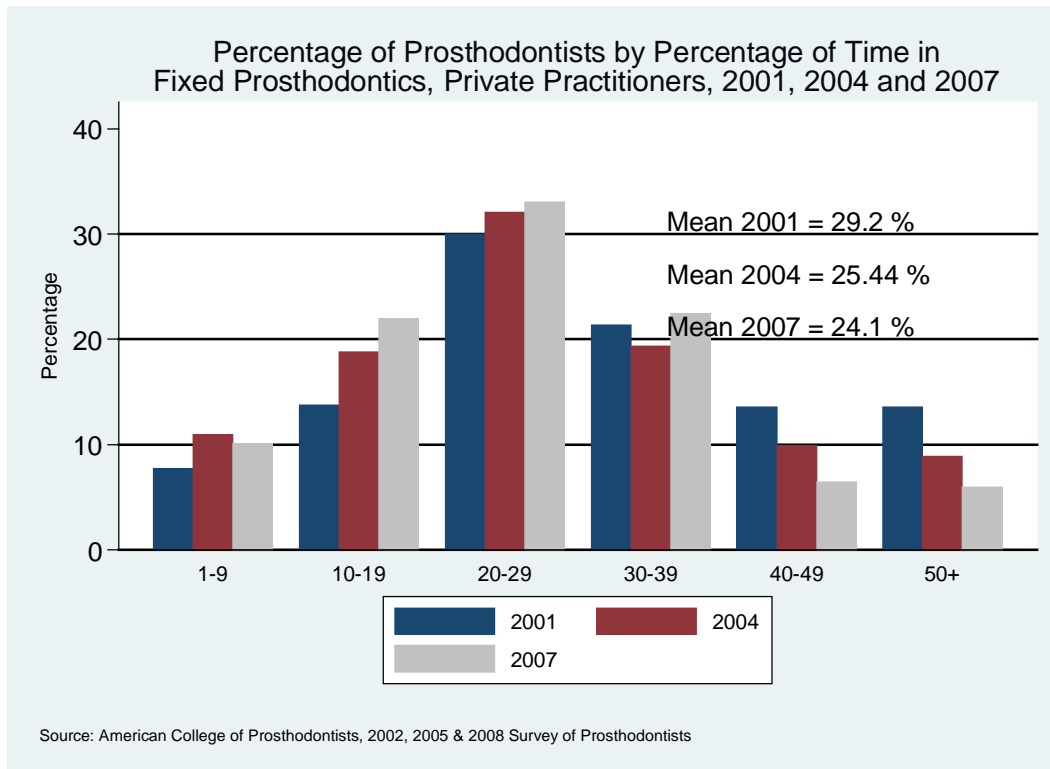
Removable partial denture services take an average of 9% of prosthodontics treatment time. More than 50% of respondents indicated that partial denture care takes less than 10% of their time.



**Selected Procedures: Percent of Time Rendering Fixed Prosthodontics Procedures
Private Practitioners, 2008 Survey of Prosthodontists**

Percent of				
Time in			Mean	Standard
Procedure	Number	Percentage	Percentage	Deviation
<10	39	10.08	1.88	2.78
10-19	85	21.96	13.80	3.03
20-29	128	33.07	22.68	2.67
30-39	87	22.48	32.12	2.69
40-49	25	6.46	42.42	2.69
50+	23	5.94	57.50	9.14
Total	387	100.00	24.10	13.73

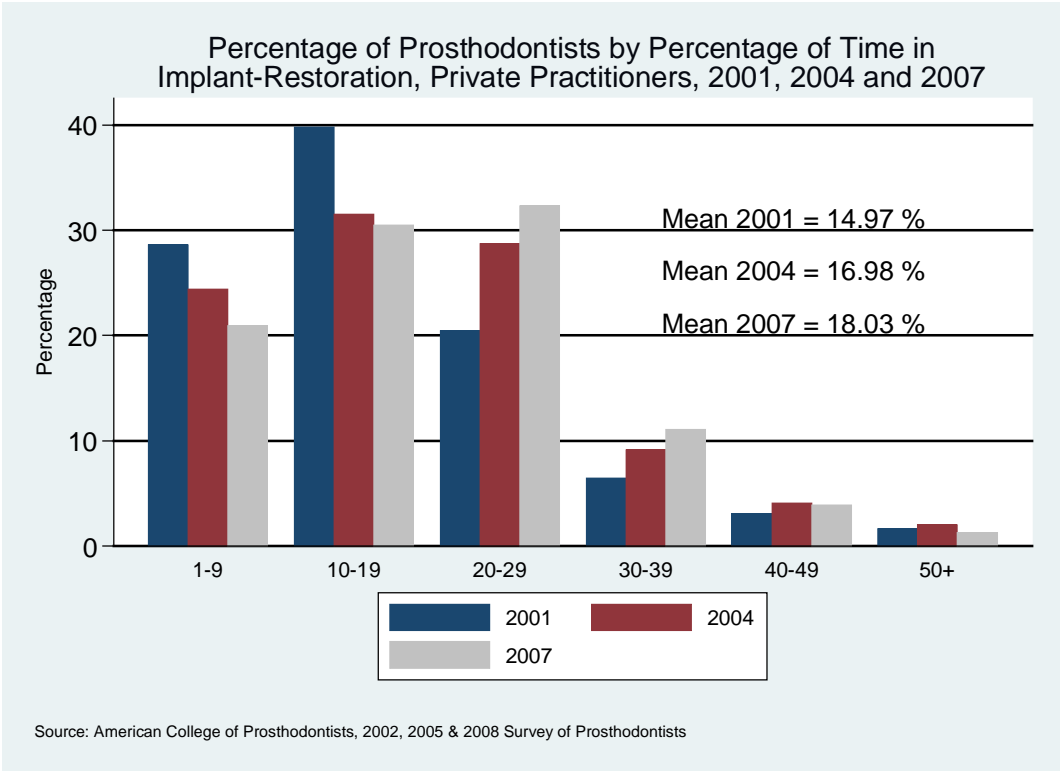
The average percent of time spent in fixed prosthodontics is estimated to be 24% by respondents to the survey. More than 3 of 4 respondents indicated they spend 10%-39% of their time providing fixed prosthodontics.



Selected Procedures: Percent of Time Rendering Implant-Supported Restoration Procedures, Private Practitioners, 2008 Survey of Prosthodontists

Percent of				
Time in			Mean	Standard
Procedure	Number	Percentage	Percentage	Deviation
1-9	81	20.93	3.46	2.88
10-19	118	30.49	12.82	3.03
20-29	125	32.30	22.77	2.74
30-39	43	11.11	31.88	2.29
40-49	15	3.88	42.95	3.13
50+	5	1.29	64.83	15.68
Total	387	100.00	18.03	12.02

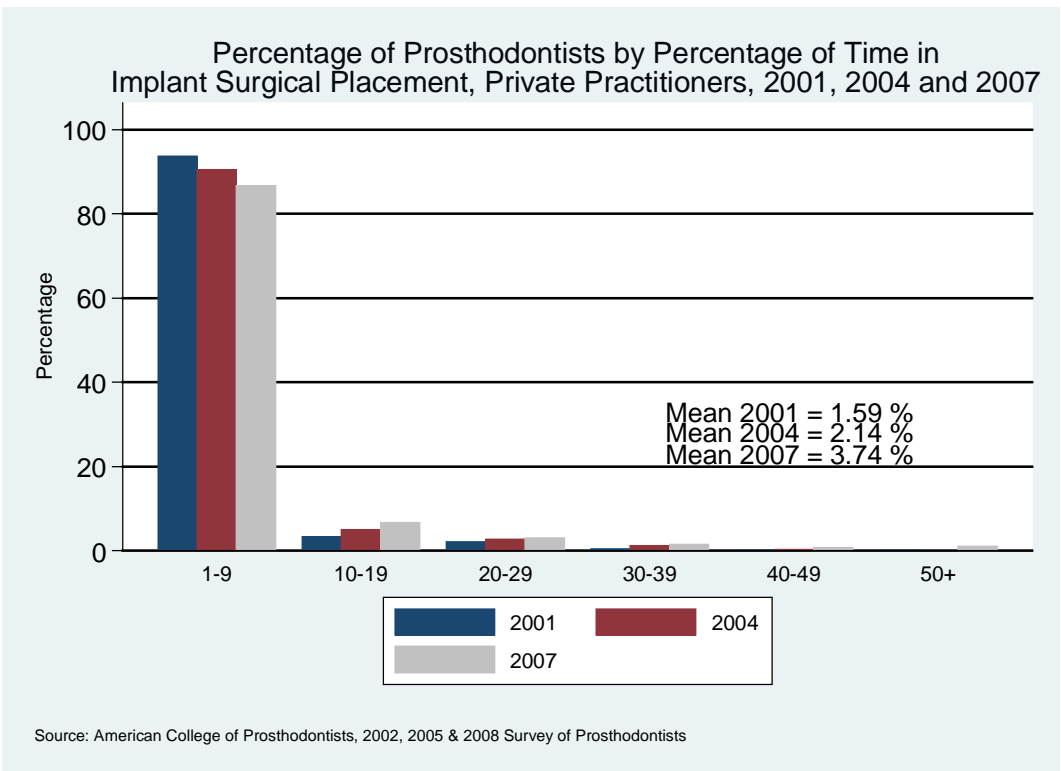
More than 80% of respondents indicated they spend up to 30% of their treatment time providing implant supported restoration. The average percent of time reported in implant restoration was 18% of time.



**Selected Procedures: Percent of Time Rendering Implant Surgical Placement Procedures
Private Practitioners, 2008 Survey of Prosthodontists**

Percent of				
Time in			Mean	Standard
Procedure	Number	Percentage	Percentage	Deviation
<10	336	86.82	0.72	1.95
10-19	26	6.72	12.70	3.43
20-29	12	3.10	22.66	2.63
30-39	6	1.55	32.38	2.00
40-49	3	0.78	41.82	3.15
50+	4	1.03	71.25	21.75
Total	387	100.00	3.74	10.19

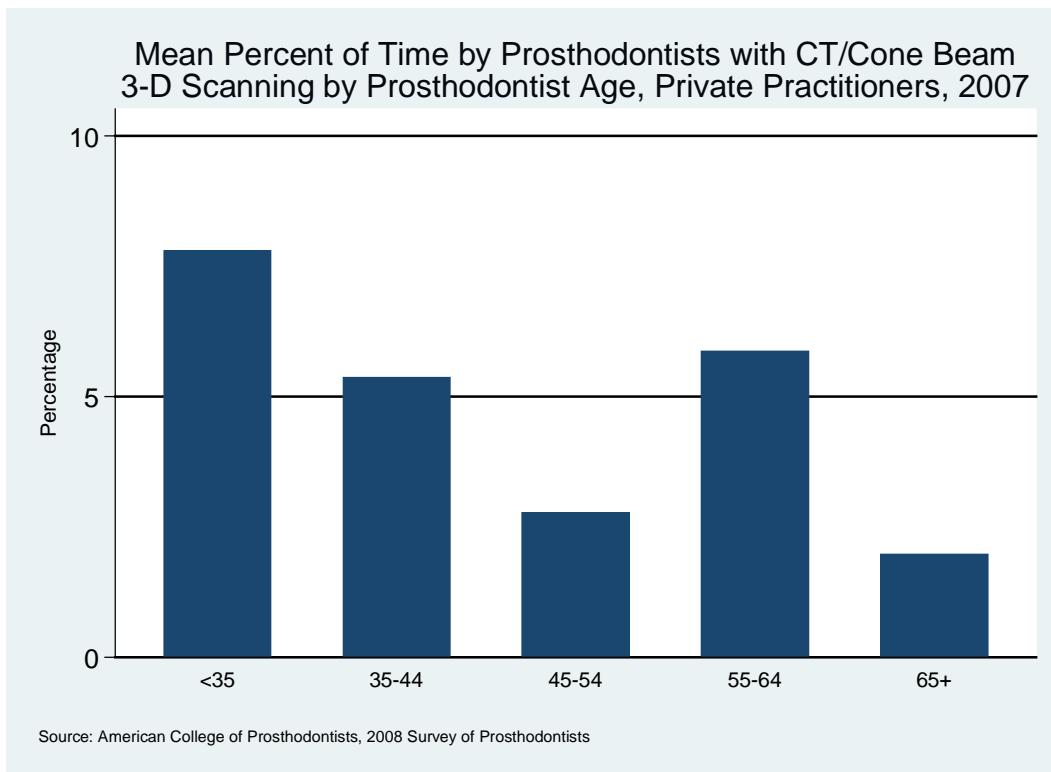
Most of the respondents (87%) reported they spend less than 10% of their time providing implant surgical placement procedures. The average percent of time was estimated to be 3.7% of time providing implant placement procedures.



Percentage of Diagnostic Time Spent with CT/Cone Beam 3D Scanning by Prosthodontist Age, Private Practitioners, 2008 Survey of Prosthodontists

Age Group	Mean Percent	Standard Deviation	Number
<35	7.81	9.03	26
35-44	5.37	10.03	83
45-54	2.77	6.47	104
55-64	5.87	16.15	94
65+	1.97	5.67	34
Total	4.56	10.98	341

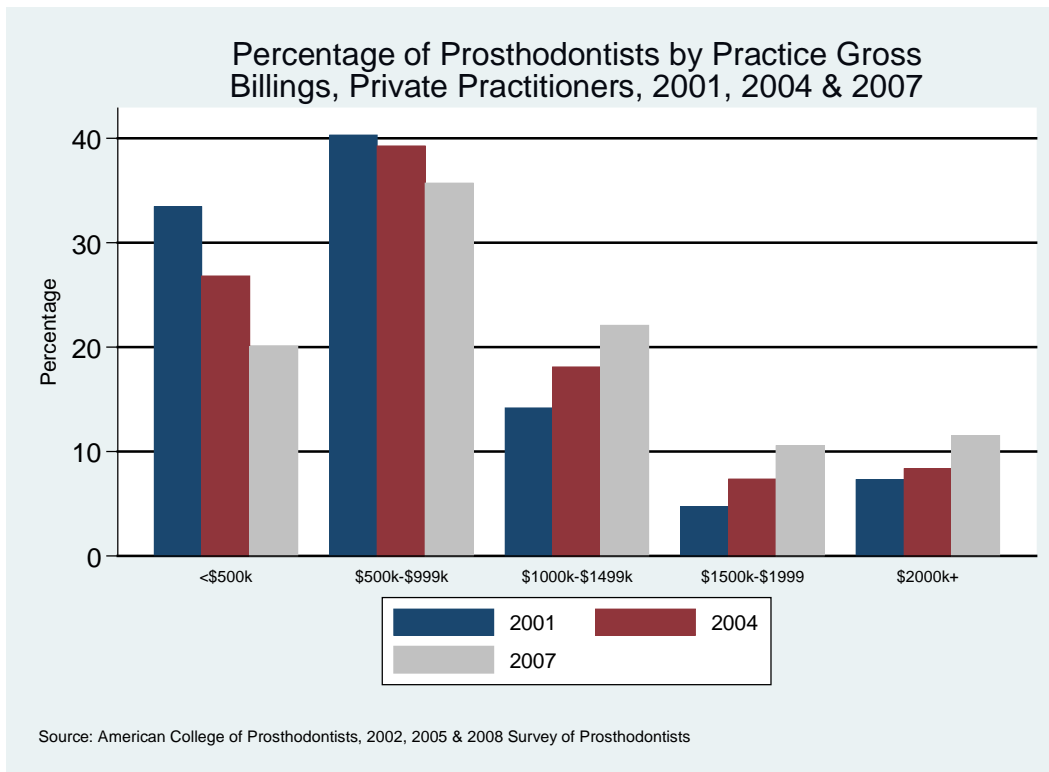
Respondents reported they spend an average of 5% of their treatment time with CT/Cone Beam 3-D Scanning



**Percentage of Prosthodontists by Amount of Practice Gross Billings
Private Practitioners, 2008 Survey of Prosthodontists**

Practice Gross Billings	Practice		Mean	
	Number	Percentage	Gross Billings	Standard Deviation
<\$500k	59	20.07	\$261,968	\$139,994
\$500k-\$999k	105	35.71	\$737,467	\$141,533
\$1000k-\$1499k	65	22.11	\$1,173,214	\$127,017
\$1500k-\$1999	31	10.54	\$1,671,475	\$151,086
\$2000k+	34	11.56	\$3,706,771	\$2,043,734
Total	294	100.00	\$1,180,255	\$1,222,132

The average gross billings⁴ per practice were estimated to be \$1,180,255 in 2008. About 56% of respondents reported gross billings below \$1 million and 22% reported gross billings exceeding \$1.5 million. Twelve percent reported practice gross billings of \$2 million or more.

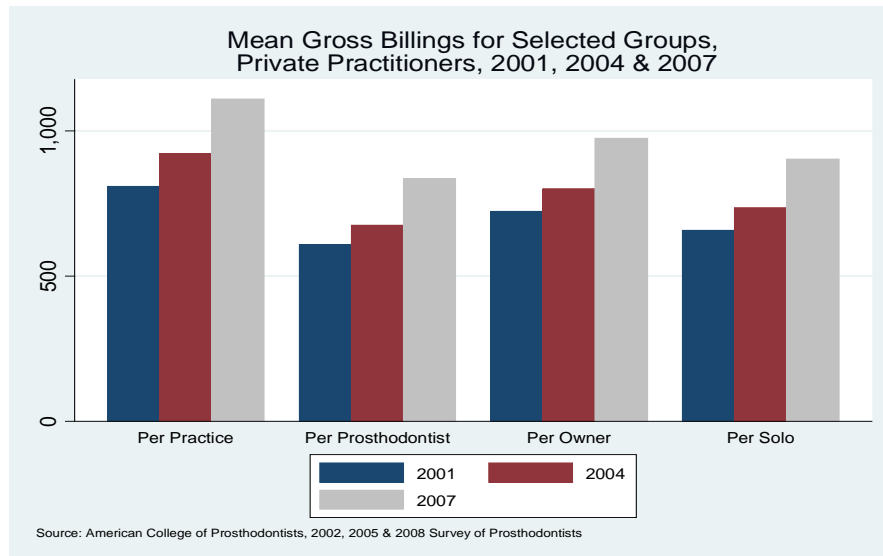


⁴ The survey question asked for gross billings of the practice where the respondent treated patients and not gross billings charged by the individual respondent prosthodontist.

**Mean Gross Billings for Selected Groups of Prosthodontists
Private Practitioners, 2008 Survey of Prosthodontists**

Gross Billings Group				
Statistics	Per Practice	Per Prosthodontist	Per Owner	Per Solo
Year: 2001				
Mean	\$809,677	\$608,182	\$723,949	\$658,721
Std Deviation	\$671,013	\$391,450	\$474,122	\$383,454
Number	696	687	648	471
Year: 2004				
Mean	\$922,185	\$675,445	\$801,793	\$736,881
Std Deviation	\$860,642	\$464,948	\$557,691	\$468,225
Number	292	281	257	191
Year: 2007				
Mean	\$1,110,358	\$836,860	\$974,473	\$903,107
Std Deviation	\$914,947	\$517,462	\$615,976	\$525,990
Number	288	280	266	193

The practice gross billings at the practice level can be used to estimate gross billings “per” prosthodontist in the practice, per practice owner, and for a solo prosthodontist. The average gross billings in 2007 were \$836,860 per prosthodontist, \$974,473 per owner, and \$903,107 per solo prosthodontist. The table above and the chart compare the nominal⁵ dollar amounts of gross billings for each group in each of the survey years, 2001, 2004, and 2007.

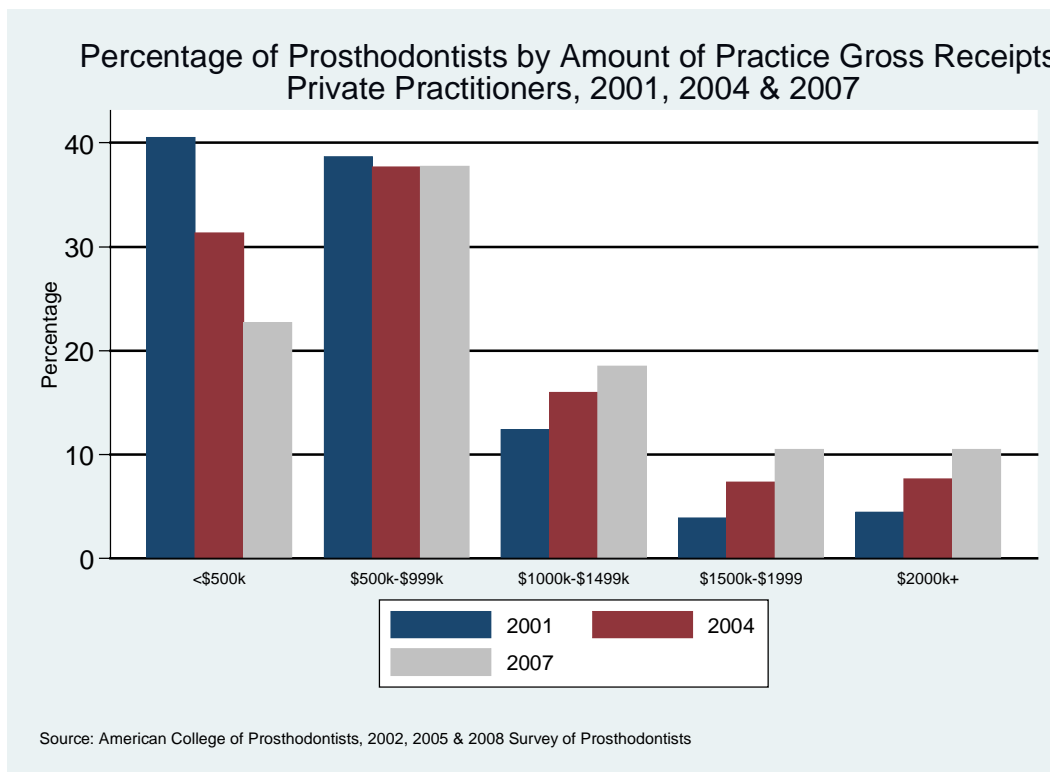


⁵ Nominal means the comparison of mean gross billings over the period 2001-2007 has not been adjusted for inflation in national dental fees.

**Percentage of Prosthodontists by Amount of Practice Gross Receipts
Private Practitioners, 2008 Survey of Prosthodontists**

Practice			Mean	
Gross Receipts	Number	Percentage	Gross Receipts	Standard Deviation
<\$500k	65	22.73	\$275,103	\$149,097
\$500k-\$999k	108	37.76	\$740,218	\$140,038
\$1000k-\$1499k	53	18.53	\$1,180,191	\$119,296
\$1500k-\$1999k	30	10.49	\$1,664,127	\$139,918
\$2000k+	30	10.49	\$3,990,683	\$2,377,022
Total	286	100.00	\$1,153,915	\$1,306,708

The estimated amount of gross receipts at the practice level was \$1,153,915 at the practice level. Gross receipts should be lower than gross billings due to uncollected revenue from services rendered. About 60% of respondents indicated their gross receipts were less than \$1 million and 10% reported gross receipts of \$2 million or more.

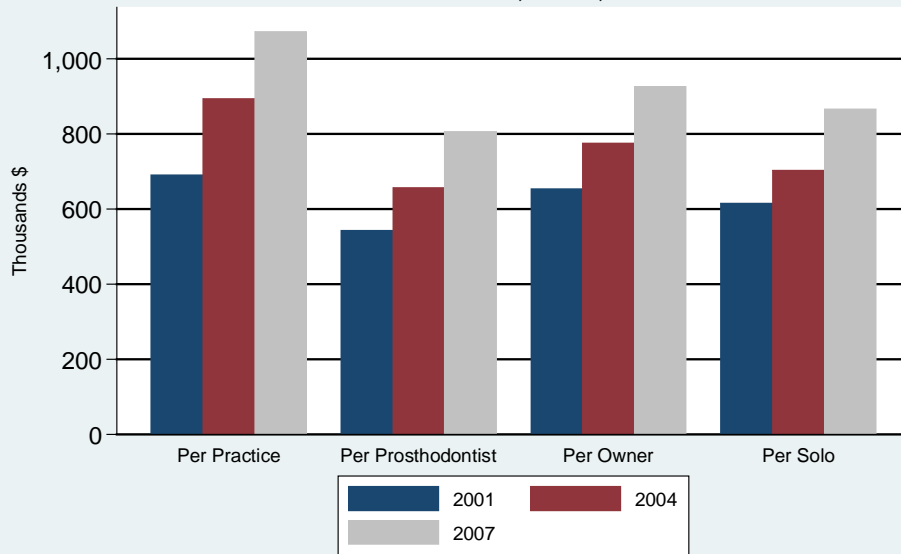


**Mean Gross Receipts for Selected Groups of Prosthodontists
Private Practitioners, 2008 Survey of Prosthodontists**

Gross Receipts Group				
Statistics	Per Practice	Per Prosthodontist	Per Owner	Per Solo
Year: 2001				
Mean	\$690,196	\$543,513	\$654,420	\$616,010
Std Deviation	\$545,034	\$375,652	\$451,178	\$376,900
Number	700	687	647	471
Year: 2004				
Mean	\$894,552	\$657,242	\$775,503	\$703,219
Std Deviation	\$869,468	\$474,052	\$580,601	\$430,282
Number	294	284	261	194
Year: 2007				
Mean	\$1,072,113	\$805,674	\$925,840	\$865,558
Std Deviation	\$941,226	\$520,273	\$595,415	\$542,603
Number	280	274	261	193

The practice gross receipts at the practice level can be used to estimate gross receipts “per” prosthodontist in the practice, per practice owner, and for a solo prosthodontist. The average gross receipts in 2007 were \$805,674 per prosthodontist, \$925,840 per owner, and \$865,558 per solo prosthodontist. The table above and the chart compare the nominal dollar amounts of gross receipts for each group in each of the survey years, 2001, 2004, and 2007.

Mean Gross Receipts for Selected Groups,
Private Practitioners, 2001, 2004 & 2007

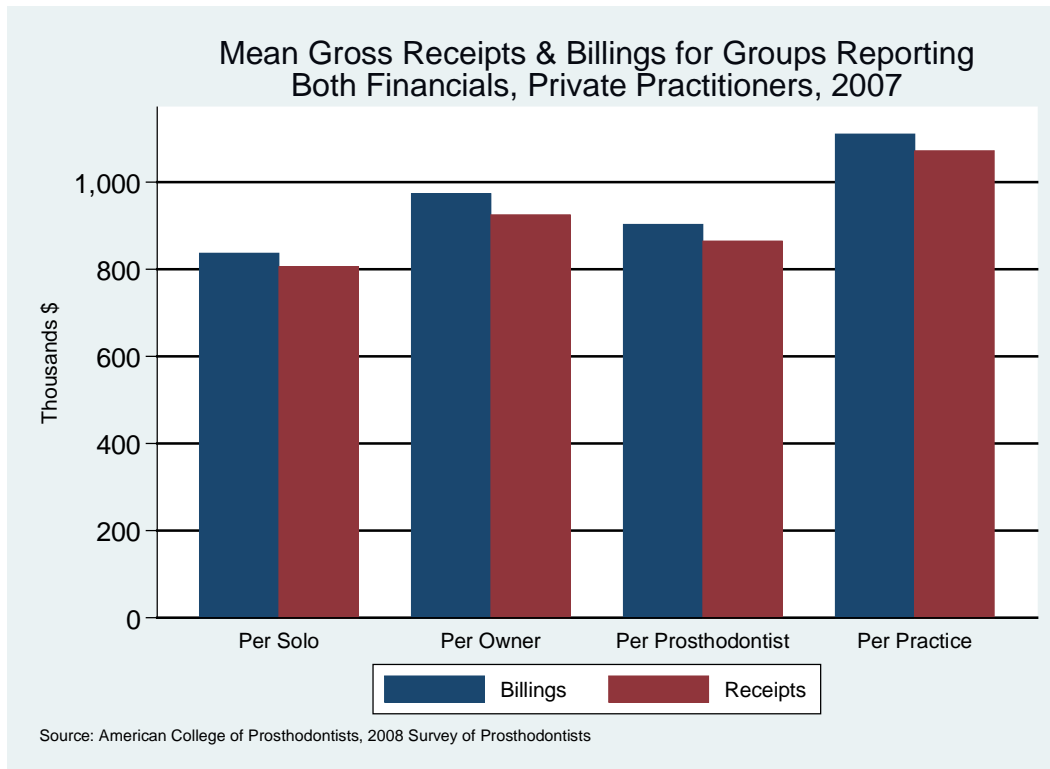


Source: American College of Prosthodontists, 2002, 2005 & 2008 Survey of Prosthodontists

**Mean Gross Receipts for Groups of Prosthodontists Reporting both Financials,
Private Practitioners, 2008 Survey of Prosthodontists**

Statistic	Gross		Statistic	Gross	
	Billings	Receipts		Billings	Receipts
Per Practice			Per Owner		
Mean	\$1,118,127	\$1,084,193	Mean	\$986,289	\$937,624
Std Deviation	\$906,100	\$945,540	Std Deviation	\$621,606	\$596,262
Number	270	271	Number	253	253
Per Prosthodontist			Per Solo		
Mean	\$846,111	\$813,696	Mean	\$911,437	\$876,906
Std Deviation	\$516,702	\$521,953	Std Deviation	\$531,672	\$543,859
Number	264	265	Number	185	187

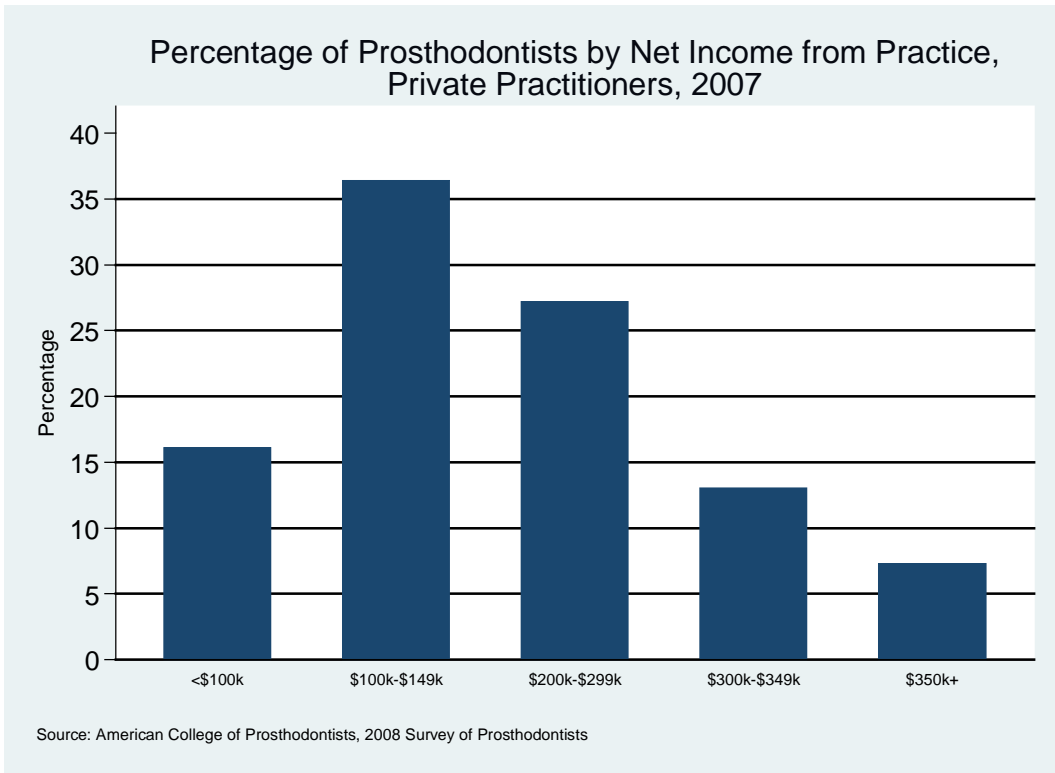
The above table and the chart below contain data for respondents who reported both gross billings and gross receipts. These data provide a better estimate of the discount of gross receipts from gross billings. Although not shown in the table, gross receipts represent about 97% of billings at the practice level.



Mean Net Income and Percentage of Prosthodontists by Net Income Groups, Private Practitioners, 2007

Net Income Group	Number	Percentage	Mean	
			Net Income	Standard Deviation
<\$100k	42	16.09	\$52,875	\$26,465
\$100k-\$249k	95	36.40	\$170,168	\$41,581
\$250k-\$399k	71	27.20	\$304,684	\$40,617
\$400k-\$549k	34	13.03	\$453,799	\$41,119
\$550k+	19	7.28	\$766,519	\$180,725
Total	261	100.00	\$268,247	\$180,725

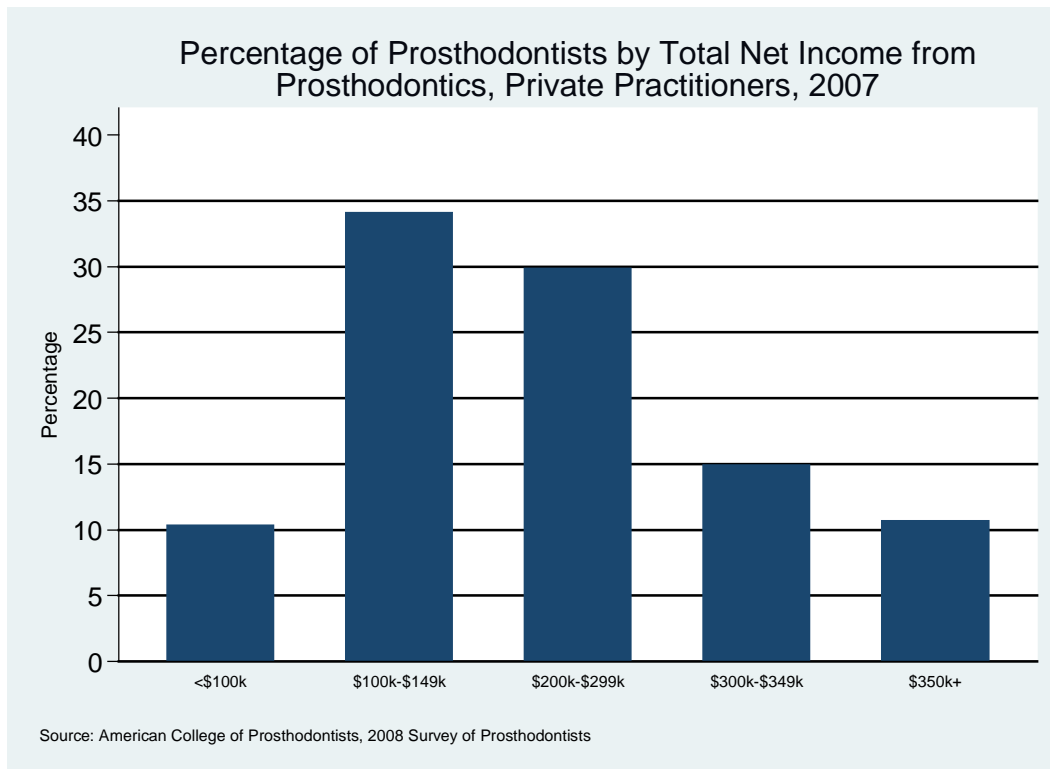
The average net income from private practice reported by respondents was \$268,247 in 2007. Less than 20% of respondents reported less than \$100,000 net income and 7% reported net incomes of \$550,000 or more.



Mean “Total” Net Income and Percentage of Prosthodontists by “Total” Net Income Groups, Private Practitioners, 2007

Net Income Group	Number	Percentage	Mean	
			Net Income	Standard Deviation
<\$100k	27	10.34	\$63,794	\$25,736
\$100k-\$249k	89	34.10	\$166,953	\$42,491
\$250k-\$399k	78	29.89	\$303,419	\$42,165
\$400k-\$549k	39	14.94	\$461,273	\$47,171
\$550k+	28	10.73	\$807,638	\$225,047
Total	261	100.00	\$309,776	\$224,059

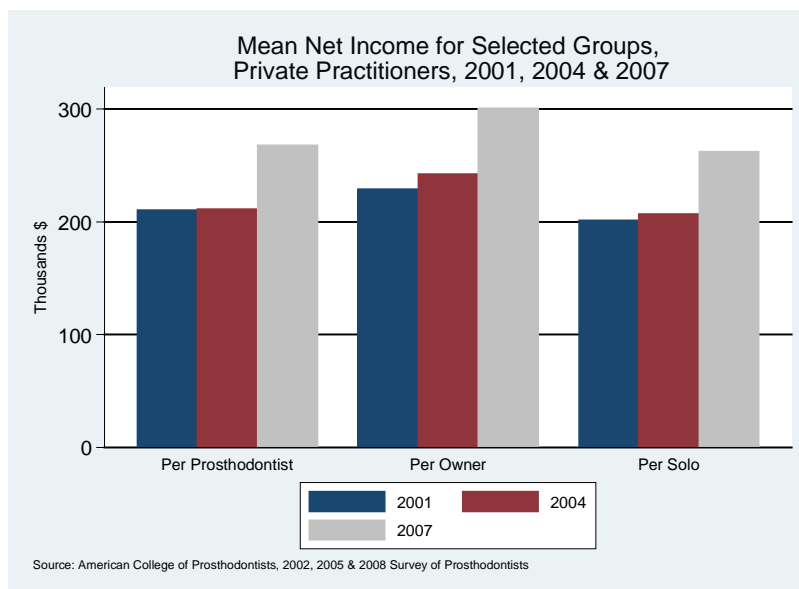
Total net income of prosthodontists includes the net income from private practice (see previous page) plus all other income received from the practice of prosthodontics (e.g., teaching, hospital staff, consulting, etc.). In 2007, respondents reported an average of \$309,776 in total net income. About 44% of respondents reported total net income of less than \$250,000 and 11% reported total net income of \$550,000 or more.



**Mean Net Income from Private Practice for Selected Groups,
Private Practitioners, 2001, 2004, 2007**

Statistic	Per	Per	Per
	Prosthodontist	Owner	Solo
Year: 2001			
Mean	\$210,699	\$229,132	\$201,671
Std Deviation	\$151,183	\$150,607	\$134,350
Number	689	594	480
Year: 2004			
Mean	\$211,659	\$242,498	\$207,357
Std Deviation	\$170,560	\$181,336	\$147,230
Number	293	235	195
Year: 2007			
Mean	\$268,247	\$300,944	\$262,565
Std Deviation	\$194,091	\$194,629	\$161,314
Number	261	214	178

The net income data shown in the table and chart are in nominal⁶ dollar terms and unadjusted for general inflation. While the average net income among all prosthodontists is \$268,247, the mean net income for practice owners is higher at \$300,944 and lower for solo prosthodontists at \$262,565.

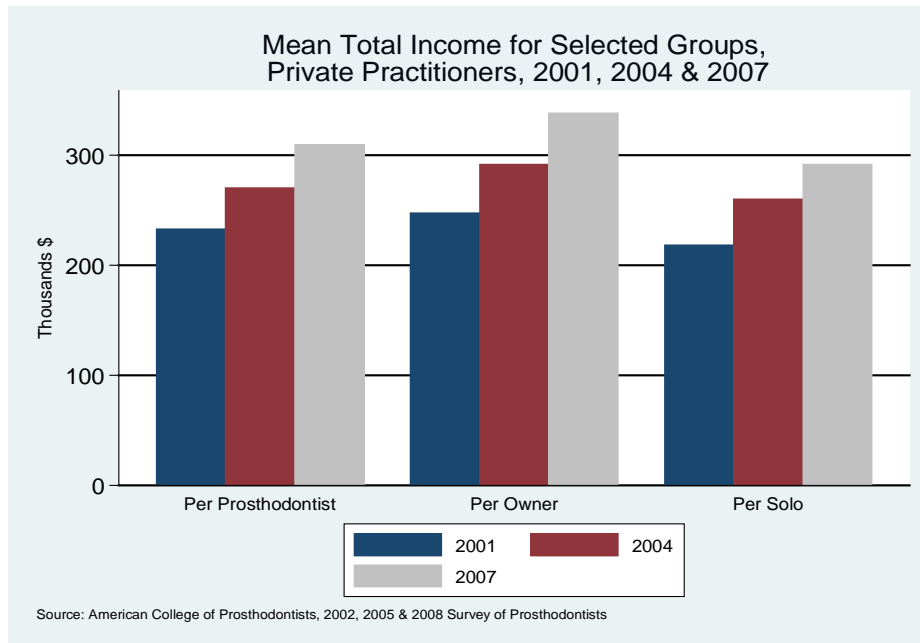


⁶ Nominal means that the mean net incomes over the period 2001-2007 have not been adjusted for general inflation in consumer price levels.

**Mean Total Net Income from Practice for Selected Groups,
Private Practitioners, 2001, 2004, 2007**

Statistic	Per	Per	Per
	Prosthodontist	Owner	Solo
Year: 2001			
Mean	\$233,088	\$247,581	\$218,382
Std Deviation	\$158,589	\$163,273	\$142,856
Number	690	596	481
Year: 2004			
Mean	\$270,388	\$291,674	\$260,128
Std Deviation	\$203,865	\$217,467	\$174,466
Number	294	234	197
Year: 2007			
Mean	\$309,776	\$338,178	\$291,923
Std Deviation	\$224,059	\$231,480	\$184,463
Number	261	214	178

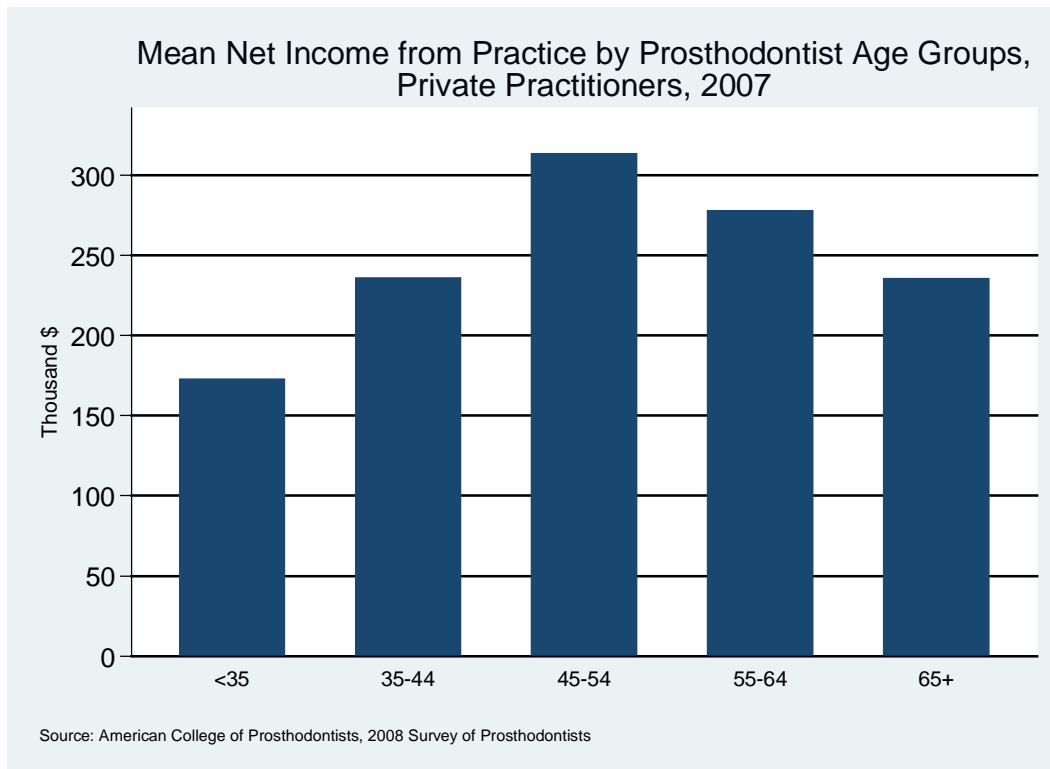
The total net income data shown in the table and chart are also in nominal dollar terms and unadjusted for general inflation. While the average total net income among all prosthodontists is \$309,776, the mean net income for practice owners is higher at \$338,178 and lower for solo prosthodontists at \$291,923.



**Mean Net Income from Practice of Prosthodontists by Age,
Private Practitioners, 2007**

Age Group	Number	Percentage	Mean	
			Net Income	Standard Deviation
<35	38	8.00	\$172,927	\$100,336
35-44	111	23.37	\$235,943	\$164,607
45-54	143	30.11	\$313,663	\$236,985
55-64	140	29.47	\$277,945	\$171,347
65+	43	9.05	\$235,780	\$177,779
Total	475	100.00	\$268,928	\$194,399

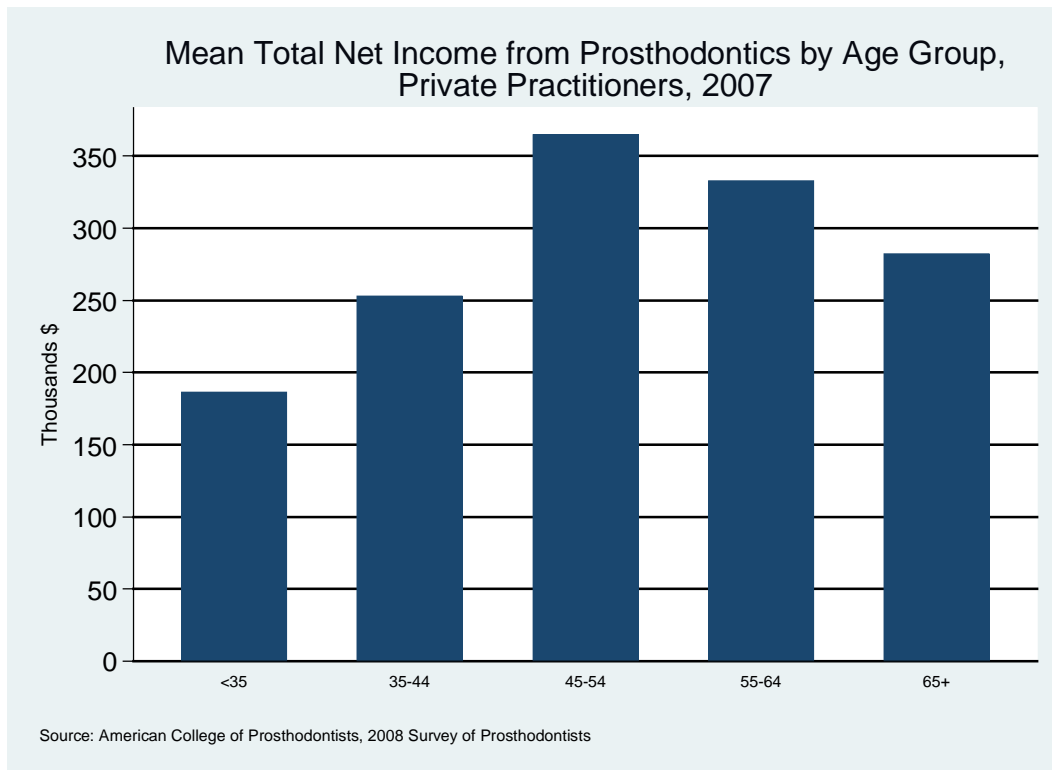
Estimates of mean net income by age of the respondents are referred to as age earnings curves. These estimates typically show lower earnings among the youngest and oldest age groups of prosthodontists. As seen in the table, the maximum net earnings occur in the age group of 45-54 years.



**Mean Total Net Income from Practice of Prosthodontists by Age,
Private Practitioners, 2007**

Age Group	Number	Percentage	Mean	
			Net Income	Standard Deviation
<35	38	8.00	\$186,546	\$104,801
35-44	111	23.37	\$253,204	\$161,574
45-54	143	30.11	\$364,715	\$266,056
55-64	140	29.47	\$332,735	\$226,054
65+	43	9.05	\$282,450	\$187,690
Total	475	100.00	\$310,545	\$224,548

The above table contains the age earnings for prosthodontists based on the mean “total” net income rather than mean net income only. This age earnings curve exhibits similar characteristics with the lowest average earnings occurring for the youngest and the oldest age groups. The maximum average total net income occurs in the age group of 45-54 years of age (\$364,715).

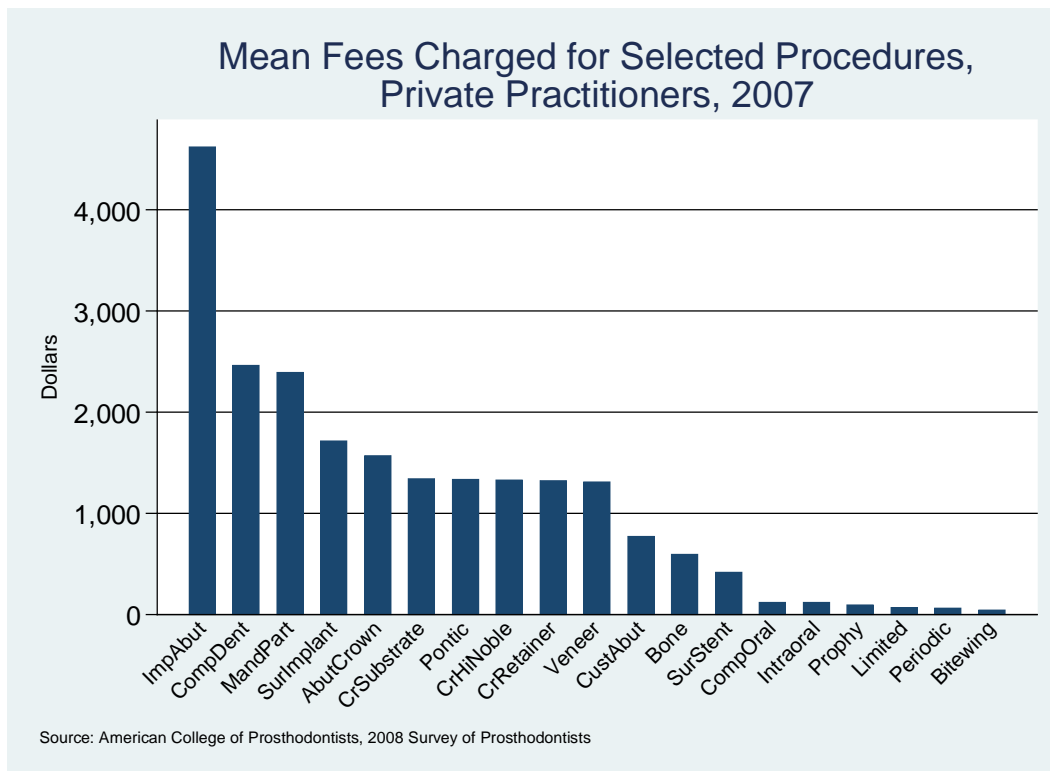


**Mean Fees Charged by Prosthodontists for Selected Prosthodontics Procedures
Private Practice, 2007**

Procedure	Mean Fee	Median Fee	90th	Number
			Percentile Fee	
Implant/abutment supported removable denture (D6053)	\$4,624	\$3,500	\$10,000	197
Complete denture, maxillary (D5110)	\$2,461	\$2,467	\$3,600	256
Mandibular partial denture-cast metal with resin (D5214)	\$2,395	\$2,400	\$3,500	243
Surgical placement of implant body, endosteal (D6010)	\$1,715	\$1,800	\$2,170	93
Abutment or implant supported crown (D6058)	\$1,568	\$1,600	\$2,200	246
Crown, porcelain/ceramic substrate-single crown (D2740)	\$1,340	\$1,300	\$1,800	251
Pontic, porcelain fused to high noble metal (6240)	\$1,336	\$1,250	\$1,850	244
Crown, porcelain fused to high noble metal (D2750)	\$1,327	\$1,282	\$1,800	256
Crown, porcelain fused to high noble, fixed partial (6750)	\$1,324	\$1,282	\$1,800	246
Labial veneer (porcelain laminate, D2962)	\$1,314	\$1,250	\$1,800	234
Custom abutment-includes placement (D6057)	\$775	\$750	\$1,100	221
Bone replacement graft-1st graft in quadrant (D4263)	\$594	\$500	\$953	78
Surgical stent (D5982)	\$418	\$393	\$736	210
Comprehensive oral evaluation (D0150)	\$123	\$100	\$200	248
Intraoral-complete series (including bitewings, D0210))	\$122	\$120	\$175	239
Prophylaxis, adult (D1110)	\$96	\$92	\$135	242
Limited oral evaluation (D0140)	\$71	\$68	\$105	227
Periodic oral exam (D0120)	\$63	\$55	\$100	248
Bitewing xrays-2 films (D0272)	\$47	\$44	\$75	217

This table contains estimates of fees charged by prosthodontists for selected procedures rendered in private practice. The mean fee is that fee derived from summing all fees and dividing the result by the number of prosthodontists reporting the fee. The median fee is that fee where 50%

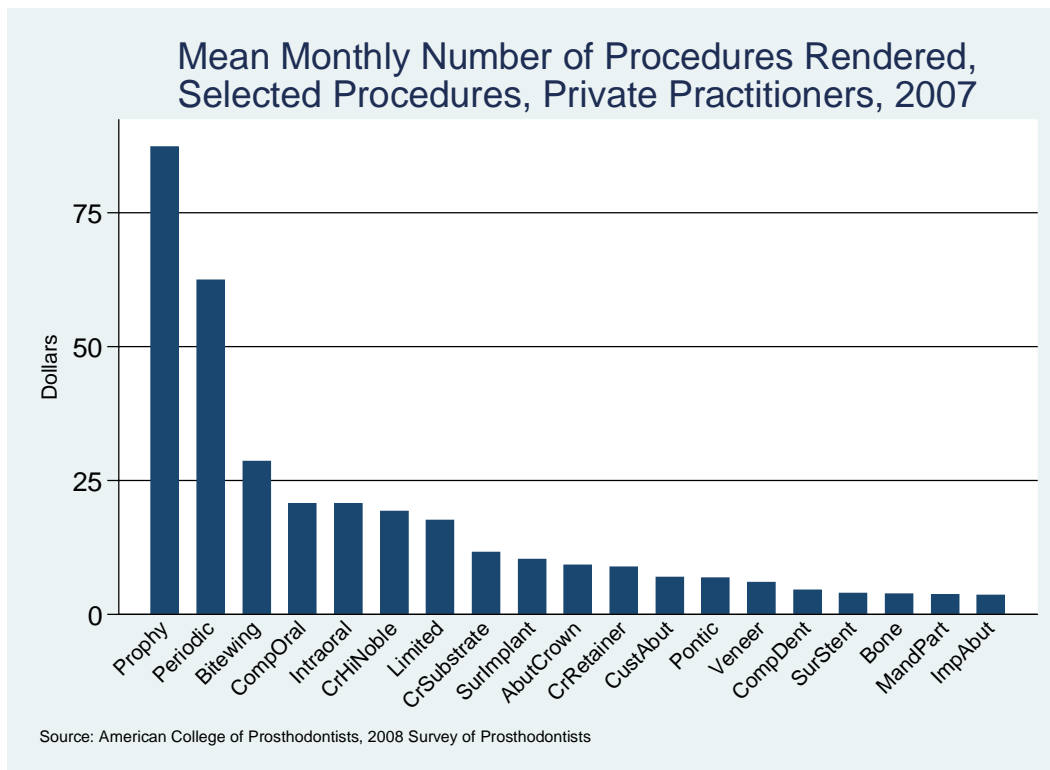
of the responding prosthodontists are above the median fee and 50% of the respondents are below the median fee. The 90th percentile fee is that fee where 10% of the prosthodontists are above the 90th percentile fee and 90% of prosthodontists are below the 90th percentile. The fee data shown in the table are for prosthodontists who responded with a fee for a procedure. The procedures and fees listed in the table are arranged from a ranking of the mean fee in descending order.



**Mean Number of Selected Prosthodontics Procedures Rendered,
Private Practice, 2007**

Procedure	90th			Number
	Mean	Median	Percentile	
	Number of Procedures	Number of Procedures	Number of Procedures	
Prophylaxis, adult (D1110)	87.33	58	200	138
Periodic oral exam (D0120)	62.49	40	140	146
Bitewing xrays-2 films (D0272)	28.64	16	64	121
Comprehensive oral evaluation (D0150)	20.74	10	40	145
Intraoral-complete series (including bitewings, D0210))	20.70	15	50	143
Crown, porcelain fused to high noble metal (D2750)	19.24	13	35	144
Limited oral evaluation (D0140)	17.60	10	40	135
Crown, porcelain/ceramic substrate-single crown (D2740)	11.64	10	30	137
Surgical placement of implant body, endosteal (D6010)	10.27	8	20	49
Abutment or implant supported crown (D6058)	9.20	6	20	135
Crown, porcelain fused to high noble, fixed partial (6750)	8.91	6	20	127
Custom abutment-includes placement (D6057)	6.96	5	20	126
Pontic, porcelain fused to high noble metal (6240)	6.81	5	15	133
Labial veneer (porcelain laminate, D2962)	5.94	4	15	120
Complete denture, maxillary (D5110)	4.50	3	10	140
Surgical stent (D5982)	3.96	2	10	117
Bone replacement graft-1st graft in quadrant (D4263)	3.80	3	8	44
Mandibular partial denture-cast metal with resin (D5214)	3.65	2	10	129
Implant/abutment supported removable denture (D6053)	3.56	1	8	103

The table on the previous page contains estimates of the number of selected procedures rendered per month by prosthodontists in private practice. The estimates include the mean number of procedures, median number of procedures, and the 90th percentile number of procedures. The estimates are based on the number of prosthodontists who responded to a procedure. The estimates in the table are arranged by a ranking of the mean number of procedures in descending order.

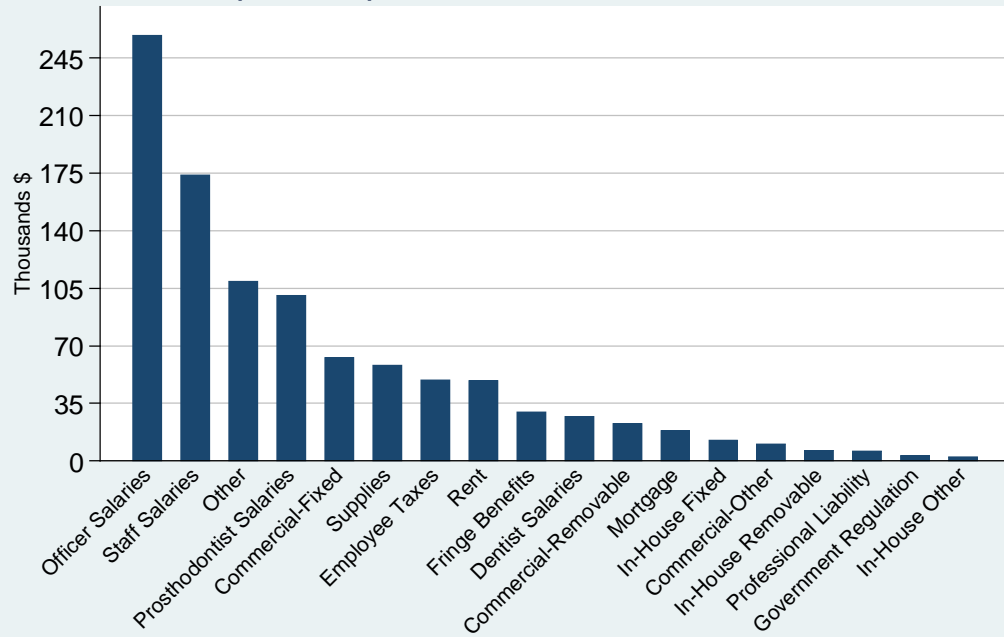


**Mean Expenses per Practice for All Prosthodontists,
Private Practitioners, 2007**

Expense Category	Mean Expense	Median Expense	Standard Deviation	Number
Officer/shareholder salary	\$258,831	\$0	\$1,038,326	92
Staff salaries & wages	\$173,769	\$125,500	\$268,108	178
Wages of prosthodontists	\$103,271	\$0	\$186,797	112
Commercial-fixed labs	\$70,236	\$52,992	\$71,100	148
Supplies expenses	\$57,969	\$39,000	\$77,826	151
Employee taxes	\$49,241	\$26,400	\$67,392	119
Rent expenses	\$48,885	\$40,000	\$56,940	166
Wages of dentists	\$35,159	\$0	\$121,360	88
Commercial-removable labs	\$30,205	\$20,000	\$50,402	125
Fringe benefit expenses	\$29,737	\$15,000	\$39,801	149
In-house fixed labs	\$25,890	\$0	\$57,062	80
Commercial-other labs	\$22,137	\$8,167	\$38,313	76
Mortgage expenses	\$18,568	\$0	\$31,491	93
In-house removable labs	\$13,050	\$0	\$26,132	80
Professional liability expense	\$6,108	\$4,000	\$9,566	159
In-house other labs	\$5,868	\$0	\$18,223	66
Government regulation expenses	\$3,280	\$2,000	\$6,601	113
All other expenses	\$109,273	\$89,724	\$144,332	86
Total operating expenses	\$646,160	\$540,500	\$562,681	146

Salaries including staff, other prosthodontists and dentists, and officer salaries in an incorporated practice make up the largest share of expenses in a private practice. Staff salaries alone averaged \$173,769 in 2007. Other than salaries and all other expenses, the five largest practice expenses includes commercial-fixed lab expenses (\$70,236), supplies expense (\$57,969), employee taxes (\$49,241), rent expenses (\$48,885), and commercial-removable lab expenses (\$30,205).

Mean Expenses per Practice, Private Practitioners, 2007

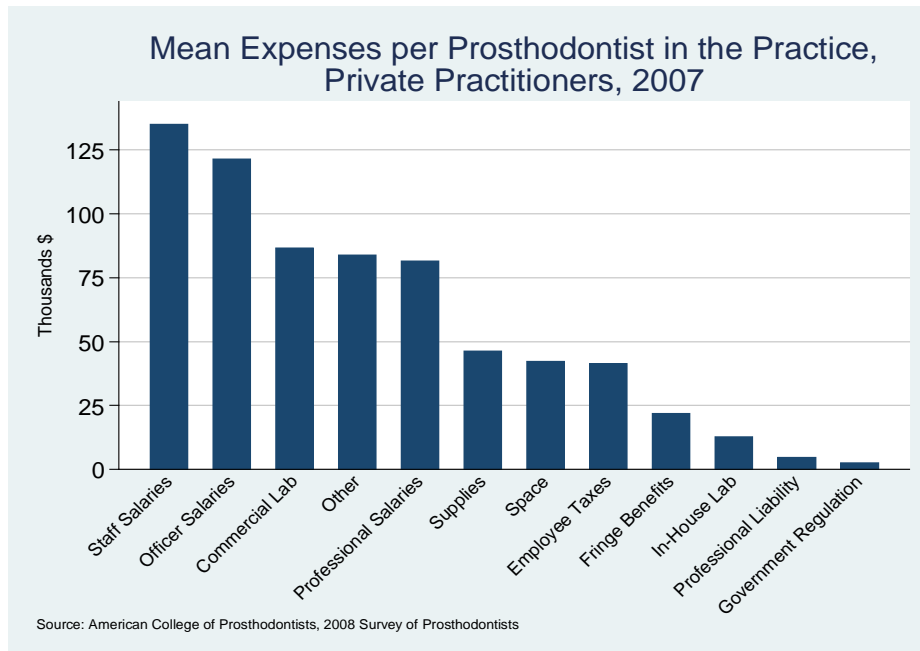


Source: American College of Prosthodontists, 2008 Survey of Prosthodontists

Mean Expenses per Prosthodontist in Practice, Private Practitioners, 2007

Expense Category	Mean Expense	Median Expense	Standard Deviation	Number
Staff Salaries	\$135,074	\$115,000	\$97,302	162
Officer Salaries	\$121,377	\$0	\$241,831	89
Commercial Lab	\$86,664	\$72,000	\$60,454	147
Professional Salaries	\$81,599	\$10,000	\$130,142	111
Supplies	\$46,245	\$35,000	\$36,205	139
Space	\$42,189	\$36,000	\$26,306	157
Employee Taxes	\$41,518	\$24,000	\$50,166	107
Fringe Benefits	\$21,938	\$12,000	\$23,703	144
In-House Lab	\$12,754	\$0	\$36,198	161
Professional Liability	\$4,587	\$3,000	\$3,988	152
Government Regulation	\$2,455	\$1,400	\$3,569	110
Other	\$83,943	\$60,500	\$77,309	84

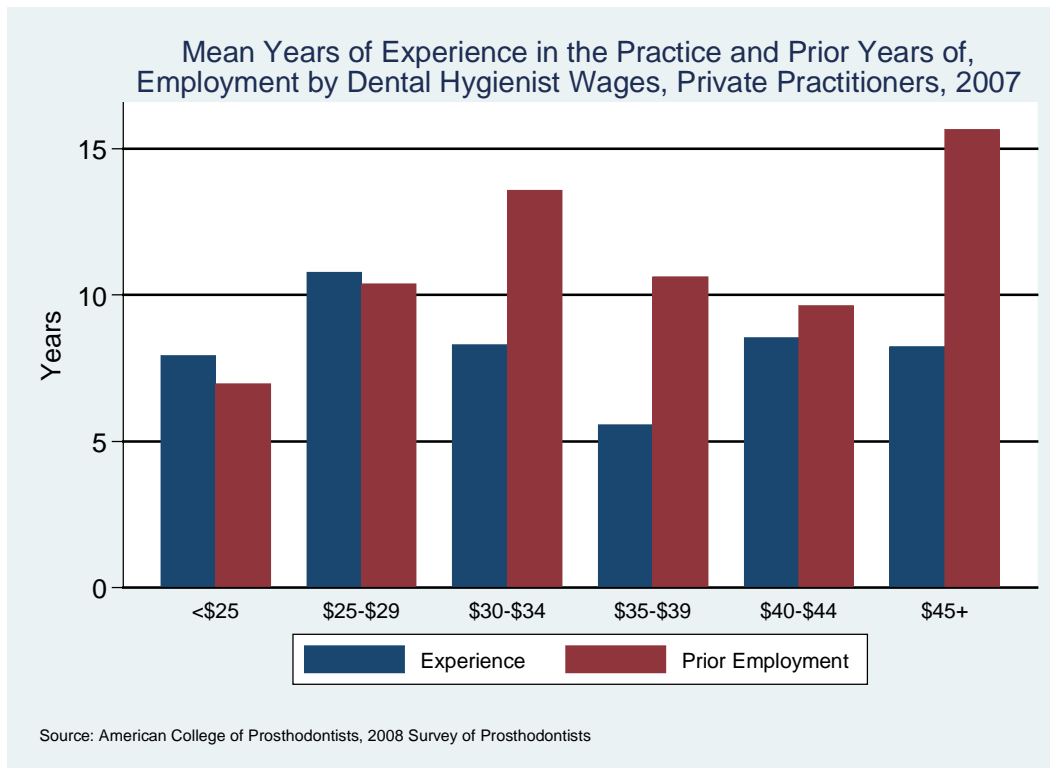
The respondent reported practice expenses can also be used to estimate the amount of practice expense per prosthodontist in the practice. The table on this page contains estimates of expenses per prosthodontist and after combining a few expense categories (e.g., space expense is rent or mortgage expense; see the previous page for other combinations).



Mean Wages of Dental Hygienists for Different Years of Experience in the Practice and Prior Employment, Private Practitioners, 2007

Hygienist	Mean		Mean	Mean Years	
Hourly	Hourly	Standard	Years of	of Prior	
Wages	Wage	Deviation	Number	Experience	Employment
<\$25	\$15.98	\$8.57	24	7.93	6.96
\$25-\$29	\$27.39	\$1.44	26	10.78	10.39
\$30-\$34	\$32.18	\$1.50	34	8.31	13.57
\$35-\$39	\$37.24	\$1.62	38	5.56	10.63
\$40-\$44	\$42.46	\$1.68	26	8.55	9.64
\$45+	\$63.83	\$32.26	41	8.24	15.66
Total	\$38.76	\$21.53	189	8.02	12.02

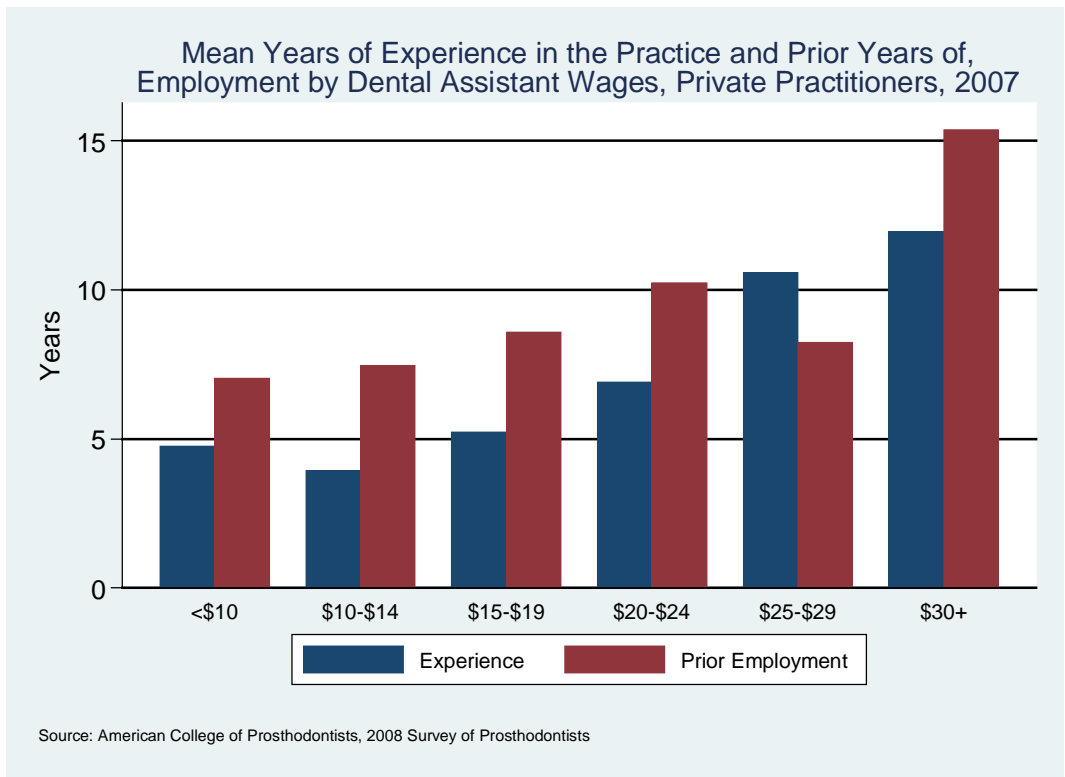
The hygienist wages reported by respondents reached an average \$38.76 per hour. Experience of the dental hygienist in the practice where the respondent was located average about 8 years compared to an average 12 years of employment prior to the practice. Although not the case for every wage category shown in the table, the higher wages tend to be paid for larger numbers of years of employment prior to the practice.



Mean Wages of Dental Assistants for Different Years of Experience in the Practice and Prior Employment, Private Practitioners, 2007

Assistant	Mean			Mean	Mean Years
Hourly Wages	Hourly Wage	Standard Deviation	Number	Years of Experience	of Prior Employment
<10	\$6.85	\$2.31	17	4.75	7.03
\$10-\$14	\$12.87	\$1.34	64	3.95	7.47
\$15-\$19	\$17.40	\$1.42	80	5.22	8.58
\$20-\$24	\$22.28	\$1.51	69	6.90	10.23
\$25-\$29	\$26.85	\$1.41	48	10.57	8.24
\$30+	\$37.58	\$7.83	12	11.97	15.38
Total	\$19.34	\$7.01	290	6.51	8.91

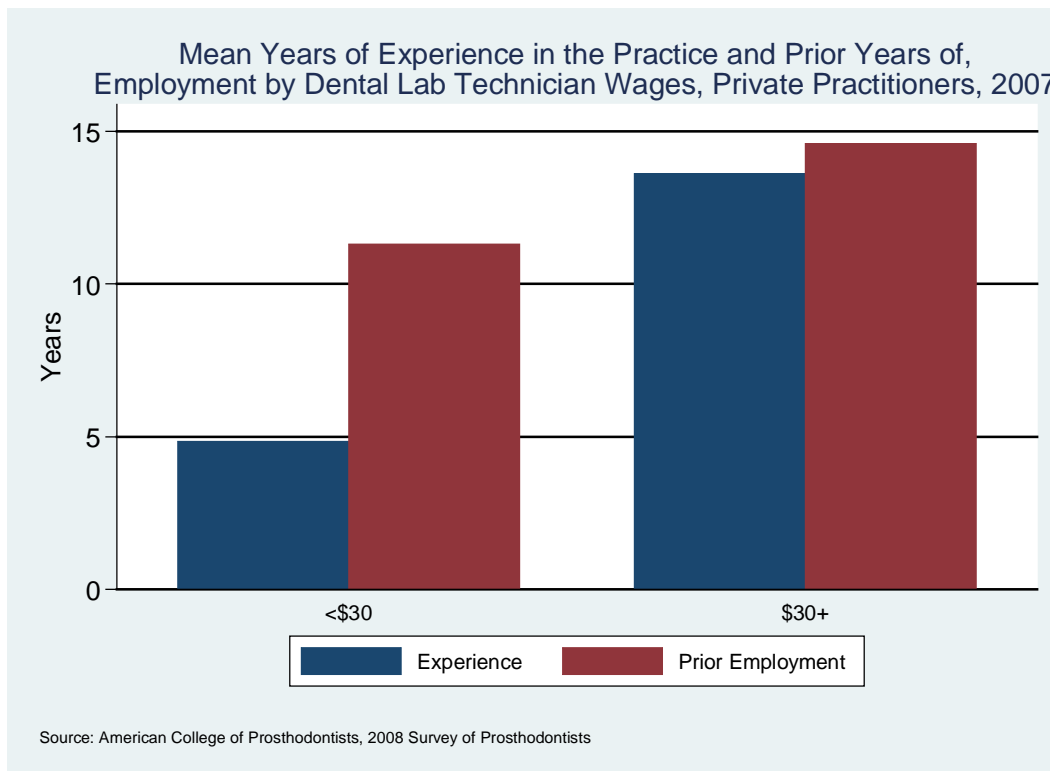
The assistant wages reported by respondents reached an average \$19.34 per hour. Experience of the dental assistant in the practice where the respondent was located average about 6.5 years compared to an average 8.9 years of employment prior to the practice. Wages of assistants tend to follow the years of experience in the practice. The difference in years of experience in the practice and employment prior to the practice is not as great for dental assistants compared to dental hygienists (see the previous page).



Mean Wages of Dental Laboratory Technicians for Different Years of Experience in the Practice and Prior Employment, Private Practitioners, 2007

Lab Tech	Mean		Number	Mean	Mean Years
	Hourly Wages	Hourly Wage Standard Deviation		Years of Experience	of Prior Employment
<\$30	\$20.40	\$5.88	24	4.85	11.31
\$30+	\$51.68	\$46.52	28	14.80	13.55
Total	\$37.24	\$37.54	52	10.02	12.33

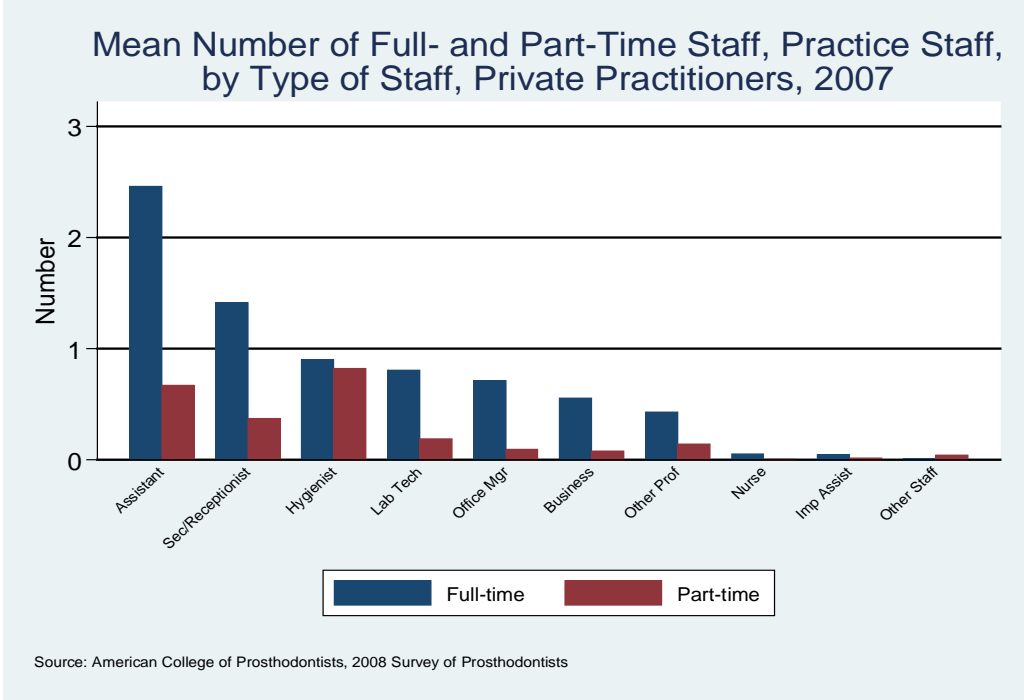
The laboratory technician wages reported by respondents reached an average \$37.24 per hour. Experience of the lab tech in the practice where the respondent was located averaged about 10 years compared to an average 12 years of employment prior to the practice. The average years of both experience in the practice and employment prior to the practice for lab techs exceeds both the experience and employment for dental hygienists and dental assistants.



**Mean Number of Full- and Part-time Staff Employed in the Practice by Type of Staff
Private Practitioners, 2007**

Type of Staff	Number	FULL-TIME		PART-TIME	
		Number of Staff	Standard Deviation	Number of Staff	Standard Deviation
Dental Hygienist	325	0.90	2.99	0.82	1.07
Dental Assistant	325	2.46	4.46	0.67	2.58
Lab Technician	325	0.81	4.10	0.19	2.23
Implant Assistant	325	0.05	0.33	0.02	0.17
Secretary/Receptionist	325	1.41	4.28	0.38	2.28
Business Staff	325	0.56	3.20	0.08	0.31
Office Manager	325	0.71	3.54	0.10	0.60
Nurse	325	0.05	0.84	0.01	0.10
Other Professional	325	0.43	2.49	0.14	0.58
Other Staff	325	0.01	0.11	0.05	0.24

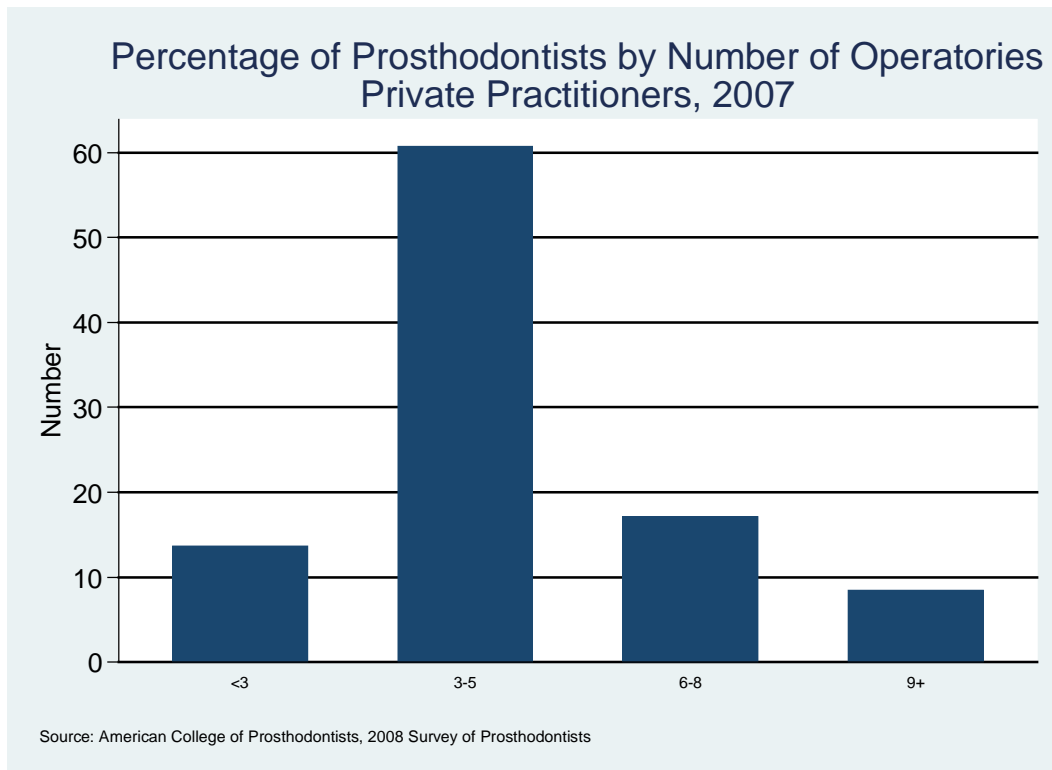
Each respondent prosthodontist was requested to report the number of full- and part-time staff in the practice. Among full-time staff, prosthodontists reported employing 2.5 dental assistants followed by 1.4 secretary/receptionists, and 0.9 dental hygienists. Among part-time staff, respondents reported 0.8 dental hygienists followed by 0.7 dental assistants and 0.4 secretary/receptionists.



**Mean Number of Operatories in the Practice
Private Practitioners, 2007**

Number of Operatories	Number	Percentage	Mean Number of Operatories	Standard Deviation
<3	47	13.66	1.72	0.45
3-5	209	60.76	3.78	0.74
6-8	59	17.15	6.64	0.78
9+	29	8.43	12.90	4.41
Total	344	100.00	4.76	3.18

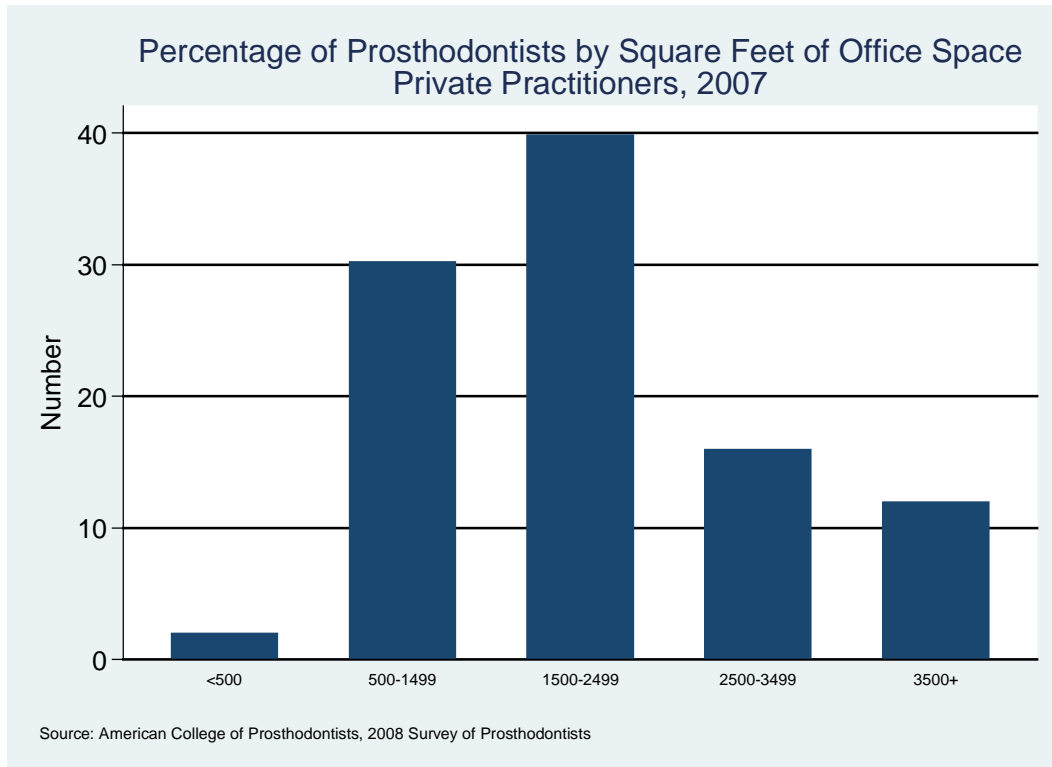
The mean number of operatories reported by respondents was 4.8 operatories in the practice. Almost 14 percent of respondents reported less than 3 operatories in the practice and 8% reported 9 or more operatories. Most of the respondents (61%) reported having 3-5 operatories in the practice.



Mean Square Feet of Office Space in the Practice Private Practitioners, 2007

Office			Mean	
Square			Square	Standard
Feet	Number	Percentage	Feet	Deviation
<500	6	1.99	227.33	137.88
500-1499	91	30.23	1069.42	240.50
1500-2499	120	39.87	1916.88	292.75
2500-3499	48	15.95	2833.75	283.66
3500+	36	11.96	5491.67	3058.91
Total	301	100.00	2200.75	1737.24

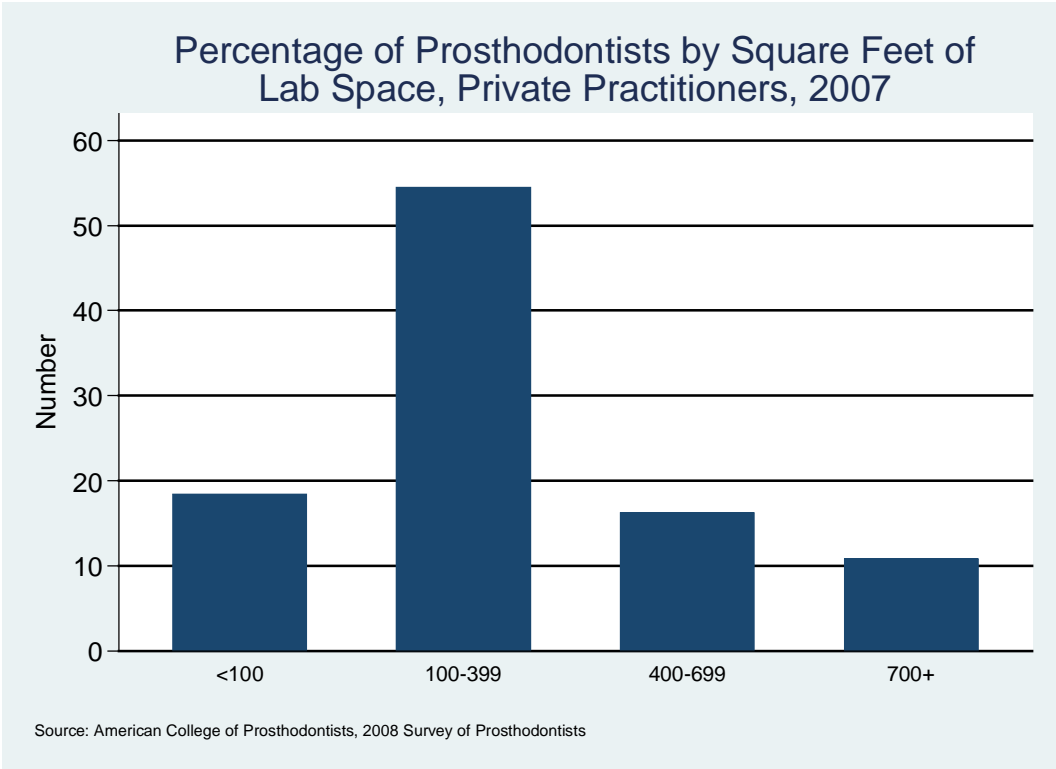
The mean square feet of office space reported by prosthodontists was 2,200 square feet. About 70% of respondents reported having 500-2,499 square feet of office space.



**Mean Square Feet of In-Office Laboratory Space
Private Practitioners, 2007**

Lab			Mean	
Square Feet	Number	Percentage	Square Feet	Standard Deviation
<100	51	18.41	46.53	27.96
100-399	151	54.51	184.94	73.59
400-699	45	16.25	478.22	67.43
700+	30	10.83	1135.67	481.69
Total	277	100	310.07	358.17

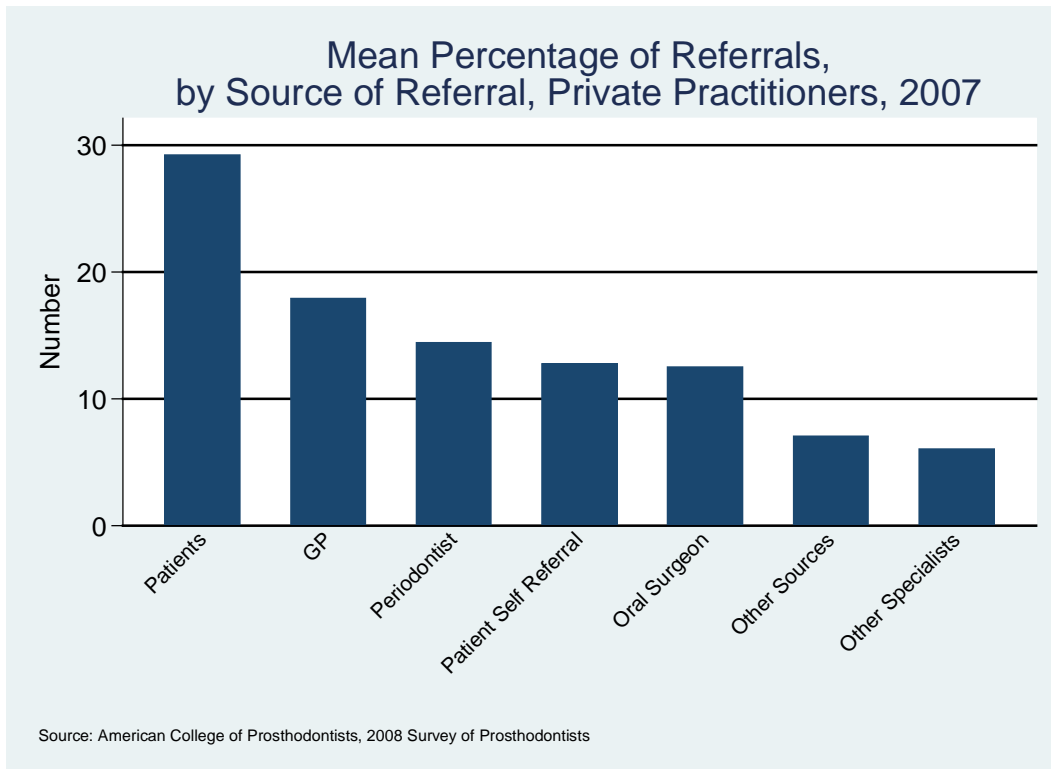
The average amount of in-office laboratory space was 310 square feet. More than 70% of respondents reported the amount of lab space in their office was up to 400 square feet. About 10% of respondents reported 700 or more square feet of in-office laboratory space.



**Percentage of Referrals to Prosthodontists by Source of Referral
Private Practitioners, 2007**

Referral Source	Mean		Number
	Percentage Referrals	Standard Deviation	
General Dentist	17.94	18.54	344
Periodontist	14.42	14.64	344
Oral Surgeons	12.51	12.89	344
Other Specialist	6.07	7.54	344
Patients	29.25	22.09	344
Patient Self Referral	12.75	16.96	344
Other Sources	7.05	15.85	344

General dentists refer about 18% of all referrals to prosthodontists. Patients refer about 29% of all referrals, and patient self referrals represent about 13% of referrals. Oral & maxillofacial surgeons, periodontists, and other specialists refer about 33% of all referrals made to prosthodontists.



Attachment A

2008 Survey of Prosthodontists
Survey Questionnaire

Private Practice

11. Which of the following best describes the current organization of your primary practice?

- a. Private practice with only one prosthodontist..... 1
- b. Private practice with 2 or more prosthodontists..... 2
- c. Dental practice management company 3
- d. A practice that is part of a larger company that provides dental care in more than one geographic location (e.g., a franchise)..... 4
- e. Dental school based practice..... 5
- f. Other, specify _____ ... 6

12. Which of the following best describes your employment situation in your primary practice during the year 2007? (Circle only one response)

Were you:

- a. a sole proprietor (i.e., the only owner) 1
- b. a partner (i.e., one of two or more owners) 2
- c. an employee (on a salary, commission, percentage, or associate basis) 3
- d. an independent contractor 4

13. **Including yourself**, please indicate the total number of prosthodontists in your 2007 primary practice who were owners or non-owners of the practice.

- a. Number of **OWNER** prosthodontists (i.e., sole proprietor, partner or shareholder) _____ number
- b. Number of **NON-OWNER** prosthodontists (i.e., employed, associate, independent contractor) _____ number

14. How many office locations were there for this primary practice in 2007? _____ number

Patients and Patient Visits

15. Please answer each of the following about the amount of time you spent in your 2007 primary private practice.

- a. Hours per week in the office? _____ hours
- b. Hours per week treating patients? _____ hours
- c. Weeks per year in the office? _____ weeks

16. Please answer the following about the number of patients **you** treated in your primary practice during 2007? [If you did not treat patients, please enter a zero (0)]

- a. The average total number of patient visits treated **per week** _____ visits
- b. The average total number of emergency and walk-in (un-scheduled) visits **per week** _____ visits

17. For your primary practice in 2007, how long did a patient of record and a new patient have to wait, on average:

- | | Patient
of
Record | New
Patient |
|---|-------------------------|----------------|
| a. for the initial appointment of a series (excluding emergency)? | _____ days | _____ days |
| b. to see a prosthodontist after the patient arrived for a scheduled appointment? | _____ minutes | _____ minutes |

18. Approximately what percentage of your patients treated in your primary private practice during 2007 were: [If a category is none, please enter a zero (0)]

	Percentage
a. Under age 18	_____ %
b. 18 to 34 years of age	_____ %
c. 35 to 54 years of age	_____ %
d. 55 to 64 years of age	_____ %
e. 65 to 74 years of age	_____ %
f. 75 to 84 years of age	_____ %
g. 85 or older	_____ %
Total	100%
h. Male patients.....	_____ %
i. Female patients	_____ %
Total	100%
j. Covered by a private insurance plan that reimburses or partially reimburses care.....	_____ %
k. Covered by a public assistance plan that reimburses or partially reimburses for care (e.g., Medicaid)	_____ %
l. Not covered by any plan that reimburses or partially reimburses for care (self-pay)	_____ %
Total	100%
m. Percentage of patients who are covered by a plan that directly controls or manages your allowable fee	_____ %

19. a. What was the average length of a scheduled appointment in your practice during 2007?

- _____ minutes
- b. What was the average length of a scheduled appointment in your practice during 2007 **excluding** recall exams and postoperative treatment..... _____ minutes

Prosthodontic Procedures

20. During a typical week in your primary practice during the year 2007, what percentage of your time treating patients was spent rendering the following procedures?

Procedures	Percentage
a. Diagnostic	_____ %
b. Preventive	_____ %
c. Operative (simple restorations, amalgams, composites, non-casting procedures).....	_____ %
d. Complete dentures (excluding maxillofacial and implant-supported prostheses)	_____ %
e. Removable partial denture (excluding maxillofacial prostheses).....	_____ %
f. Fixed prosthodontists (excluding implants)...	_____ %
g. Implant-supported restoration	_____ %
h. Implant surgical placement	_____ %
i. TMD treatments	_____ %
j. Sleep apnea disorders treatment.....	_____ %
k. Other maxillofacial related treatments	_____ %
l. Patient consulting and management.....	_____ %
m. Other miscellaneous procedures	_____ %
TOTAL	100%

21. What **percent** of your diagnostic time in 2007 did you spend with CT/Cone Beam 3-D scanning?

_____ %

Gross Billings and Receipts

22. What were the annual *gross billings* (i.e., total fees charged) for the **entire** primary private practice for patient care rendered during 2007? \$ _____

23. What were the annual *gross receipts* (i.e., total fees actually collected) in the **entire** primary private practice for patient care during 2007? \$ _____

24. Of the **annual gross receipts** collected in 2007, approximately what percentage were received: [*If none, enter a zero (0)*]

- a. as direct patient payment? %
- b. as payment from government programs (e.g., Medicaid, Medicare, or other public assistance)? %
- c. as direct payment from private insurance programs? %
- d. as direct payment from managed care contracts (e.g., capitation plans or PPOs)? %
- e. from other sources of payment (e.g., charity)? %
- TOTAL** **100 %**

Fees Charged by Prosthodontists

25. In the table below, please report the number of procedures you performed **during a typical month in 2007** and the typical fee charged. If you use a practice management system, you may want to use it to assist with this question.

Procedure	Number per Month	Typical Fee (\$)
Periodic oral exam (D0120)	_____	\$ _____
Limited oral evaluation (D0140)	_____	\$ _____
Comprehensive oral evaluation (D0150)	_____	\$ _____
Intraoral – complete series (including Bitewings, D0210).....	_____	\$ _____
Bitewing x-rays, 2 films (D0272)	_____	\$ _____
Prophylaxis, adult (D1110)	_____	\$ _____
Crown, porcelain/ceramic substrate – single crown only (D2740)	_____	\$ _____
Crown, porcelain fused to high noble metal, single restoration only (D2750)	_____	\$ _____
Labial veneer (porcelain Laminate) – laboratory, D2962	_____	\$ _____
Bone replacement graft – 1 st site in quadrant (D4263).....	_____	\$ _____
Complete denture, maxillary (D5110).....	_____	\$ _____
Mandibular partial denture, cast metal with resin denture bases (D5214).....	_____	\$ _____
Surgical stent (D5982)	_____	\$ _____
Surgical placement of implant body, endosteal (D6010)	_____	\$ _____
Implant/abutment supported removable denture for completely edentulous arch, super-structure only (D6053)	_____	\$ _____
Custom abutment – includes placement (D6057)	_____	\$ _____
Abutment or implant supported crown (D6058)	_____	\$ _____
Pontic, porcelain fused to high noble metal (D6240).....	_____	\$ _____
Crown, porcelain fused to high noble metal, fixed partial denture retainers (D6750)	_____	\$ _____

Net Income

26. What was **your** net income (after all practice expenses and business taxes) from your primary private practice during 2007? [When calculating net income, please include salary, commission, bonus, and/or dividends. Also include as net income any payments made to a retirement plan on your behalf during 2007]

- a. Net income from your primary private practice \$ _____
- b. Income received from **all other** sources related to your practice of prosthodontics (e.g., teaching, consulting, hospital) \$ _____

Practice Expenses

27. For each expense item, please report the **annual practice expense for the entire primary practice** during 2007. If your practice shared expenses, please report **only the share incurred by your practice**. [*If no expenses were incurred for any item, please enter zero (0)*]

a.	Total salaries, wages, commissions and bonuses of non-prosthodontist, non-dentist employees.....	\$ _____
b.	Total salaries, wages, commissions and bonuses of: (1) Employed prosthodontists	\$ _____
	(2) Employed dentists	\$ _____
	(3) Officers/shareholder prosthodontists (for incorporated practice only).....	\$ _____
c.	Total employee taxes (include all employees)	\$ _____
d.	Total cost of fringe benefits (e.g., insurances, 401(k) match programs, pension plans, profit-sharing not included in bonuses)	\$ _____
e.	Annual rent expense	\$ _____
f.	Annual mortgage (including interest)	\$ _____
g.	Prosthodontic/dental supplies	\$ _____
h.	Commercial laboratory expenses (1) Fixed labs	\$ _____
	(2) Removable labs.....	\$ _____
	(3) Other labs	\$ _____
i.	In-House laboratory expenses (1) Fixed	\$ _____
	(2) Removable	\$ _____
	(3) Other	\$ _____
j.	Professional liability expenses	\$ _____
k.	Government regulation & compliance expenses	\$ _____
l.	ALL Other expenses	\$ _____
m.	TOTAL operating expenses of the primary practice during 2007 ...	\$ _____

Employment of Staff, Experience and Wages

28. Please provide the following information for each of the following staff positions in your primary practice during 2007. Provide the information for up to three (3) positions in each category. *If someone was not employed in a position, check the appropriate box in column 2.*

Type of Staff	Check Box, if Do Not Employ	Annual Salary, Commission, Wages (dollars)	Weeks Worked per Year (weeks)	Hours Worked per Week (hours)	Length of Employment Prior to this Practice		Length of Employment in this Practice	
					(years)	(months)	(years)	(months)
Dental Hygienist:								
Position #1:	<input type="checkbox"/>	\$ _____	_____	_____	_____	_____	_____	_____
Position #2:	<input type="checkbox"/>	\$ _____	_____	_____	_____	_____	_____	_____
Position #3	<input type="checkbox"/>	\$ _____	_____	_____	_____	_____	_____	_____
Dental Assistant:								
Position #1:	<input type="checkbox"/>	\$ _____	_____	_____	_____	_____	_____	_____
Position #2:	<input type="checkbox"/>	\$ _____	_____	_____	_____	_____	_____	_____
Position #3	<input type="checkbox"/>	\$ _____	_____	_____	_____	_____	_____	_____
Lab Technician								
Position #1	<input type="checkbox"/>	\$ _____	_____	_____	_____	_____	_____	_____
Position #2	<input type="checkbox"/>	\$ _____	_____	_____	_____	_____	_____	_____
Staff Dentist:	<input type="checkbox"/>	\$ _____	_____	_____	_____	_____	_____	_____
Staff Specialist ()::	<input type="checkbox"/>	\$ _____	_____	_____	_____	_____	_____	_____

9. Please indicate the **total number** of full- and part-time employees in your primary practice during 2007. *[If none, please enter a zero (0)]*

Employee	Full-time (32 hours per week or more) (number)	Part-time (less than 32 hours per week) (number)
a. Dental hygienists	_____	_____
b. Dental assistants	_____	_____
c. Lab Technicians.....	_____	_____
d. Surgical implant dental assistants.....	_____	_____
e. Secretary/receptionists	_____	_____
f. Business staff	_____	_____
g. Office managers	_____	_____
h. Nurses	_____	_____
i. Other dentist professionals (dentists, other specialists).....	_____	_____
j. Other staff, specify _____	_____	_____

Practice Operatories and Size

30. In your primary practice during 2007, what was the total:

- a. Number of operatories _____
Number
- b. Total square feet of office space..... _____
sqr feet
- c. Square feet of in-office laboratory space _____
sqr feet

Referral Sources for Prosthodontists

31. What percentage of your patients in your primary practice during 2007 were referred to you from the following sources:
[If none from a source, please enter zero (0)]

- a. General practitioners..... _____%
- b. Periodontists _____%
- c. Oral & maxillofacial surgeons _____%
- d. All other dental specialists combined _____%
- e. Referrals from patients..... _____%
- f. Patient self-referrals _____%
- g. All other referral sources _____%
- TOTAL 100 %**

You have completed the survey. Please fold the questionnaire, place it in the envelope provided, and then drop in the mail. Postage is paid. Thank you for your assistance with this project.