

2017 Survey of Prosthodontists

Results of a Survey

prepared for the

American College of Prosthodontists

prepared by

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2017 Survey of Prosthodontists

American College of Prosthodontists

Introduction

The American College of Prosthodontists (ACP) sponsored the conduct of the most recent Survey of Prosthodontists during the early months in 2017. The 2017 Survey of Prosthodontists is the sixth survey following similar surveys completed in 2002, 2005, 2008, 2011 and 2014. The purpose of the survey is to obtain data and information about the practice of prosthodontics in the U.S. particularly those in private practice. 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 2017 survey sent to practicing prosthodontists and included:

- 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
- Practice size and financial characteristics
- Practice expenses and office staff
- Key staff, experience and wages
- Hours in the practice and time treating patients
- Full- and Part-time practice staff
- Patient referrals to Prosthodontists

Response to the Survey

The 2017 Survey of Prosthodontists was sent to 3,781 prosthodontist members and non-members of the ACP. The survey was open for response between March 6 and June 5, 2017. Email was used to share the survey link with eligible recipients.

The survey was designed as an Internet survey and was programmed by ACP staff using SurveyMonkey. Staff members tested the survey while it was in SurveyMonkey's "Preview" mode. The survey was designed so that it could only be taken once per respondent, though respondents could begin and then later return to finish the survey.

ACP formally engaged the services of Dr. Kent Nash in June 2016 to assist ACP staff with review of the survey. The questions contained in the 2017 survey were based on similar questions from the 2014 survey. The structure of the survey and questions from 2014 were reviewed by a group including Dr. Nash; Dr. Douglas Benting, a member of the ACP Board of Directors with responsibilities of Director, Prosthodontic Forum and a prosthodontist in a private practice; the Private Practice Committee of the ACP; and Mark Heiden, the ACP's associate

executive director for communications and marketing. They proposed changes to the 2017 version of the survey including:

- A revision of the introduction to the survey to include reference to practice software as a source of data for responses and announcement of a random drawing for an iPad for those who completed the survey, in the interest of improving the response rate.
- A shortening of the survey by deletion of some questions contained on the 2014 survey, in the interest of improving the response rate.
- New directions for responding to the practice expense questions, including the suggestion that the respondent might skip the expense questions if the respondent was a practice employee who did not have access to the expenses data; this was in the interest of improving the response rate for later questions.

After discussion and review, the draft survey was created and distributed for review. The survey was finalized on March 2, 2017. As indicated previously, emails were distributed on March 6 inviting members of the ACP and non-members to participate in the survey. Follow-up emails, to encourage response, were sent out on April 2, May 15, and June 2, 2017 as a reminder to respond to the survey.

Updates and/or preliminary results of the survey were sent to Dr. Nash on March 9 (251 total respondents), April 5 (424), and a third set of preliminary results on May 16 (524). The final results (659 respondents) were delivered to Dr. Nash on June 7, 2017. Based on the 659 respondents to the survey, the response rate was 17.4%. The primary objective, however, of the 2017 survey was to obtain data and information about the practice of Prosthodontists in the United States. Of the 659 respondents to the survey, 47 responses were excluded from the presentation of survey results in this report. Of the 47 respondents excluded from the survey, 28 reported the location of their practice as Canada and 19 reported their practice location as a Foreign country.

The response rate to the 2017 survey of 17.4% compares to the 20.6% in 2014 (which was also an Internet survey), 22% in 2011, 27.2% in 2008 and 31.1% in 2005. The last three surveys were conducted entirely by regular mail.

A relatively low response rate raises the issue of the reliability of the estimates being made with the survey results. That is, how much confidence do we have that statistical estimates based on the survey data (e.g., the average age of prosthodontists) are reasonably good estimates for the overall population of prosthodontists? One method used to judge the reliability of the estimates is to construct a plus/minus confidence interval around the relevant estimate (usually the mean of a relevant variable). When, for example, the average age is estimated from the responses to the survey, it is usually inferred that this is the average age for “all” prosthodontists [i.e., those included in the sample (respondents and non-respondents) and those not included in the sample]. The width of the confidence interval provides some indication of the reliability of the estimates being made using the survey data. A very narrow confidence interval suggests higher reliability and a very wide interval suggests a lower reliability. What is wide and what is narrow relies on the judgment of the user of the survey results. Statistically, the width of the confidence interval depends on the size of the sample, the standard deviation for the characteristic being estimated,

and the degree of confidence required. For purposes of this report, the degree of confidence has been set to a 95% confidence interval. This means, theoretically, that if this study was repeated numerous times (including the same sample size and number of respondents) we would expect the estimated true value of the characteristic to be included in the corresponding interval we have calculated 95% of the time.

As an example of the use of the 95% confidence interval in this report, one of the tables in this report contains data about the average age of respondents to the survey. Based on the responses, the average age of respondent prosthodontists was calculated to be 51.20 years with a standard deviation of 14.12 years and based on 603 prosthodontist respondents. The average of 51.20 is our best estimate of the age of prosthodontists in the U.S. using the results from the 2017 survey. But we also know that this estimate of age is not likely to be exact since we did not get a response from every prosthodontist included in the initial emails sent to U.S. prosthodontists

The 95% confidence interval is one method that can be used to display this lack of “exactness” (i.e., reliability) in a single estimate. In this example, the 95% confidence interval is displayed as plus or minus 2.87 years. This means that the 95% confidence interval estimate of the age of all prosthodontists in the U.S. using the responses from the 2017 survey ranges from:¹

51.20 years +/- 2.26 years, or

48.94 years to 53.46 years

Most of the tables of survey results in this report will include an estimate of a 95% confidence interval around the mean of a relevant variable.

Results of the Survey

One of the objectives 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 612 survey respondents included in this report, 421 (69%) characterized themselves in private practice full-time (294) or private practice part-time (127). 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. The format of the remainder of this report is to present the survey responses in statistical tables and charts with some 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.

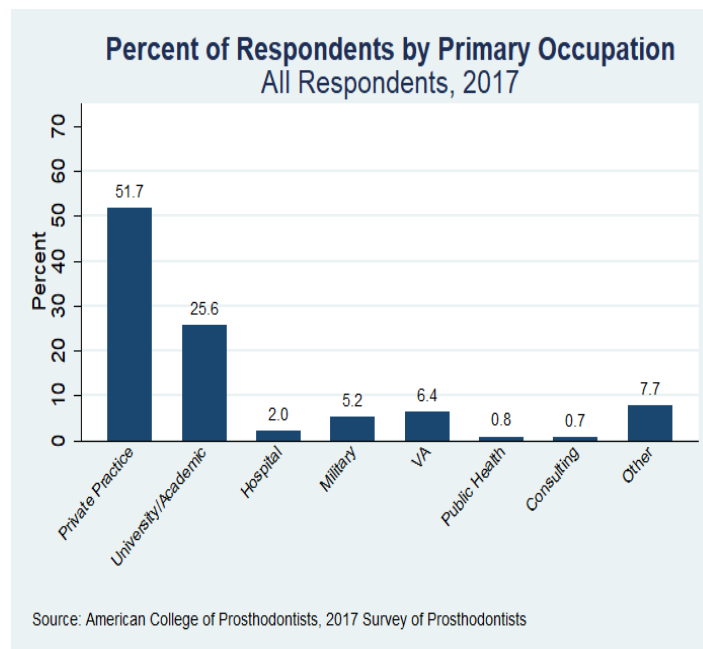
¹ A second issue associated with low response to a survey is response bias. Was the number of responses from one group of prosthodontists in the sample greater than the number expected based on the representation of the group in the total population? That is, for example, was the number of elderly respondents greater than their representation in the total population of prosthodontists. This issue can be examined if the list from which the sample was selected contains enough data to determine the extent to which any response bias exists. Such data were not included with the lists from which the sample for this survey was selected. Relevant data might include age, graduation year, gender, private practice versus other occupation and other characteristics.

While this survey is titled, “2017 Survey of Prosthodontists”, most of the questions of private practice respondents were related to the previous full year (2016) of practice. For example, survey participants were asked, how many hours they treated patients per week in 2016? This is why most of the tables and charts in this report contain the year 2016 in the title even though the survey was conducted in 2017.

Primary Occupation of Prosthodontists²
2017

Primary Occupation	Sample Size	Percent	Mean Age	Standard Deviation	95% C.I. of Mean Age (+/-)
Private Practice	309	51.67	50.26	13.06	1.46
University/Academic	153	25.59	50.31	14.86	2.37
Hospital	12	2.01	42.75	8.88	5.64
Military	31	5.18	50.42	15.96	5.85
VA	38	6.35	51.32	14.11	4.64
Public Health	5	0.84	46.00	6.52	8.09
Consulting	4	0.67	61.00	20.05	31.90
Other	46	7.69	63.27	11.99	3.60
Total	598	100.00	51.22	14.07	2.26

Most of the respondents reported their primary occupation was private practice (52%). Another 26% indicated a primary occupation in an academic institution. About 14% reported a primary occupation in a hospital, military or VA.

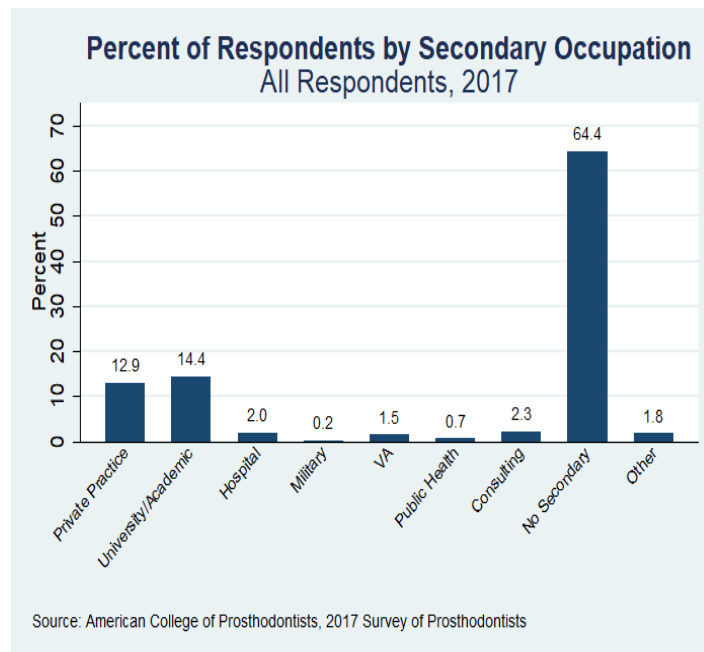


² There were 659 respondents to the 2017 survey. There were also, however, 47 respondents who indicated their location was Canada or a Foreign country and were excluded leaving an effective sample size of 612 respondents. The totals shown in the tables are the total number of responses to the survey question. The 95% C.I. is the abbreviation for 95% Confidence Interval, in most cases, of a mean.

Secondary Occupation of Prosthodontists 2017

Secondary Occupation	Sample Size	Percent	Mean Age	Standard Deviation	95% C.I. of Mean Age (+/-)
Private Practice	79	12.91	45.96	11.69	2.62
University/Academic	88	14.38	49.73	13.29	2.82
Hospital	12	1.96	49.92	12.16	7.73
Military	1	0.16	41.00	na	na
VA	9	1.47	63.33	16.32	12.54
Public Health	4	0.65	41.75	3.30	5.26
Consulting	14	2.29	53.86	12.76	7.37
No Secondary	394	64.38	52.51	14.50	1.44
Other	11	1.80	38.75	10.05	15.98
Total	612	100.00	51.20	14.12	2.26

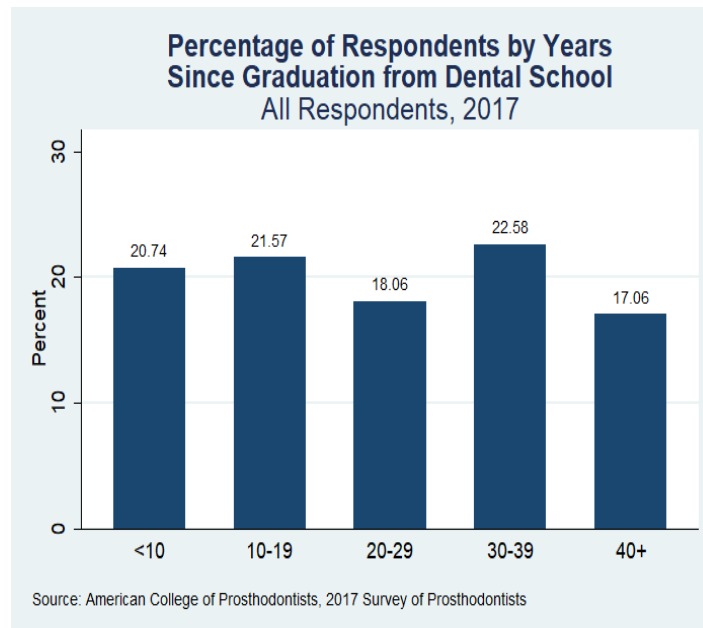
Most of the respondents reported they did not have a secondary occupation in their practice of prosthodontics. Slightly less than two-thirds of respondents reported no secondary occupation. Among the respondents reporting a secondary occupation, 14% indicated an occupation in academia and 13% indicated an occupation in private practice. About 63% of respondents indicated they were in private practice on a primary or secondary basis.



**Years Since Graduation from Dental School
All Respondents, 2017**

Years Since Graduation	Sample Size	Percent	Mean Years	Standard Deviation
<10	124	20.74	5.79	2.05
10-19	129	21.57	14.13	2.82
20-29	108	18.06	24.94	2.86
30-39	135	22.58	34.65	2.75
40+	102	17.06	46.23	5.27
Total	598	100.01	24.46	14.50
95% C.I. of Mean:		24.46	+/-	2.33

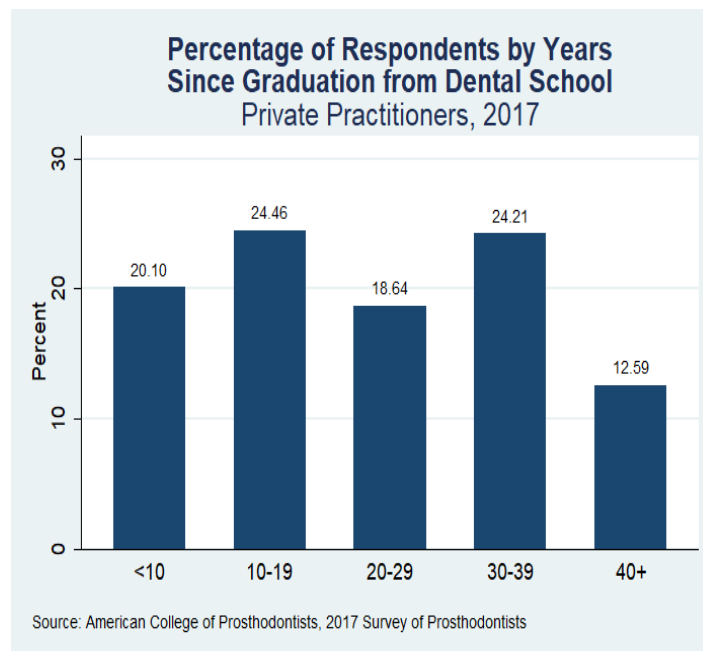
Survey respondents were asked to report the year they graduated from dental school. For the above table, the years since graduation were calculated based on the reported year of graduation. Among respondents, the average number of years since dental school graduation was 24.5 years. About 21% graduated less than 10 years ago and 17% graduated 40 or more years ago. The largest percent of respondents (22.6%) were those who graduated 30-39 years ago followed closely (21.6%) by those who graduated 10-19 years ago.



**Years Since Graduation from Dental School
Private Practitioners³, 2017**

Years Since Graduation	Sample Size	Percent	Mean Years	Standard Deviation
<10	83	20.10	5.95	1.96
10-19	101	24.46	13.98	2.83
20-29	77	18.64	24.82	2.79
30-39	100	24.21	34.58	2.66
40+	52	12.59	45.06	4.26
Total	413	100.00	23.29	13.46
95% C.I. of Mean:		23.29	+/-	2.60

Respondents reported whether they were involved in private practice on a full-time or part-time basis. Among the private practitioner respondents, 23.3 years is the average number of years since graduation from dental school. About 20% of respondents graduated less than 10 years ago while 13% graduated 40 or more years ago. Forty-five percent of respondents reported graduating less than 20 years ago.

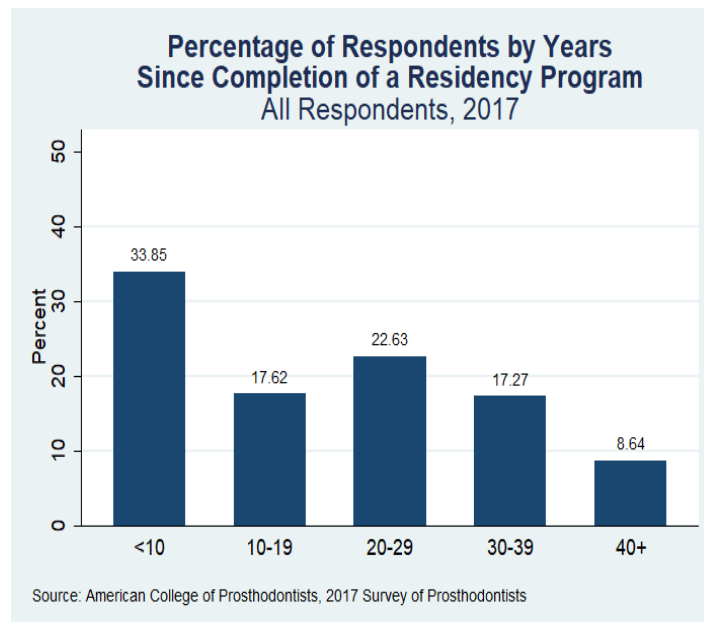


³ The survey included a question asking respondents to report if they were currently in full- or part-time private practice. Private practitioner respondents are those individuals who responded they were currently in private practice.

**Years Since Completion of a Residency Program
All Respondents, 2017**

Years Since Completion	Sample Size	Percent	Mean Years	Standard Deviation
<10	196	33.85	3.80	2.99
10-19	102	17.62	14.54	2.78
20-29	131	22.63	24.76	2.87
30-39	100	17.27	33.80	2.70
40+	50	8.64	44.18	3.57
Total	579	100.01	19.10	13.81
95% C.I. of Mean:		19.10	+/-	2.25

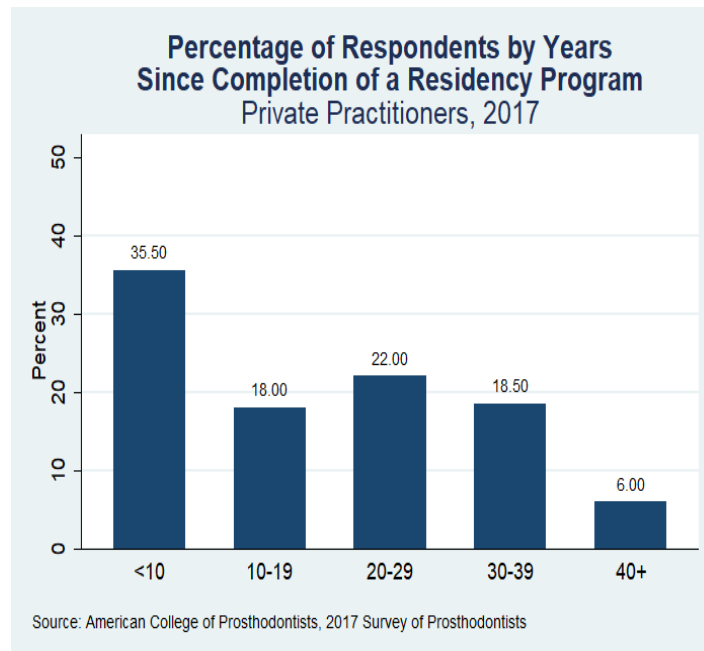
The average number of years since completion of a residency program was 19.1 years among all survey respondents. A third of the respondents (34%) reported completing residency less than 10 years ago while 9% indicated completion 40 or more years ago. These results demonstrate the increased numbers of prosthodontic residents over time particularly in the last decade. About 26% of respondents completed residency 30 or more years ago.



**Years Since Completion of a Residency Program
Private Practitioners, 2017**

Years Since Completion	Sample Size	Percent	Mean Years	Standard Deviation
<10	142	35.50	4.14	2.92
10-19	72	18.00	14.65	2.85
20-29	88	22.00	24.82	2.70
30-39	74	18.50	33.66	2.65
40+	24	6.00	43.46	3.50
Total	400	100.00	18.40	13.15
95% C.I. of Mean:		18.40	+/-	2.59

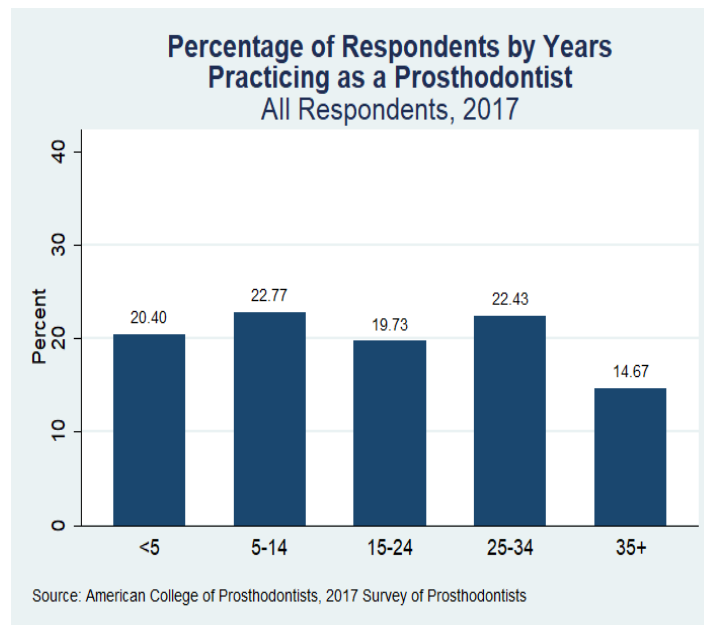
Similar to all respondents, the average number of years since completion of residency was 18.4 years among respondents who were in private practice. About 36% completed residency in the last 10 years and 6% completed residency 40 or more years ago. About one-fourth of the private practitioner respondents indicated they completed residency 30 or more years ago.



**Number of Years Practicing as a Prosthodontist
All Respondents, 2017**

Years Practicing	Sample Size	Percent	Mean Years	Standard Deviation
<5	121	20.40	1.70	1.60
5-14	135	22.77	9.03	2.91
15-24	117	19.73	19.81	3.01
25-34	133	22.43	29.41	2.93
35+	87	14.67	41.45	4.96
Total	593	100.00	18.99	13.86
95% C.I. of Mean:		18.99	+/-	2.24

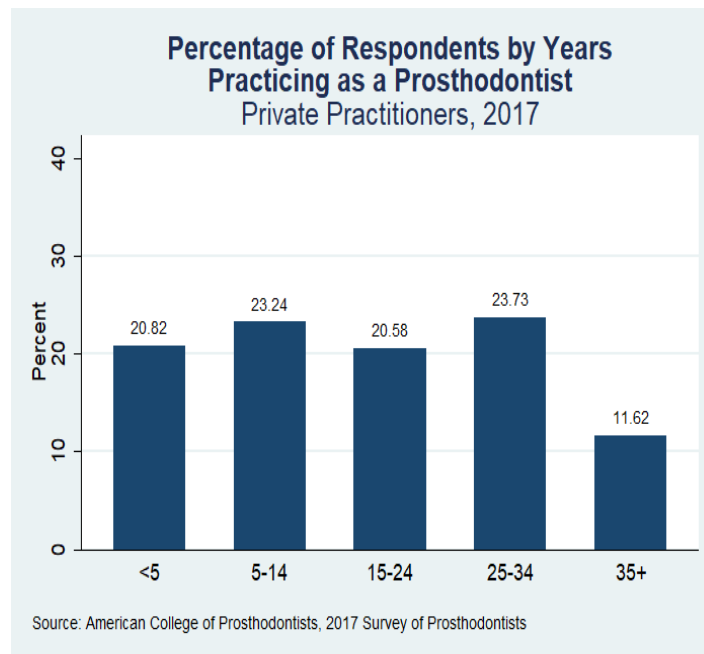
About 20% of respondents indicated they had been in practice as a prosthodontist for less than 5 years while 15% reported working as a prosthodontist for 35 or more years. The average number of years practicing as a prosthodontist was 19.0 years.



**Number of Years Practicing as a Prosthodontist
Private Practitioners, 2017**

Years Practicing	Sample Size	Percent	Mean Years	Standard Deviation
<5	86	20.82	2.00	1.46
5-14	96	23.24	8.90	2.83
15-24	85	20.58	19.79	3.11
25-34	98	23.73	29.58	2.96
35+	48	11.62	40.04	4.15
Total	413	99.99	18.23	13.04
95% C.I. of Mean:		18.23	+/-	2.52

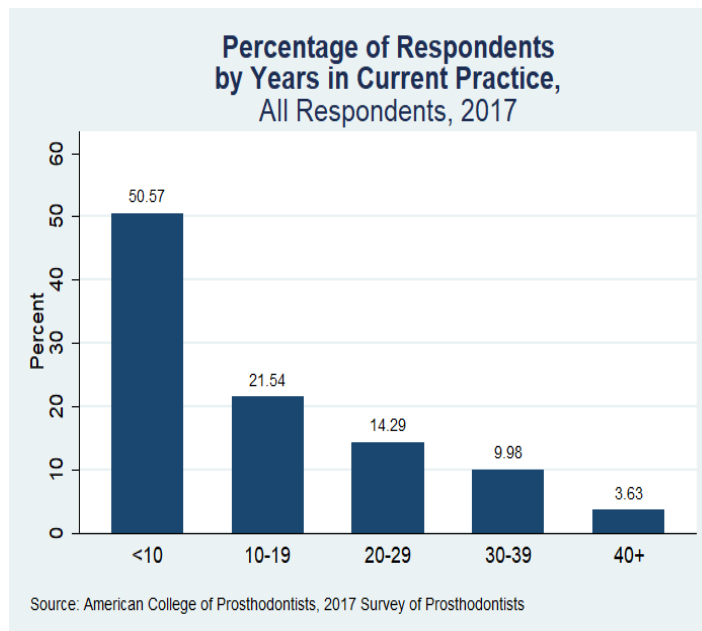
Twenty-one percent of private practicing respondents reported they had practiced less than 5 years as a prosthodontist and 12% indicated they had been in practice as a prosthodontist for 35 or more years. The mean number of years in practice as a prosthodontist was 18.2 years for these respondents.



**Number of Years Practicing in the Current Practice Setting
All Respondents, 2017**

Years in Practice	Sample Size	Percent	Mean Years	Standard Deviation
<10	223	50.57	3.01	2.86
10-19	95	21.54	13.35	2.70
20-29	63	14.29	24.56	2.89
30-39	44	9.98	33.55	2.75
40+	16	3.63	42.63	3.50
Total	441	100.01	12.80	12.32
95% C.I. of Mean:		12.80	+/-	2.31

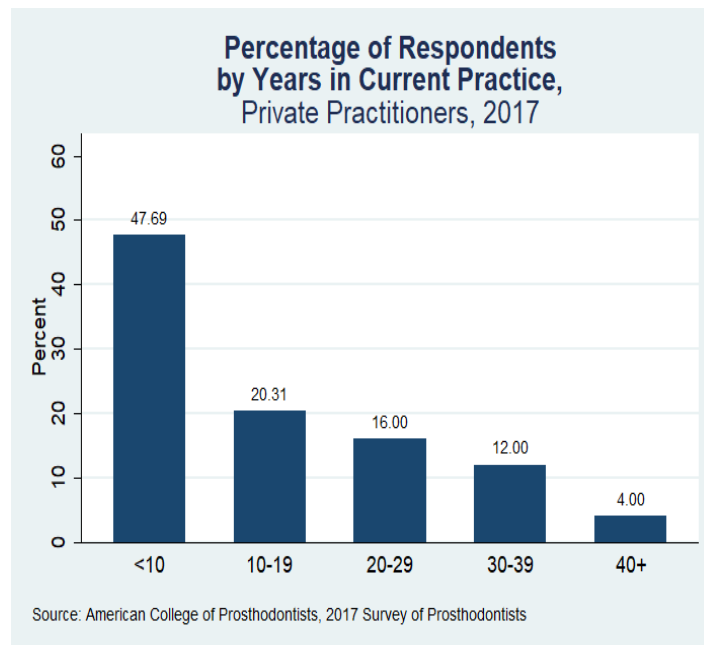
A survey question asked respondents to report the year they began practicing in their current practice setting (at the time of the survey). Over half (51%) of respondents reported they had been in their current practice less than 10 years. This finding coincides with the increased numbers of prosthodontic residents in the most recent decade. Only about 4% had been in their current practice for 40 years or more and 14% had been in their current practice for 30 years or more. The mean number of years in the current practice setting for all respondents was 12.8 years.



**Number of Years Practicing in the Current Practice Setting
Private Practitioners, 2017**

Years in Practice	Sample Size	Percent	Mean Years	Standard Deviation
<10	155	47.69	2.90	2.73
10-19	66	20.31	13.23	2.65
20-29	52	16.00	24.63	2.96
30-39	39	12.00	33.51	2.85
40+	13	4.00	42.08	3.23
Total	325	100.00	13.72	12.74
95% C.I. of Mean:		13.72	+/-	2.78

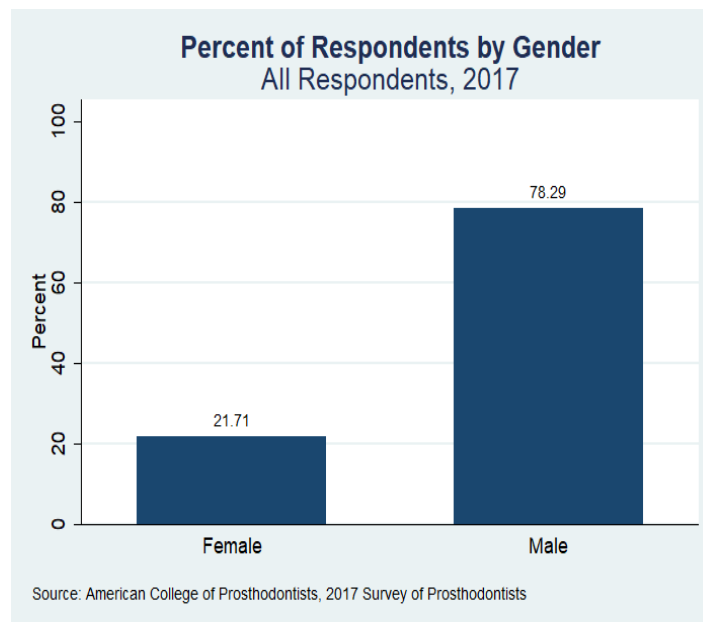
The number of years in the current practice of private practitioner respondents is similar to that for all respondents – 48% less than 10 years, 4% for 40 or more years, 16% for 30 or more years and an average (mean) number of 13.7 years in the current practice.



**Gender of Prosthodontists
All Respondents, 2017**

					95% C.I.
Gender	Sample		Mean	Standard	of Mean
Group	Size	Percent	Age	Deviation	Age (+/-)
Female	127	21.71	43.62	10.24	1.81
Male	458	78.29	53.31	14.25	1.31
Total	585	100.00	51.22	14.06	2.29

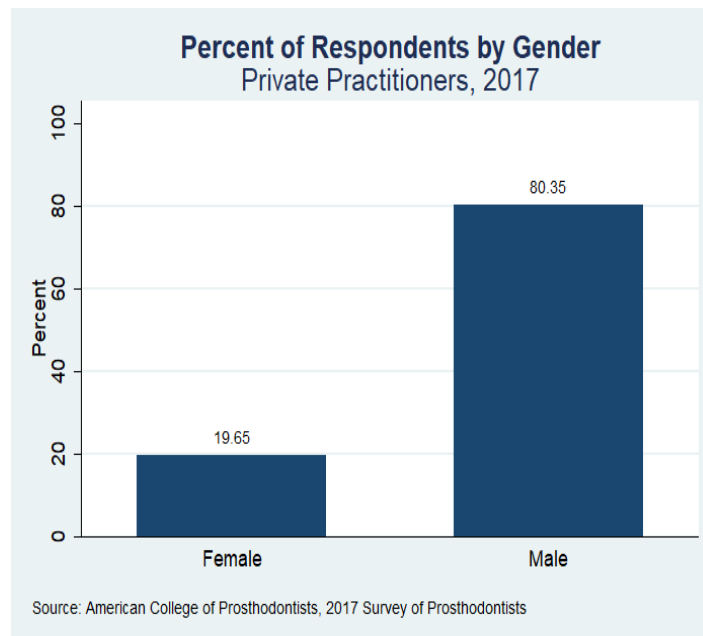
About 78% of respondents reported they were male. The average age of male respondents was 53.3 years compared to 43.6 years for female respondents. The difference in average age of male versus female respondents was found to be statistically significant ($p < .05$).



**Gender of Prosthodontists
Private Practitioners, 2017**

					95% C.I.
Gender	Sample		Mean	Standard	of Mean
Group	Size	Percent	Age	Deviation	Age (+/-)
Female	79	19.60	43.36	9.38	2.12
Male	324	80.40	51.86	13.34	1.46
Total	403	100.00	50.21	13.10	2.57

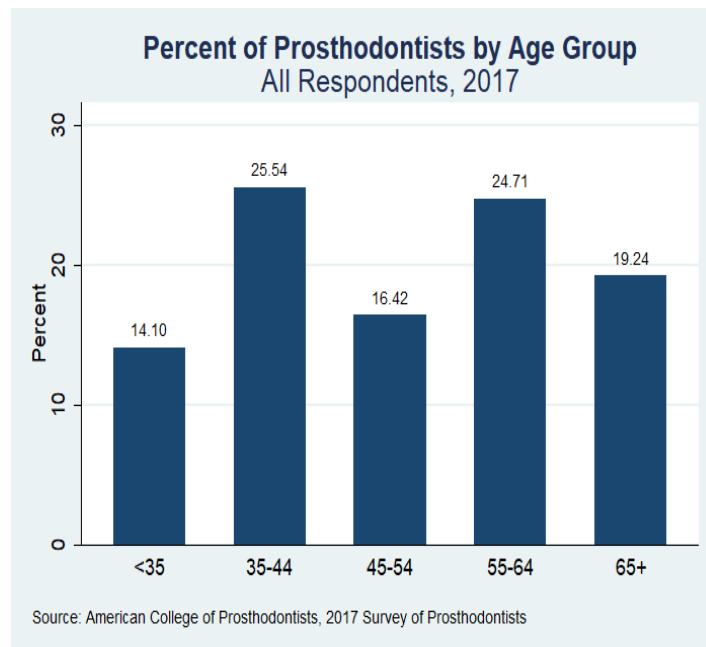
Eighty percent of private practitioner respondents reported they were male compared to 20% females. The average (mean) age of male respondents was 51.9 years compared to 43.4 years for female private practitioner respondents. The difference in the mean age of male versus female in respondents was determined to be statistically significant ($p < .05$).



**Age of Prosthodontists
All Respondents, 2017**

Age Group	Sample		Mean	Standard
	Size	Percent	Age	Deviation
<35	85	14.10	31.51	2.31
35-44	154	25.54	39.45	2.99
45-54	99	16.42	49.60	2.86
55-64	149	24.71	59.89	2.75
65+	116	19.24	71.44	5.11
Total	603	100.01	51.20	14.12
95% C.I. of Mean:		51.20	+/-	2.26

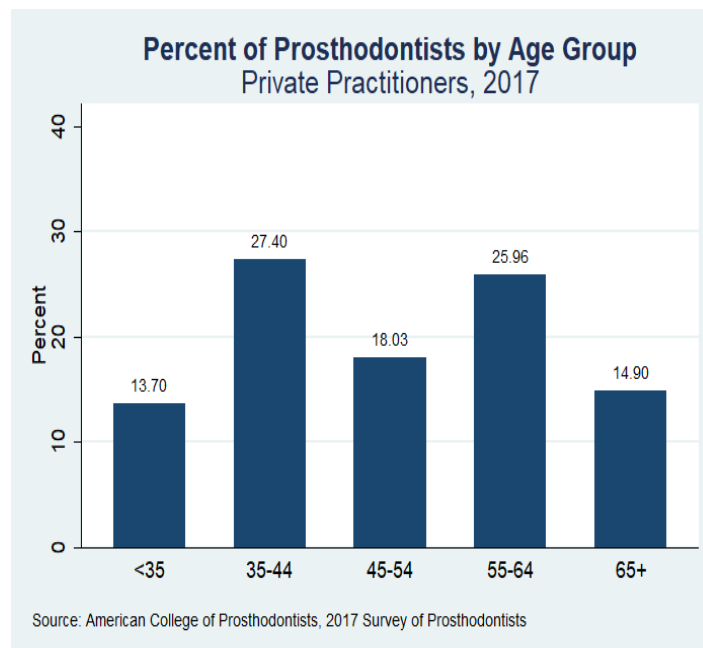
Survey respondents were asked to report their birth year which was then used to estimate their age. About 14% of respondents are under the age of 35 compare to 19% that are 65 years or older. The average (mean) age among all respondents was 51.2 years. The percent of respondents in the age group 45-54 has declined compared to previous surveys including 31.5% in 2008, 24.5% in 2011, and 23.6 in 2014.



**Age of Prosthodontists
Private Practitioners, 2017**

Age Group	Sample Size	Percent	Mean Age	Standard Deviation
<35	57	13.70	31.65	2.37
35-44	114	27.40	39.35	2.90
45-54	75	18.03	49.57	2.81
55-64	108	25.96	59.84	2.78
65+	62	14.90	70.08	4.37
Total	416	99.99	50.04	13.12
95% C.I. of Mean:		50.04	+/-	2.53

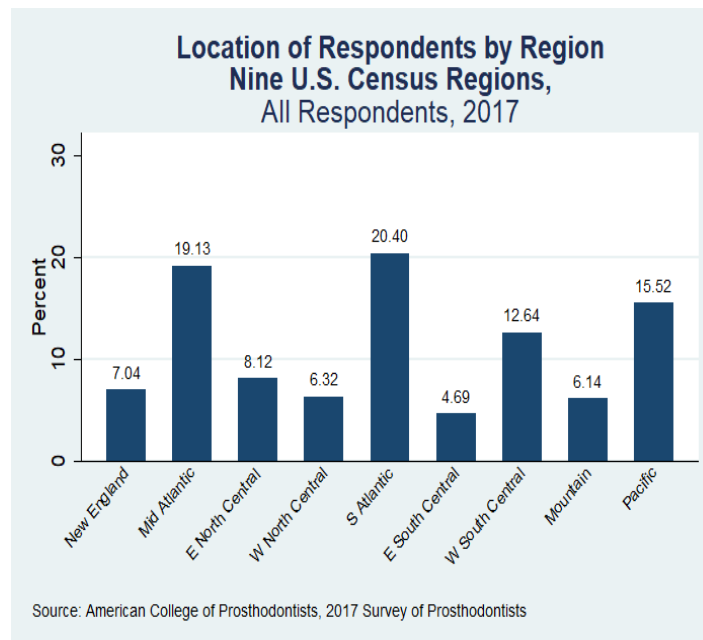
The mean age of private practitioner respondents was 50.0 years (compared to 51.2 years among all respondents). About 14% of private practitioner respondents were younger than 35 years and 15% were 65 years or older. The mean age of 50.0 years for these respondents compares to the mean age of 51.9 years for male private practitioner respondents and 43.4 years for female respondents.



**Regional Location of Prosthodontists
All Respondents, 2017**

					95% C.I.
Region	Sample Size	Percent	Mean Age	Standard Deviation	of Mean Age (+/-)
New England	39	7.04	48.10	13.66	4.43
Middle Atlantic	106	19.13	54.58	15.03	2.89
E North Central	45	8.12	47.24	12.42	3.73
W North Central	35	6.32	54.17	13.73	4.72
S Atlantic	113	20.40	50.78	12.98	2.42
E South Central	26	4.69	48.50	15.12	6.11
W South Central	70	12.64	51.27	14.77	3.52
Mountain	34	6.14	50.09	12.76	4.45
Pacific	86	15.52	50.66	13.28	2.85
Total	554	100.00	51.14	13.90	2.32

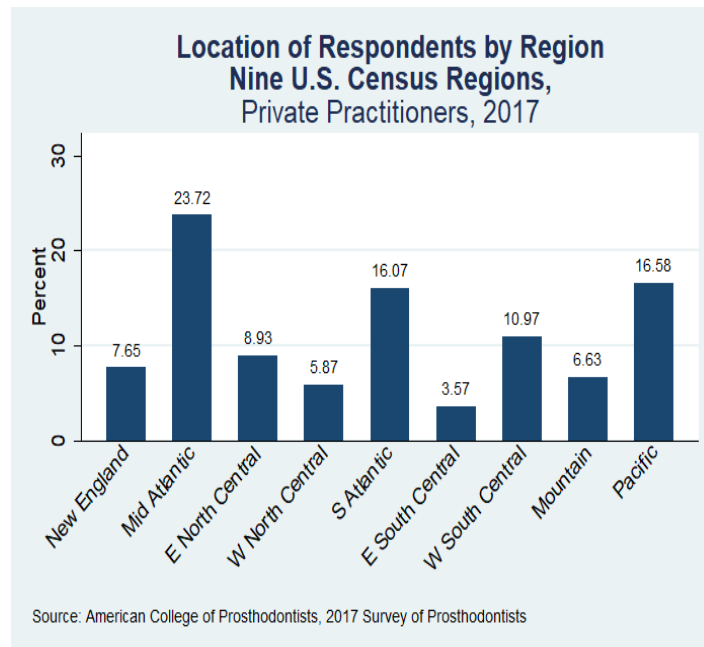
About 56% of respondents were from three regions – Middle Atlantic, South Atlantic, and Pacific regions. The mean ages of respondents varied from 48.1 years in the New England region compared to 54.6 in the Middle Atlantic region.



**Regional Location of Prosthodontists
Private Practitioners, 2017**

					95% C.I.
	Sample		Mean	Standard	of Mean
Region	Size	Percent	Age	Deviation	Age (+/-)
New England	30	7.65	51.10	13.90	5.19
Middle Atlantic	93	23.72	53.22	13.86	2.85
E North Central	35	8.93	47.80	12.46	4.28
W North Central	23	5.87	52.96	13.17	5.70
S Atlantic	63	16.07	50.05	12.45	3.14
E South Central	14	3.57	47.07	13.33	7.69
W South Central	43	10.97	46.56	12.34	3.80
Mountain	26	6.63	50.81	13.04	5.27
Pacific	65	16.58	50.75	13.08	3.24
Total	392	99.99	50.53	13.17	2.62

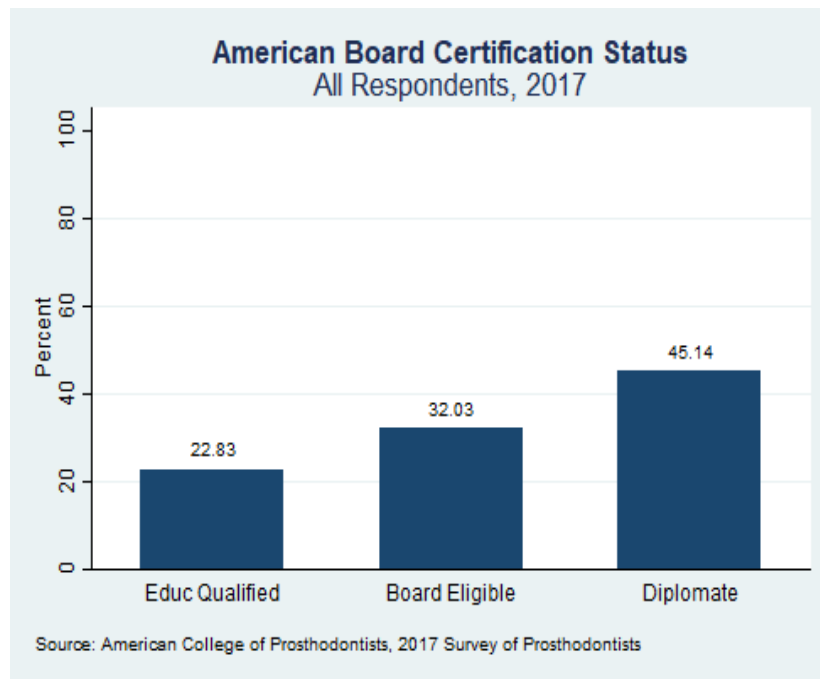
The geographic distribution of private practice respondents is similar to the distribution of all respondents. Most of the respondents (68%) are located in the Middle Atlantic, South Atlantic, West South Central and the Pacific regions.



**American Board of Prosthodontics Certification Status
All Respondents, 2017**

					95% C.I.
Board	Sample		Mean	Standard	of Mean
Status	Size	Percent	Age	Deviation	Age (+/-)
Education Qualified	134	22.83	52.19	12.73	2.17
Board Eligible	188	32.03	46.66	11.94	1.72
Diplomate	265	45.14	54.13	15.21	1.84
Total	587	100.00	51.30	14.04	2.28

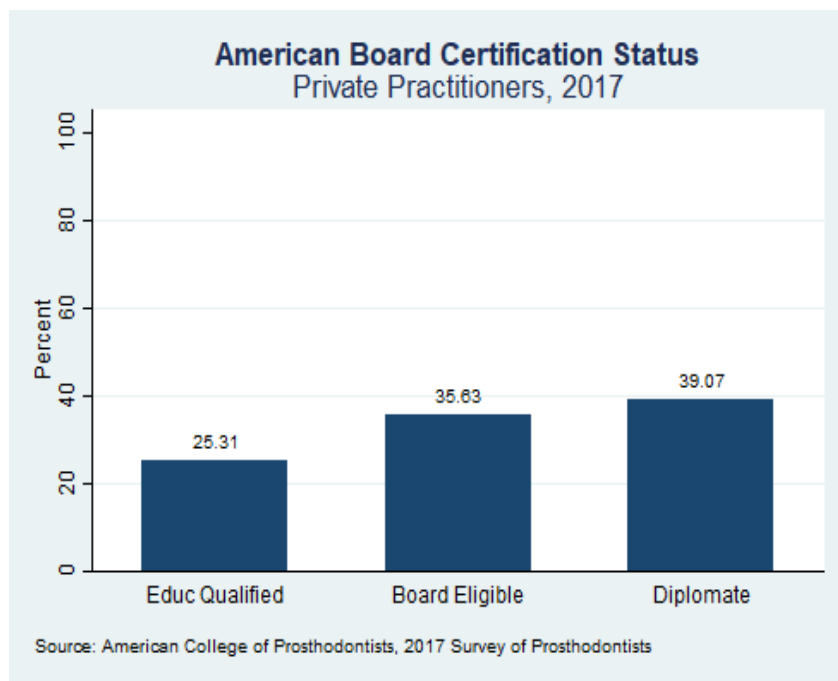
Among all survey respondents, 45% indicated their certification status to be Diplomate and another 32% were Board Eligible. Twenty-three percent of respondents had a certification status of Educationally Qualified.



**American Board of Prosthodontics Certification Status
Private Practitioners, 2017**

					95% C.I.
Board	Sample		Mean	Standard	of Mean
Status	Size	Percent	Age	Deviation	Age (+/-)
Education Qualified	103	25.31	52.32	12.12	2.37
Board Eligible	145	35.63	47.57	11.72	1.93
Diplomate	159	39.07	51.30	14.53	2.28
Total	407	100.01	50.23	13.11	2.56

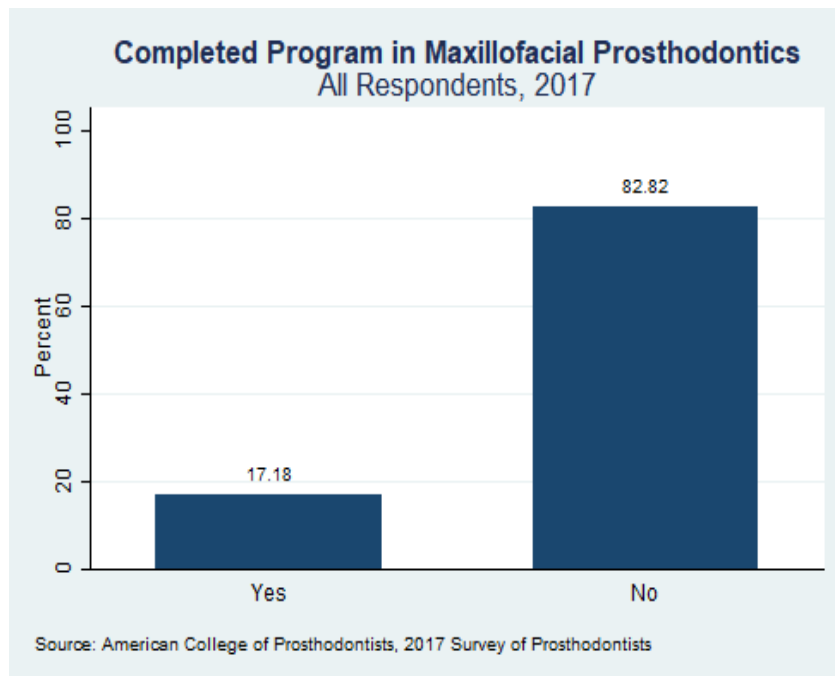
Three out of four respondents indicated their Board Certification Status was Board Eligible (36%) or Diplomate (39%). Twenty-five percent of the private practitioner respondents reported their Board Status was Educationally Qualified.



**Completed an Accredited Advance Education
Program in Maxillofacial Prosthodontics
All Respondents, 2017**

					95% C.I.
	Sample		Mean	Standard	of Mean
Accredited	Size	Percent	Age	Deviation	Age (+/-)
Yes	101	17.18	53.23	12.58	2.48
No	487	82.82	50.86	14.34	1.28
Total	588	100.00	51.27	14.07	2.28

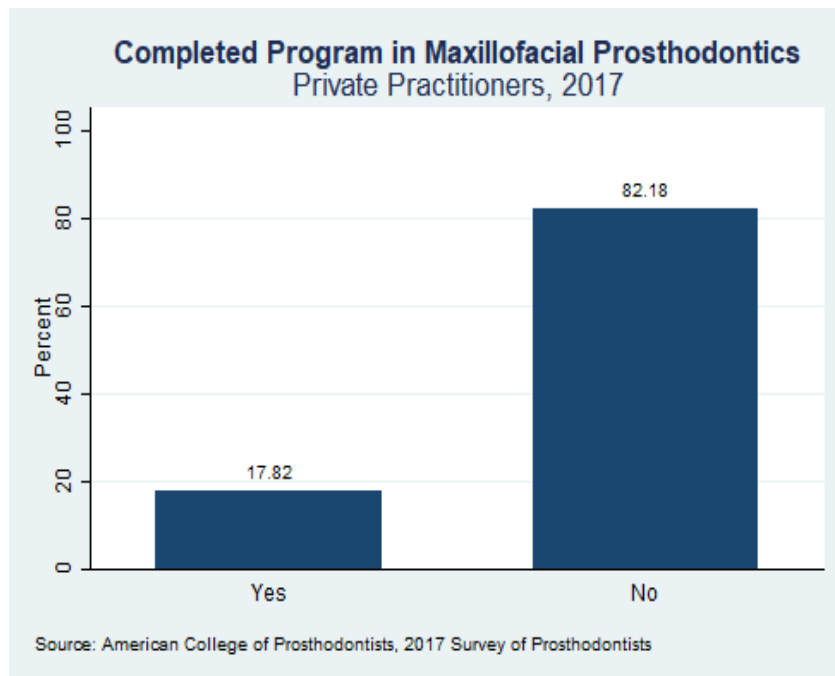
Seventeen percent of the respondents reported they had completed an advanced education program in maxillofacial prosthodontics. The mean age of those who completed a course was 53.2 years versus 50.9 years for those not completing a program.



**Completed an Accredited Advance Education
Program in Maxillofacial Prosthodontics
Private Practitioners, 2017**

					95% C.I.
	Sample		Mean	Standard	of Mean
Accredited	Size	Percent	Age	Deviation	Age (+/-)
Yes	72	17.82	54.31	11.93	2.80
No	332	82.18	49.33	13.16	1.42
Total	404	100.00	50.22	13.07	2.56

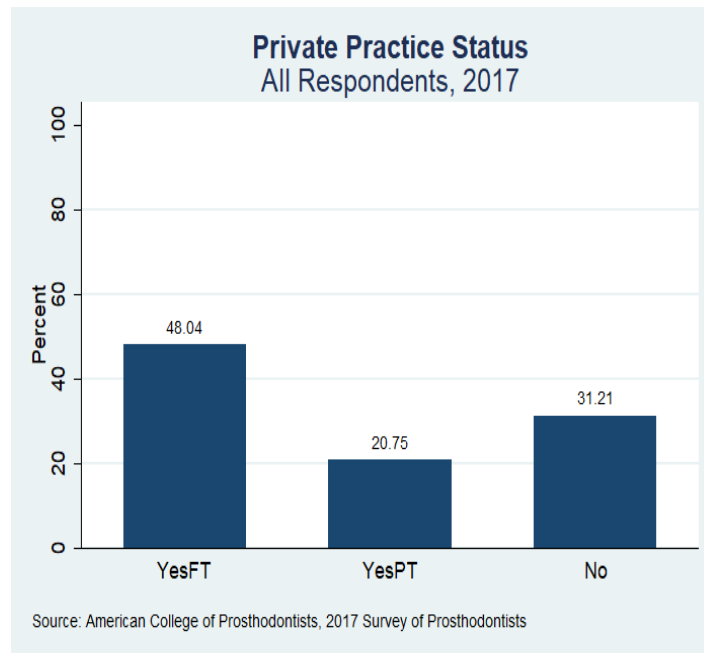
Eighteen percent of the private practice respondents reported they had completed an advanced education program in maxillofacial prosthodontics. The mean age of those who completed a course was 54.3 years versus 49.3 years for those not completing a program.



**Private Practice Status of Respondents
All Respondents, 2017**

Private Practice	Sample Size	Percent	Mean Age	Standard Deviation	95% C.I.
					of Mean Age (+/-)
Yes, Full-time	294	48.04	50.14	12.72	1.47
Yes, Part-time	127	20.75	49.81	14.06	2.49
No	191	31.21	53.79	15.85	2.29
Total	612	100.00	51.20	14.12	2.26

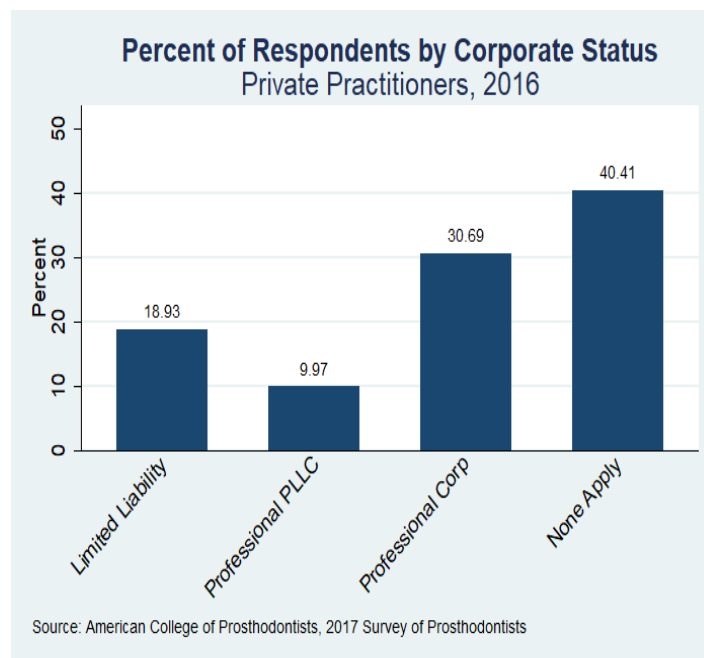
Survey respondents were asked to indicate if they were currently involved in private practice on a full- or part-time basis. Sixty-nine percent of respondents (421) indicated they were involved in private practice on a full- or part-time basis. About 48% of respondents indicated they were in private practice on a full-time basis while 21% were in private practice on a part-time basis. Thirty-one percent of respondents (191) reported they were not involved in private practice in 2017.



Percent of Respondents by Corporate Status⁴
Private Practitioners, 2016

					95% C.I.
Corporate Status	Sample Size	Percent	Mean Age	Standard Deviation	of Mean Age (+/-)
Limited Liability Company (LLC)	74	18.93	48.85	11.87	2.75
Professional Limited Liability Company (PLLC)	39	9.97	45.41	11.58	3.75
Professional Corporation (PC)	120	30.69	52.50	12.64	2.29
None Apply	158	40.41	50.75	14.33	2.26
Total	391	100.00	50.39	13.23	2.64
Response Rate (%):					
		92.87			

About 40% of respondents indicated that practice corporate status did not apply to them in 2016. Among those involved in corporate status, most indicated they were involved in a professional corporation (31%).

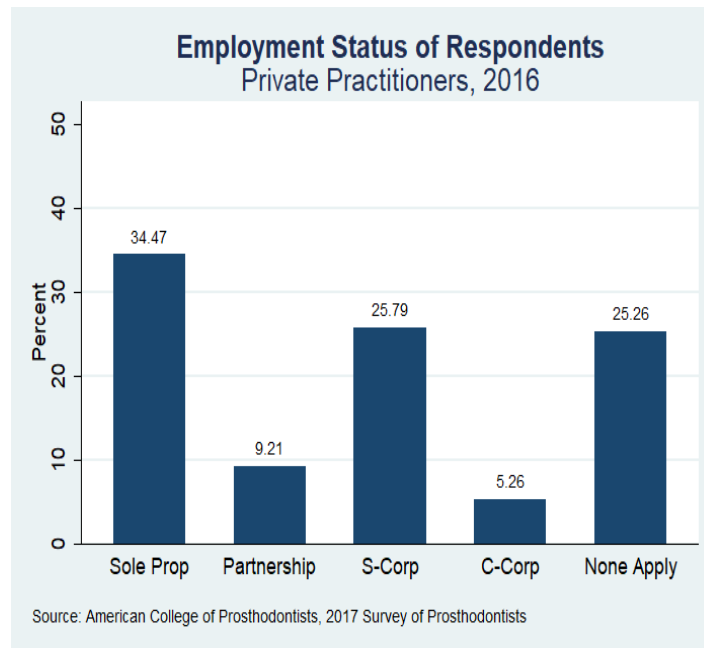


⁴ The tables and charts in the remainder of this report are based on the 421 respondents who reported their status as full-time or part-time private practice. Respondents were asked to respond about themselves or their primary practice in 2016.

**Employment Status of Respondents
Private Practice, 2016**

Employment Status	Sample Size	Percent	Mean Age	Standard Deviation	95% C.I. of Mean Age (+/-)
Sole Prop	131	34.47	53.88	12.46	2.16
Partnership	35	9.21	50.20	13.44	4.62
S-Corp	98	25.79	48.41	12.33	2.47
C-Corp	20	5.26	53.00	12.83	6.01
None Apply	96	25.26	47.41	14.33	2.92
Total	380	99.99	50.45	13.26	2.68

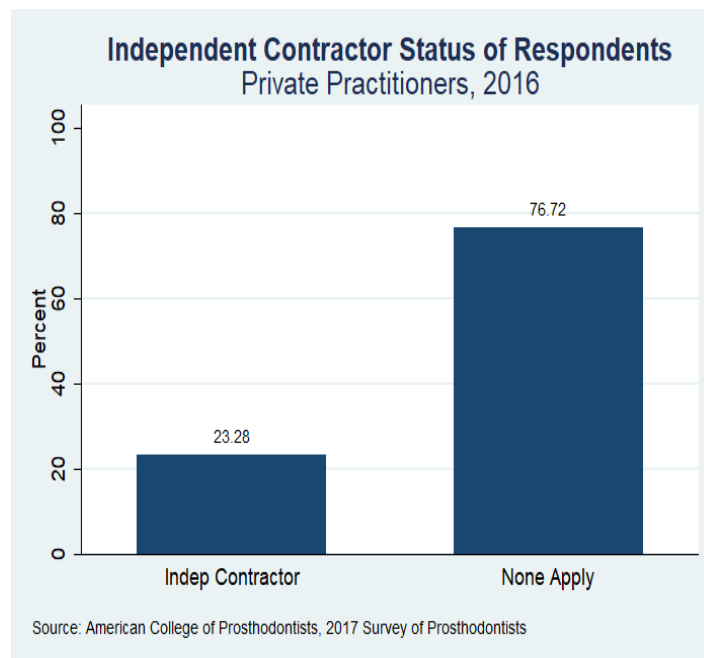
Most private practice respondents indicated they were a sole proprietor (35%). Twenty-six percent reported they were an S-Corporation and 25% indicated that none of employment categories listed in the question applied to them.



**Independent Contractor Status of Respondents
Private Practice, 2016**

					95% C.I.
Independent Contractor	Sample Size	Percent	Mean Age	Standard Deviation	of Mean Age (+/-)
Independent Contractor	81	23.28	45.08	14.14	3.15
None Apply	267	76.72	51.91	12.79	1.55
Total	348	100.00	50.32	13.41	2.84

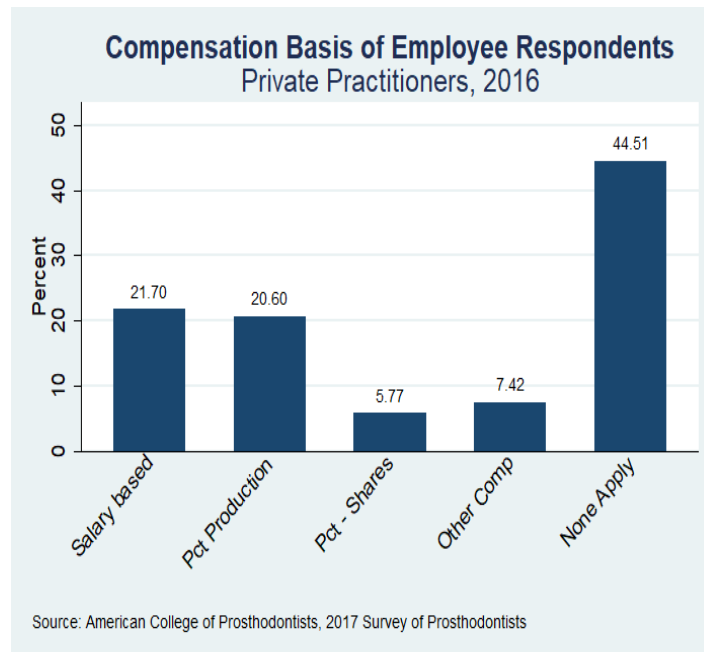
Less than 25% of respondents indicated their practice status was an independent contractor. Most respondents reported that independent contractor status did not apply to them.



**Compensation Basis of Employee Respondents
Private Practice, 2016**

Employment	Sample		Mean	Standard	95% C.I.
Status	Size	Percent	Age	Deviation	Age (+/-)
Salary based	79	21.70	46.22	10.69	2.40
Percent Production	75	20.60	47.17	14.41	3.32
Percent - Shares	21	5.77	52.71	11.18	5.09
Other Compensation	27	7.42	50.00	16.68	6.60
None Apply	162	44.51	53.29	12.79	2.00
Total	364	100.00	50.20	13.28	2.74

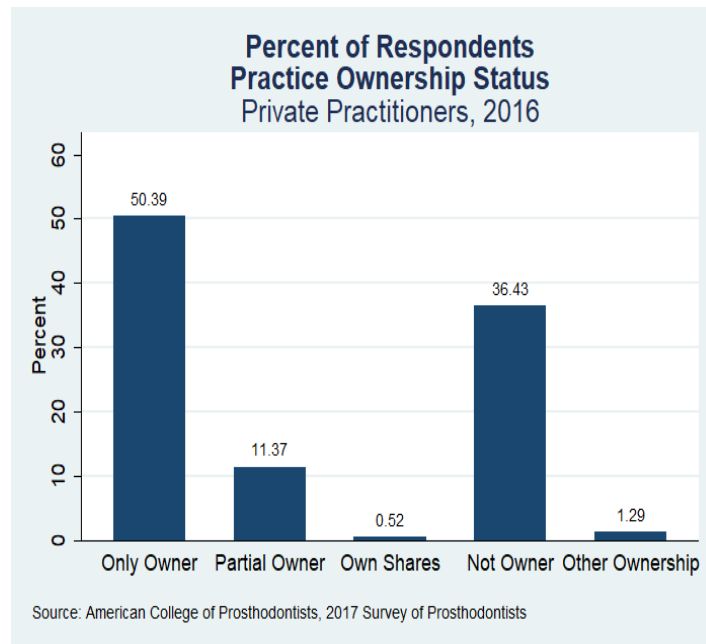
Twenty-two percent of the respondents reported their compensation was salary based and another 21% reported their compensation basis was percent of production. Almost 45% of respondents indicated that none of the listed compensation bases applied to them.



**Practice Ownership Status, Percent of Respondents
Private Practice, 2016**

					95% C.I.
Ownership Status	Sample Size	Percent	Mean Age	Standard Deviation	of Mean Age (+/-)
Only Owner	195	50.39	53.60	11.42	1.62
Partial Owner	44	11.37	50.45	12.76	3.88
Own Shares	2	0.52	49.00	16.97	152.47
Not Owner	141	36.43	45.59	13.56	2.27
Other Ownership	5	1.29	54.00	13.44	16.68
Total	387	100.00	50.31	12.91	2.59

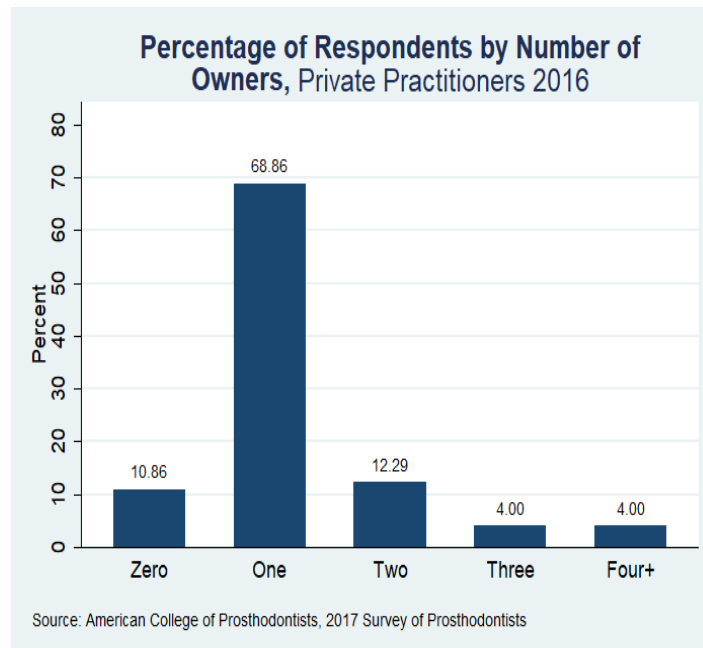
Half (50%) of the respondents reported that they were the only owner of the private practice. Eleven percent reported they were a partial owner and 36% indicated they were not owners in the practice. There were 2 respondents who indicated their ownership status as owning shares of the practice.



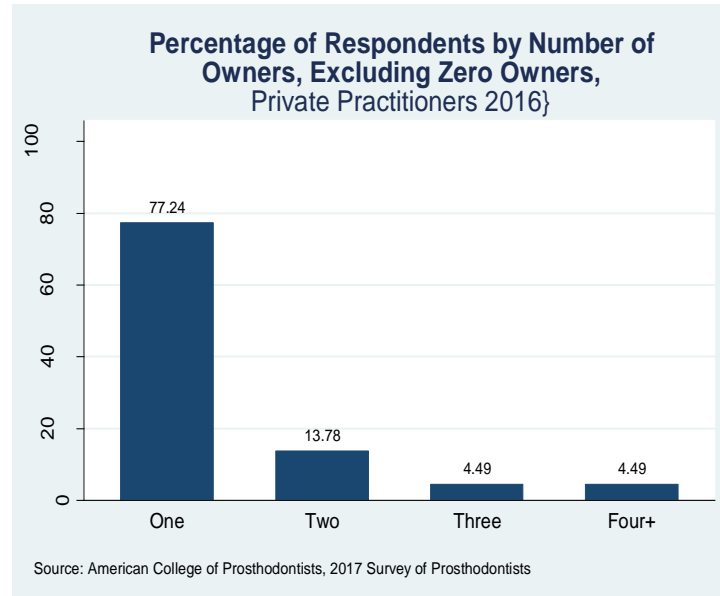
**Number of Practice Owners, Percent of Respondents
Private Practice, 2016**

Mean				
Number	Sample		Number	Standard
Owners	Size	Percent	Owners	Deviation
Zero	38	10.86	0.00	0.00
One	241	68.86	1.00	0.00
Two	43	12.29	2.00	0.00
Three	14	4.00	3.00	0.00
Four+	14	4.00	6.43	4.38
Total	350	100.01	1.31	1.48
95% C.I. of Mean:		1.31	+/-	0.31

Slightly more than two thirds of the respondents (69%) indicated they were in a practice with only one owner. Another 20% indicated there were more than 2 owners in the practice. Thirty-eight (11%) of the respondents reported there were no owners of the private practice where they treated patients. These respondents, however, reported elsewhere that they were non-owners in the private practice. It is possible these respondents were confused by this question and reported their ownership status instead of the number of practice owners.



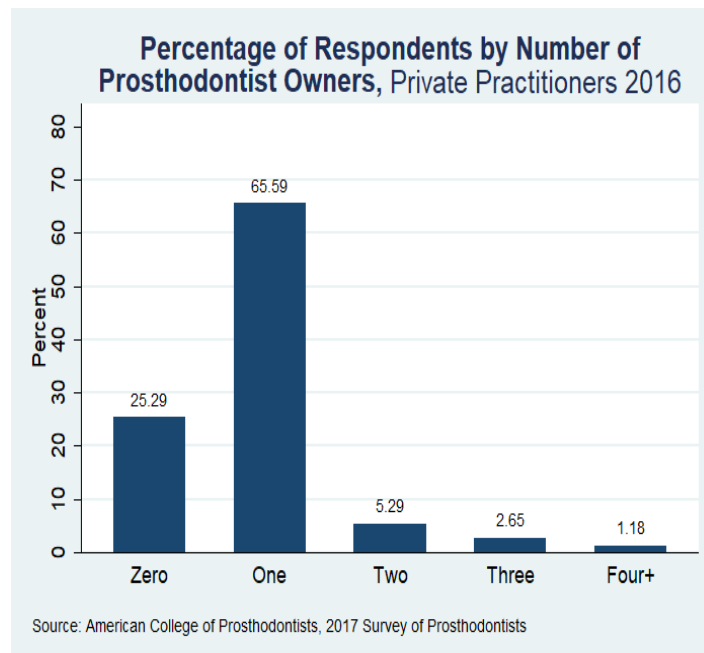
The following chart is similar to the chart on the previous page except that the responses by respondents of “no owners of the practice” are excluded. The total number of respondents supporting the following chart was 312 responses.



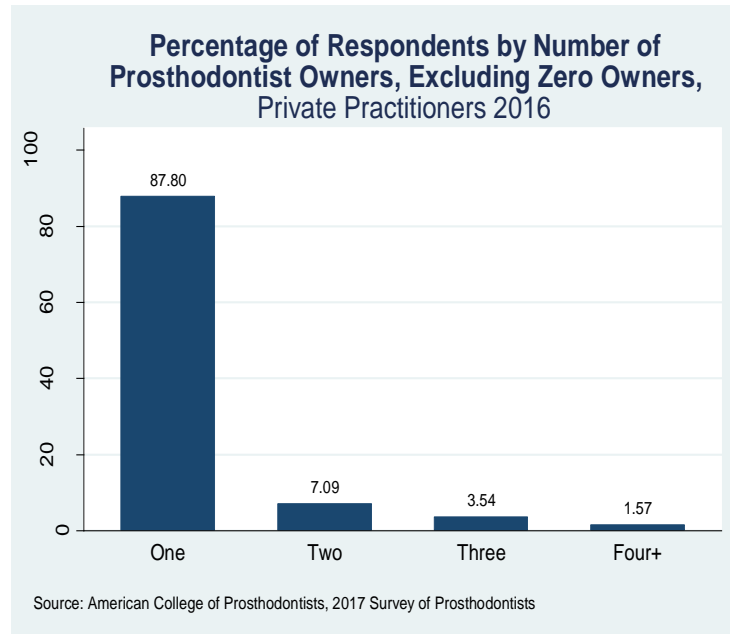
**Number of Prosthodontist Owners, Percent of Respondents
Private Practice, 2016**

Mean				
Number	Sample		Number	Standard
Owners	Size	Percent	Owners	Deviation
Zero	86	25.29	0.00	0.00
One	223	65.59	1.00	0.00
Two	18	5.29	2.00	0.00
Three	9	2.65	3.00	0.00
Four+	4	1.18	7.75	3.30
Total	340	100.00	0.93	1.02
95% C.I. of Mean:		0.93	+/-	0.22

About two thirds of the respondents (66%) indicated they were in a practice with only one prosthodontist owner. Another 9% indicated there were more than 2 prosthodontist owners in the practice. Eighty-six (25%) of the respondents reported there were no prosthodontist owners of the private practice where they treated patients. This included 39 respondents from the previous question who reported no owners of the practice. Among the remaining respondents who reported no prosthodontist owners, 33 reported there was a single owner and 13 reported 2 or more owners of the practice.



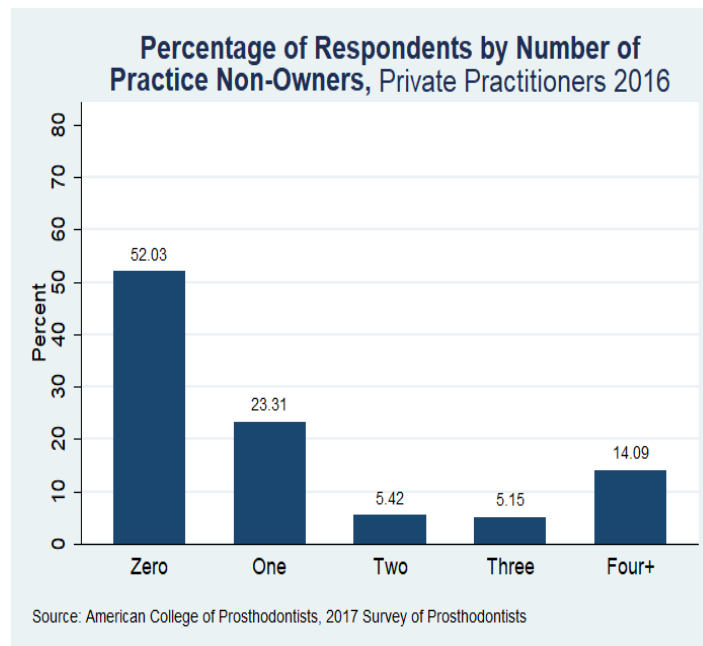
The following chart is similar to the chart on the previous page except that the responses by respondents of “no prosthodontist owners of the practice” are excluded. The total number of respondents supporting the following chart was 254 responses.



**Number of Practice Non-Owners, Percent of Respondents
Private Practice, 2016**

Mean				
Number	Sample		Number	Standard
Non-Owners	Size	Percent	Non-Owners	Deviation
Zero	192	52.03	0.00	0.00
One	86	23.31	1.00	0.00
Two	20	5.42	2.00	0.00
Three	19	5.15	3.00	0.00
Four+	52	14.09	10.58	9.49
Total	369	100.00	1.99	5.03
95% C.I. of Mean:		1.99	+/-	1.03

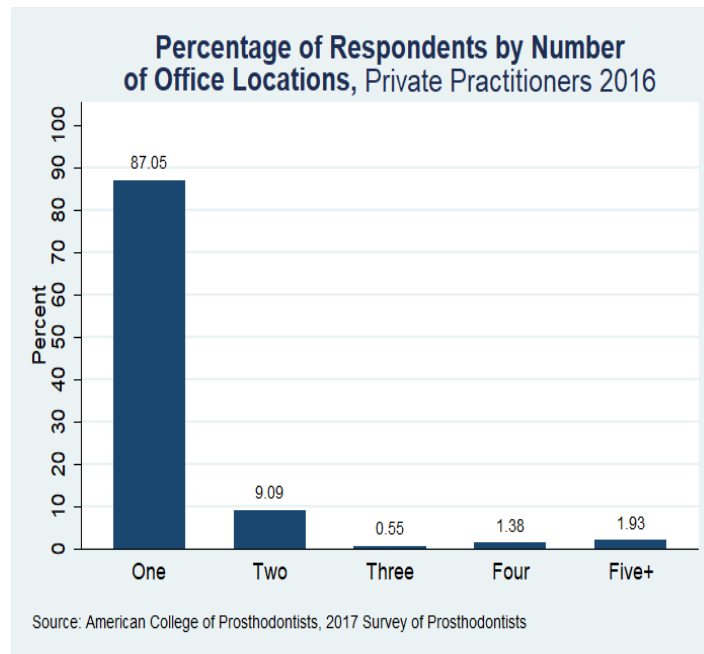
More than half of respondents (52%) reported that there were no non-owners in the private practice. Twenty-three percent reported one non-owner and 25% indicated there were two or more non-owners in the practice.



**Number of Practice Office Locations, Percent of Respondents
Private Practice, 2016**

Mean				
Number	Sample		Number	Standard
Offices	Size	Percent	Offices	Deviation
One	316	87.05	1.00	0.00
Two	33	9.09	2.00	0.00
Three	2	0.55	3.00	0.00
Four	5	1.38	4.00	0.00
Five+	7	1.93	12.14	9.15
Total	363	100.00	1.36	1.97
95% C.I. of Mean:		1.36	+/-	0.41

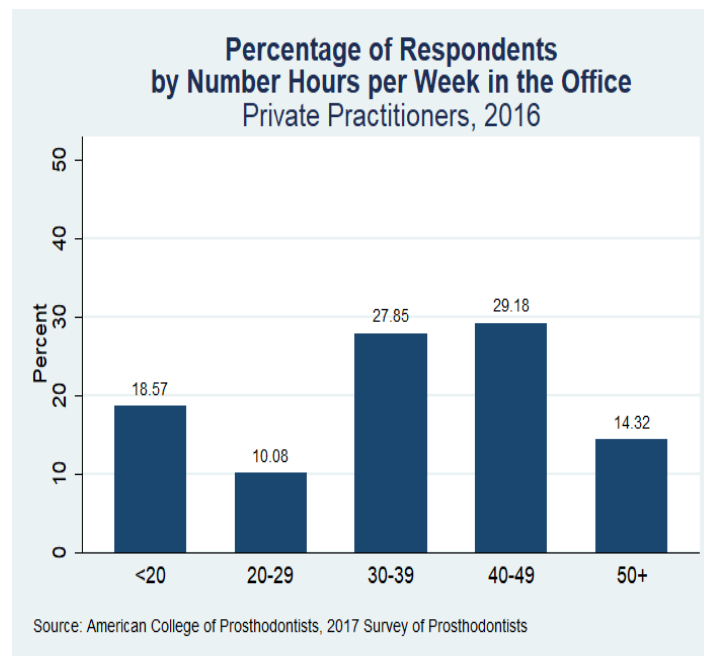
Most of the respondents (96%) reported being in a private practice with one or two office locations. Very few respondents reported three or more office locations.



**Percent of Respondents by
Number of Hours per Week in the Practice
Private Practice, 2016**

Number Hours	Sample Size	Percent	Mean	
			Number Hours	Standard Deviation
<20	70	18.57	9.66	3.77
20-29	38	10.08	23.16	3.04
30-39	105	27.85	33.69	2.48
40-49	110	29.18	41.01	2.19
50+	54	14.32	55.19	8.27
Total	377	100.00	33.38	14.73
95% C.I. of Mean:		33.38	+/-	2.98

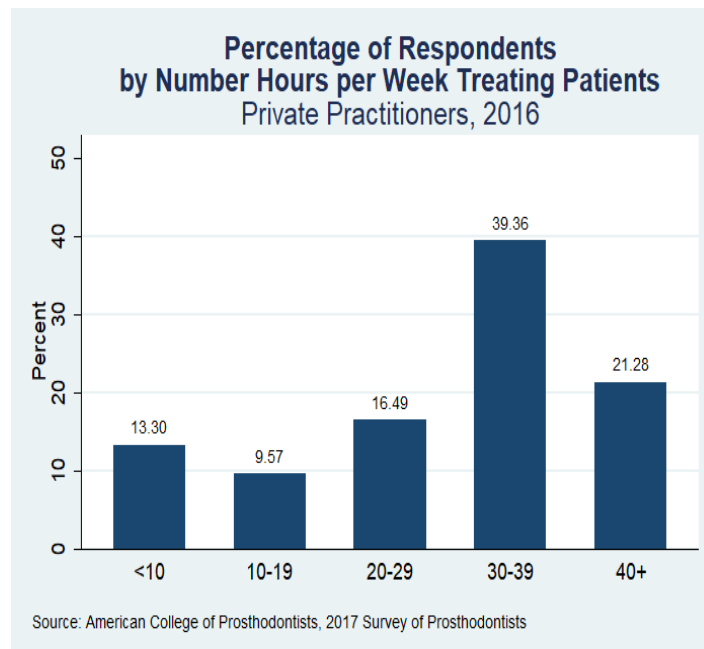
The average number of hours per week in the practice was 33.4 hours based on responses from 377 respondents. Based on the 95% confidence interval the mean hours per week range from about 30 hours to 36 hours. About 19% reported less than 20 hours per week while 14% reported 50 or more hours per week. About 57% of respondents reported working 30-49 hours per week.



**Percent of Respondents by
Number of Hours per Week Treating Patients
Private Practice, 2016**

Mean				
Number	Sample		Number	Standard
Hours	Size	Percent	Hours	Deviation
<10	50	13.30	6.96	2.16
10-19	36	9.57	14.17	2.80
20-29	62	16.49	24.53	3.00
30-39	148	39.36	32.93	2.14
40+	80	21.28	42.58	4.88
Total	376	100.00	28.35	11.99
95% C.I. of Mean:		28.35	+/-	2.43

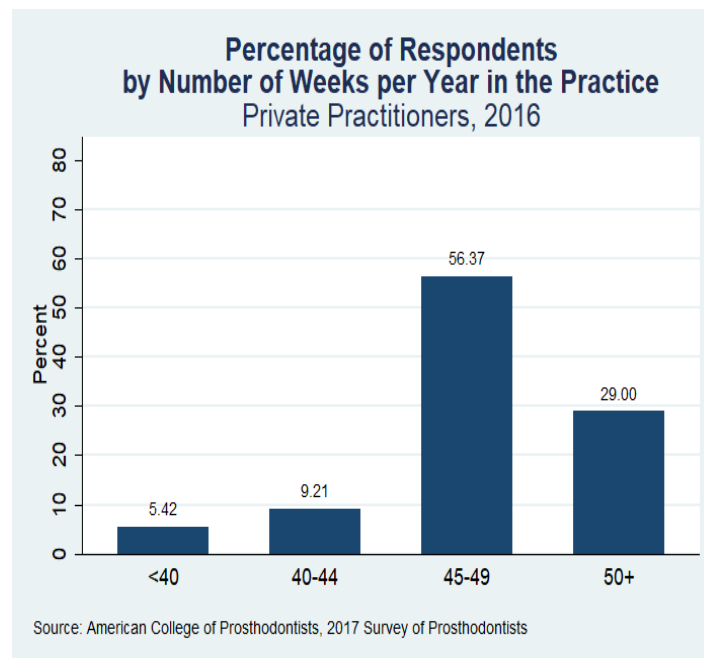
The average number of hours per week treating patients was 28.4 hours based on responses from 376 respondents. The amount of time per week treating patients was about 5 hours less than the amount of time per week in the office. Based on the 95% confidence interval the mean hours per week treating range from about 26 hours to 31 hours. About 13% reported less than 10 hours per week while 21% reported 40 or more hours per week. About 61% of respondents reported working 30 or more hours per week treating patients.



**Number of Weeks per Year in the Practice
Percent of Respondents, Private Practice, 2016**

Mean				
Number	Sample		Number	Standard
Weeks	Size	Percent	Weeks	Deviation
<40	20	5.42	21.65	12.77
40-44	34	9.21	41.65	1.81
45-49	208	56.37	47.56	1.14
50+	107	29.00	50.45	0.89
Total	369	100.00	46.45	7.11
95% C.I. of Mean:		46.45	+/-	0.73

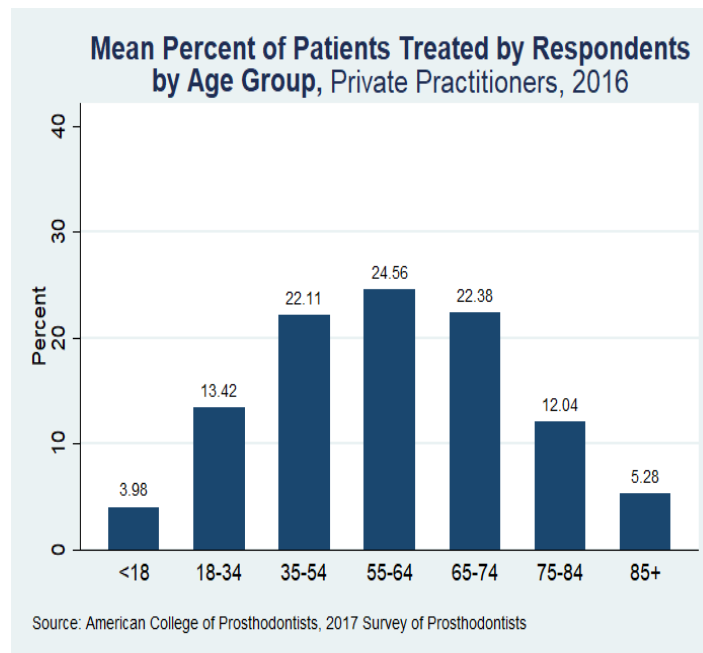
The average number of weeks per year in the practice was 46.5 weeks based on responses from 369 respondents. Based on the 95% confidence interval the mean weeks per year range from about 45 weeks to 47 weeks. About 56% reported working 45-49 weeks per year and 29% indicated they worked 50 or more weeks per year.



**Mean Percent of Patients by Patient Age Group Treated
by Respondents, Private Practice, 2016**

Age Group	Sample Size	Mean Percent	Standard Deviation	Response Rate	95% C.I. Mean
					Percent (+/-)
<18	289	3.98	6.79	70.15	0.79
18-34	317	13.42	10.29	76.94	1.14
35-54	324	22.11	9.52	78.64	1.04
55-64	330	24.56	8.81	80.10	0.95
65-74	330	22.38	12.61	80.10	1.37
75-84	317	12.04	7.17	76.94	0.79
85+	289	5.28	4.15	70.15	0.48

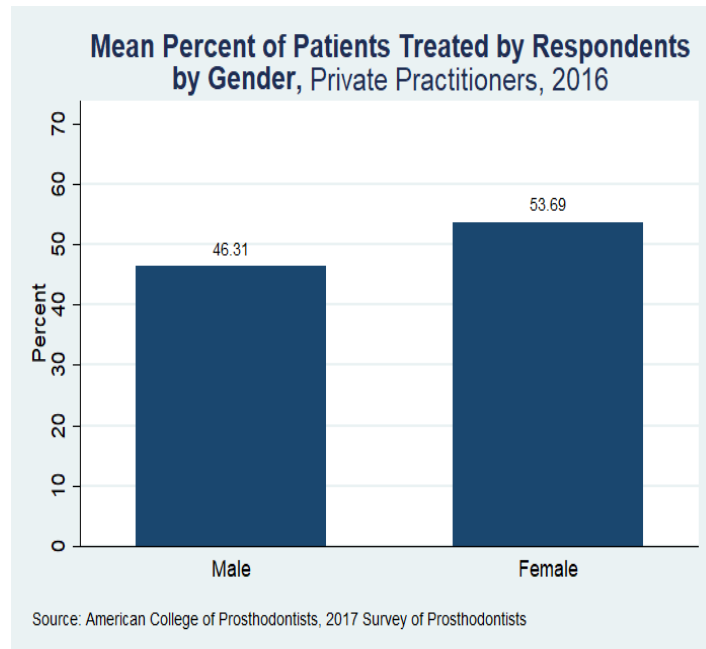
Respondents to the survey were asked to report the percent of patients in each of the age groups listed in the above table. The numbers shown in the table as “mean percent” are the average percent reported by the respondents for each age group. About 4% of patients were in the under 18 year age group and 4% were in the oldest age group of 85 years or older. Slightly less than two-thirds of patients (64%) treated by respondents were in the age group of 55 years or older. Twenty-five percent of patients of respondents were in the 55-64 year age group.



**Mean Percent of Patients by Patient Gender Treated
by Respondents, Private Practice, 2016**

					95% C.I.
	Sample	Mean	Standard	Response	Mean
Gender	Size	Percent	Deviation	Rate	Percent (+/-)
Male	331	46.31	10.54	78.62	1.14
Female	331	53.69	10.54	78.62	1.14

Respondents to the survey were asked to report the percent of patients by the male/female gender. The numbers shown in the table as “mean percent” are the average percent reported by the respondents for each gender. About 46% of patients were, on average, male patients and, the remainder, 54% were female patients.



**Mean & Median Expenses per Practice by Respondents
Private Practice, 2016**

						95% C.I.
Expense	Sample	Mean	Median	Standard	Response	Mean (\$)
Type	Size	Expense (\$)	Expense (\$)	Deviation (\$)	Rate (%)	Expense (+/-)
Staff Salaries	75	214,412	111,151	416,561	17.81	95,842
Prosthodontist Salary	66	165,947	17,450	398,860	15.68	98,052
Dentist Salary	58	40,723	0	106,017	13.78	27,876
Officer Salary	52	134,641	0	345,870	12.35	96,291
Employee Taxes	53	44,603	21,685	68,246	12.59	18,811
Fringe Benefits	55	28,289	15,000	51,365	13.06	13,886
Rent	65	61,557	43,524	77,445	15.44	19,190
Mortgage	53	15,293	0	30,637	12.59	8,445
Supplies	60	78,466	52,854	105,458	14.25	27,243
Commercial Fixed Lab	52	64,023	54,270	67,160	12.35	18,698
Commercial Removable Lab	49	24,542	14,000	39,282	11.64	11,283
Commercial Other Lab	36	20,713	1,000	45,826	8.55	15,505
In-House Fixed Lab	43	18,126	0	49,641	10.21	15,277
In-House Removable Lab	41	11,102	0	40,099	9.74	12,657
In-House Other Lab	29	445	0	1,863	6.89	709
Professional Liability	60	8,566	3,350	15,133	14.25	3,909
Government Regulations	47	4,641	3,000	5,182	11.16	1,522
All Other Expenses	32	82,993	21,000	145,113	7.60	52,319

Respondents to the survey were asked to provide estimates of the expense incurred by the practice in 2016 for several categories of expense. The column headed sample size contains the number of responses for each expense category. The expense values are the mean and median expenses per practice. The largest expense item (\$214,412) was for staff salaries. Including prosthodontists, dentist and officer salaries, the mean total salary expense amounted to an estimated \$555,723. Mean expenses for supplies and laboratory expenses (commercial and in-house) amounted to \$217,417. Staff salaries, supplies, and lab expenses amount to an estimated \$431,829. The median is the 50th percentile value or middle value of the expense values reported by respondents (i.e., half the responses are higher and half are lower than the median value). In the above table, there are some expenses whose median value is zero (0) including salary for employed dentist, practice officer, mortgage, and in-house laboratory expenses. The median value is zero because more than half of the respondents reported they did not have the expense in their practice and therefore reported zero dollars. There are other expenses that were probably influenced by the number of zero responses but did not result in a median value of zero. Such cases reflect a relatively large difference between the mean expense and the median expense. In the table above there are some cases where the median expense is less than 50% of the mean expense including employed prosthodontist salaries, employee taxes, other commercial lab expenses, and professional liability expense. For comparative purposes, the following table contains estimates of the mean and median expenses “only” for the respondents who reported they paid an expense in 2016 (i.e., their response was a non-zero response for each expense category).

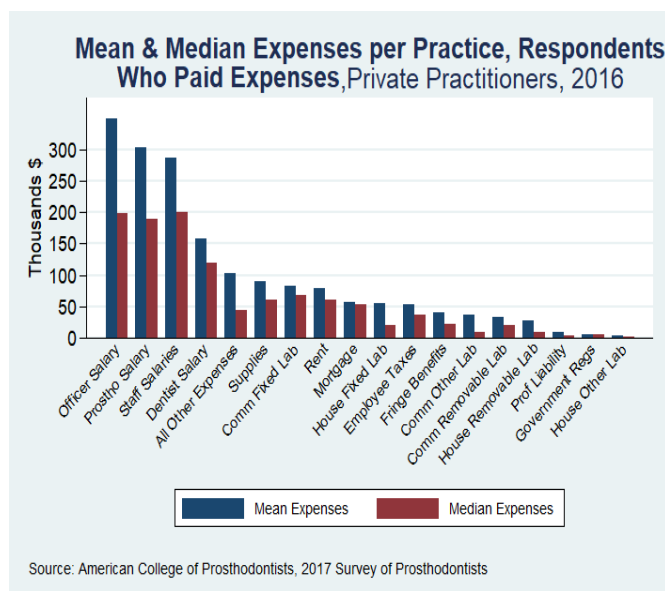
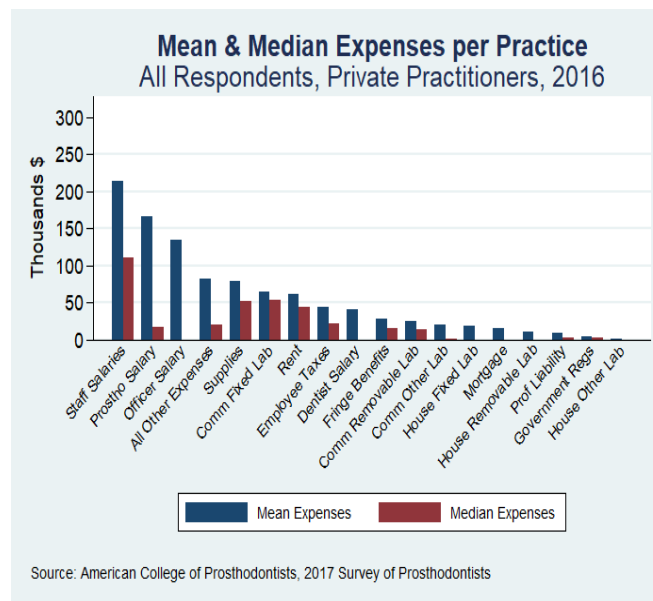
**Mean & Median Expenses per Practice by Respondents
Who Paid Expenses, Private Practice, 2016**

Expense Type	Sample Size	Mean Expense (\$)	Median Expense (\$)	Standard Deviation (\$)	Response Rate (%)	95% C.I. Mean (\$)
						Expense (+/-)
Staff Salaries	56	287,158	201,000	460,649	13.30	123,363
Prosthodontist Salary	36	304,237	190,000	502,173	8.55	169,911
Dentist Salary	15	157,461	120,000	161,450	3.56	89,408
Officer Salary	20	350,068	198,000	491,649	4.75	230,099
Employee Taxes	44	53,726	36,000	71,629	10.45	21,777
Fringe Benefits	38	40,945	21,400	57,606	9.03	18,935
Rent	51	78,455	60,000	79,528	12.11	22,368
Mortgage	14	57,894	52,500	33,145	3.33	19,137
Supplies	52	90,538	59,825	108,405	12.35	30,180
Commercial Fixed Lab	40	83,230	68,777	65,259	9.50	20,871
Commercial Removable Lab	37	32,501	20,000	42,326	8.79	14,112
Commercial Other Lab	20	37,284	8,750	56,728	4.75	26,550
House Fixed Lab	14	55,673	21,075	75,565	3.33	43,630
House Removable Lab	16	28,449	8,397	61,330	3.80	32,680
House Other Lab	4	3,225	1,100	4,521	0.95	7,194
Professional Liability	53	9,697	4,000	15,769	12.59	4,347
Government Regulations	38	5,741	5,000	5,187	9.03	1,705
All Other Expenses	26	102,145	43,866	155,168	6.18	62,674

This table contains the mean and median values only for respondents who reported they paid the expense shown in the column "Expense Type". For example, there were 56 respondents who reported they paid staff salaries in 2016 (i.e., the respondents reported a non-zero value for the expense). There are several differences between the mean and median expenses shown in this table compared to the previous table. The sample sizes are all smaller in this table due to excluding zero expense values reported by respondents. For the same reason, the mean and median values are all larger in this table compared to the previous table. Finally, there are no zero median values. According to the respondents who paid expenses, the largest mean expense was for officer salaries at \$350,068. The total (mean) salaries bill for staff, employed prosthodontists, employed dentists and practice officers was \$1.1 million in 2016. Mean staff salaries, mean supplies expenses and mean lab expenses (commercial and in-house) amounted to \$618,058 for respondents who paid these expenses.

The 95% confidence intervals are generally larger for the respondents who paid an expense. This suggests that the reliability of the mean estimate of an expense based on the respondents who paid expenses is generally lower. The lower reliability is likely influenced by the smaller sample sizes of respondents who paid expenses and the generally larger standard deviation.

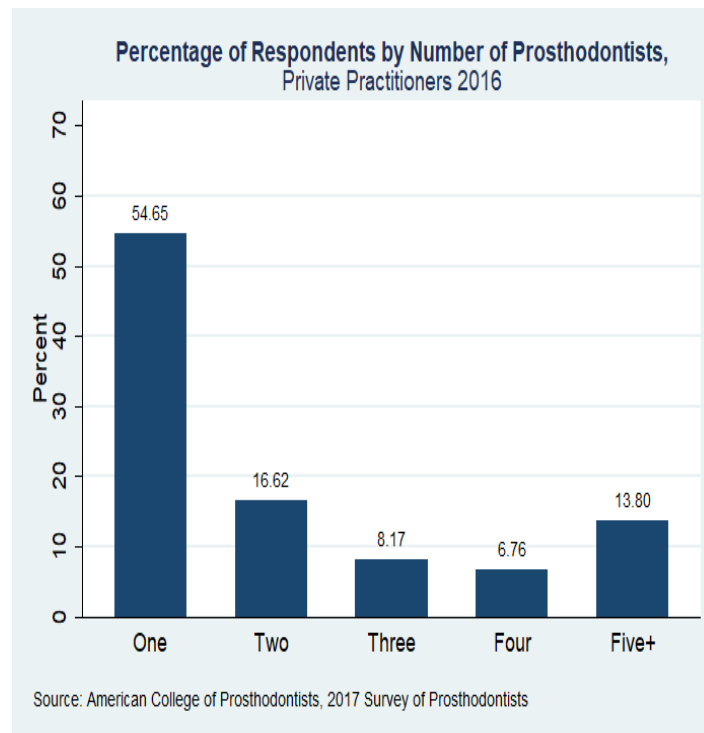
The following two charts are a comparison of the mean and median expenses among all respondents (including those who reported zero expenses) and among only the respondents who paid expenses. The charts reflect the discussion above including no median expenses equal to zero among respondents reporting they paid expenses, and the estimates of the mean and median expenses are larger for respondents who paid expenses. In addition, the ranking of mean and median expenses are different for all respondents versus only those respondents incurring expenses (expenses are ranked according to the mean expense). Among all respondents, the largest five expenses included (in order) staff salaries, employed prosthodontist salaries, officer salaries, all other expenses, and supplies expenses. For only those respondents who paid expenses, the largest five expenses included officer salaries, employed prosthodontist salaries, staff salaries, dentist salaries, and all other expenses.



**Percentage of Respondents by the Number of Practice Prosthodontists
Private Practice, 2016**

Number of			Mean	
Private Practice	Sample		Number	Standard
Prosthodontists	Size	Percent	Prosthodontists	Deviation
One	194	54.65	1.00	0.00
Two	59	16.62	2.00	0.00
Three	29	8.17	3.00	0.00
Four	24	6.76	4.00	0.00
Five+	49	13.80	11.78	9.43
Total	355	100.00	3.02	5.02
95% C.I. of Mean:		3.02	+/-	1.05

About 55% of respondents reported they were in a practice with one prosthodontists and another 17% indicated their practice included 2 prosthodontists. The average (mean) number of prosthodontists reported per practice was 3. The 95% confidential interval indicates the average number of prosthodontists per practice ranges from 2 to 4 prosthodontists.



**Mean & Median Expenses per Prosthodontist by Respondents
Private Practice, 2016**

						95% C.I.
Expense	Sample	Mean	Median	Standard	Response	Mean (\$)
Type	Size	Expense (\$)	Expense (\$)	Deviation (\$)	Rate (%)	Expense (+/-)
Staff Salaries	71	139,444	77,500	183,142	17.23	43,349
Prosthodontist Salary	63	85,879	3,452	144,637	15.29	36,426
Dentist Salary	55	20,009	0	53,256	13.35	14,397
Officer Salary	52	75,725	0	161,005	12.62	44,824
Employee Taxes	51	33,705	16,250	47,393	12.38	13,329
Fringe Benefits	53	19,824	10,000	42,347	12.86	11,672
Rent	62	40,595	36,000	37,371	15.05	9,490
Mortgage	51	11,650	0	23,661	12.38	6,655
Supplies	57	56,846	35,000	62,786	13.83	16,659
Commercial Fixed Lab	49	51,824	35,000	51,484	11.89	14,788
Commercial Removable Lab	46	22,536	11,750	40,424	11.17	12,005
Commercial Other Lab	33	17,996	780	35,797	8.01	12,693
House Fixed Lab	41	8,581	0	20,667	9.95	6,523
House Removable Lab	39	10,372	0	40,659	9.47	13,180
House Other Lab	28	282	0	976	6.80	378
Professional Liability	57	5,376	3,000	7,484	13.83	1,986
Government Regulations	44	3,726	2,500	4,191	10.68	1,274
All Other Expenses	30	58,736	21,727	80,314	7.28	29,990

This table is similar to the “All Expenses” table shown previously except the expenses are calculated as expenses per prosthodontist (as opposed to per practice in the previous table). The number of prosthodontists in the practice are based on the number of prosthodontist owners and non-owners previously reported by respondents. While the expenses per prosthodontist are lower than expenses per practice, the pattern of expenses is the similar. Expenses per prosthodontist for staff salaries, other salaries, supplies and laboratory expenses make up the majority of the reported expenses per prosthodontist. The five largest expense categories per prosthodontist included staff salaries (\$139,444), prosthodontist salaries (\$85,879), officer salaries (\$75,725), all other expenses (\$58,736), and supplies (\$56,846). Median values are zero for the same types of expenses as in the previous total expenses table. For comparative purposes, the following table contains estimates of the mean and median expenses per prosthodontist “only” for the respondents who reported they paid an expense in 2016 (i.e., their response was a non-zero response for each expense category).

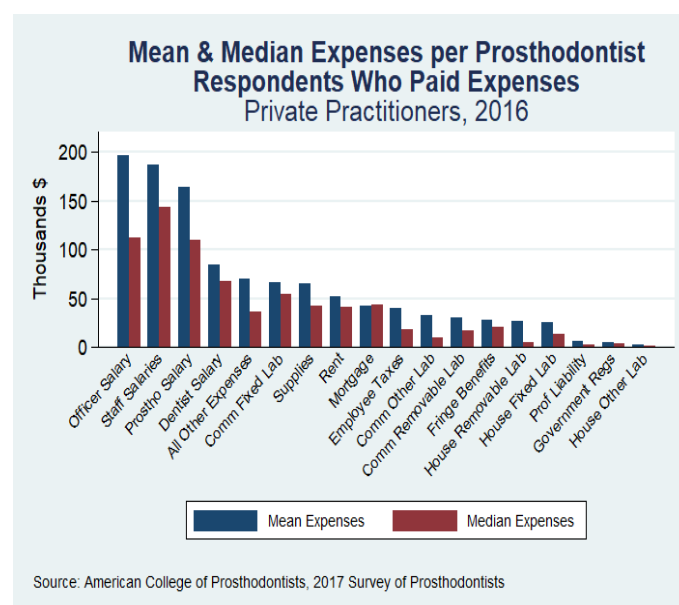
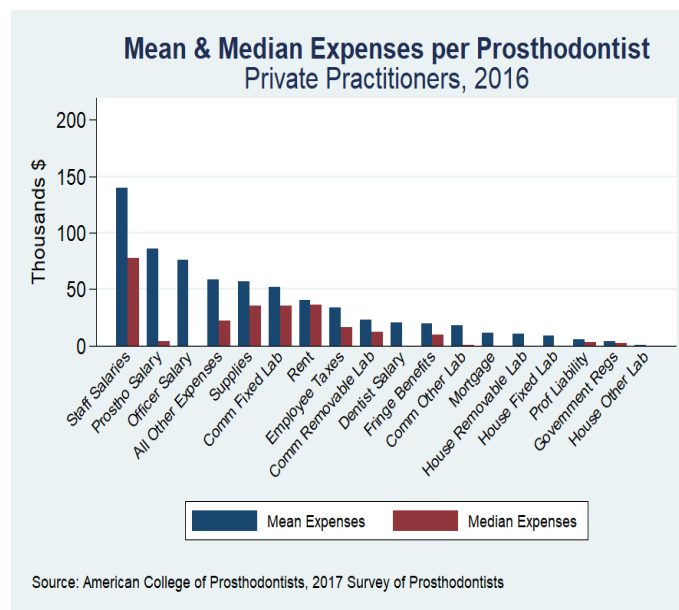
**Mean & Median Expenses per Prosthodontist by Respondents
Who Paid Expenses, Private Practice, 2016**

Expense Type	Sample Size	Mean Expense (\$)	Median Expense (\$)	Standard Deviation (\$)	Response Rate (%)	95% C.I. Mean (\$) Expense (+/-)
Staff Salaries	53	186,802	144,000	190,091	12.86	52,396
Prosthodontist Salary	33	163,951	110,000	165,325	8.01	58,622
Dentist Salary	13	84,652	68,250	82,672	3.16	49,958
Officer Salary	20	196,885	112,443	210,884	4.85	98,697
Employee Taxes	43	39,976	18,000	49,166	10.44	15,131
Fringe Benefits	37	28,396	20,000	48,375	8.98	16,129
Rent	49	51,365	40,924	34,787	11.89	9,992
Mortgage	14	42,439	44,000	27,315	3.40	15,771
Supplies	50	64,804	41,715	63,079	12.14	17,927
Commercial Fixed Lab	38	66,825	54,270	49,082	9.22	16,133
Commercial Removable Lab	35	29,619	17,000	44,123	8.50	15,157
Commercial Other Lab	18	32,993	10,000	43,453	4.37	21,609
House Fixed Lab	14	25,131	13,637	29,433	3.40	16,994
House Removable Lab	15	26,968	5,000	63,306	3.64	35,057
House Other Lab	4	1,975	1,100	2,027	0.97	3,226
Professional Liability	50	6,129	3,000	7,701	12.14	2,189
Government Regulations	36	4,554	3,167	4,207	8.74	1,423
All Other Expenses	25	70,483	36,634	83,257	6.07	34,367

This table contains the mean and median expenses per prosthodontist only for respondents who reported they paid the expense shown in the column "Expense Type". According to the respondents who paid expenses, the largest mean expense per prosthodontist was for officer salaries at \$196,885. The total (mean) salaries bill per prosthodontist for staff, employed prosthodontists, employed dentists and practice officers was \$632,291 in 2016. Mean staff salaries, mean supplies expenses and mean lab expenses (commercial and in-house) amounted to \$435,118 per prosthodontist for respondents who paid these expenses.

The 95% confidence intervals are generally larger for the respondents who paid an expense. This suggests that the reliability of the mean estimate of an expense per prosthodontist based on the respondents who paid expenses is generally lower. The lower reliability is likely influenced by the smaller sample sizes of respondents who paid expenses and a generally larger standard deviation.

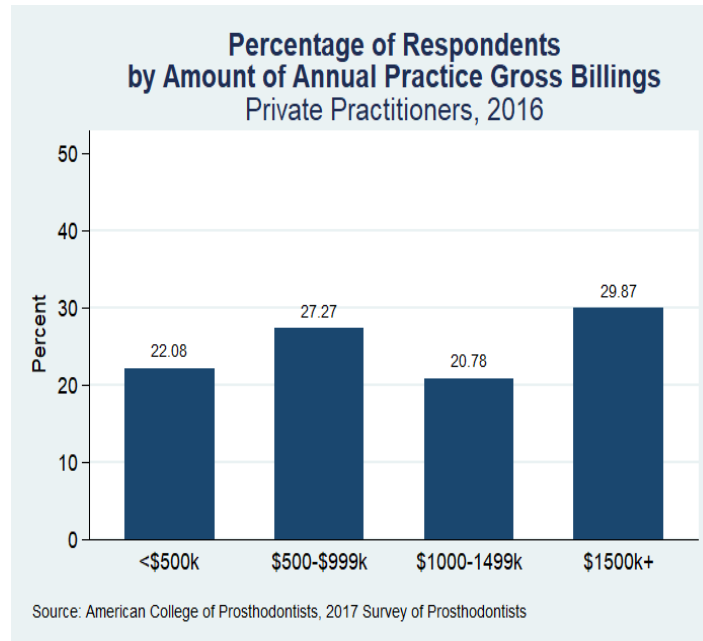
The following two charts are a comparison of the mean and median expenses per prosthodontist among all respondents (including those who reported zero expenses) and among only the respondents who paid expenses. The charts reflect the discussion above including no median expenses equal to zero among respondents reporting they paid expenses, and the estimates of the mean and median expenses are larger for respondents who paid expenses. In addition, the ranking of mean and median expenses per prosthodontist are different for all respondents versus only those respondents incurring expenses (expenses per prosthodontist are ranked according to the mean expense). Among all respondents, the largest five expenses per prosthodontist included (in order) staff salaries, employed prosthodontist salaries, officer salaries, all other expenses, and supplies expenses. For only those respondents who paid expenses, the largest five expenses per prosthodontist included officer salaries, employed prosthodontist salaries, staff salaries, dentist salaries, and all other expenses.



**Percent of Respondents by Annual Practice Gross Billings
Private Practice, 2016**

Billings (\$)	Sample Size	Percent	Mean	Median	Standard Deviation
			Billings (\$)	Billings (\$)	
<\$500k	17	22.08	182,150	210,000	149,809
\$500-\$999k	21	27.27	718,421	742,289	153,336
\$1000-1499k	16	20.78	1,230,919	1,200,000	108,467
\$1500k+	23	29.87	5,223,283	2,462,828	5,781,167
Total	77	100	2,052,125	1,000,000	3,761,248
95% C.I. of Mean (\$):		2,052,125	+/-	853,699	

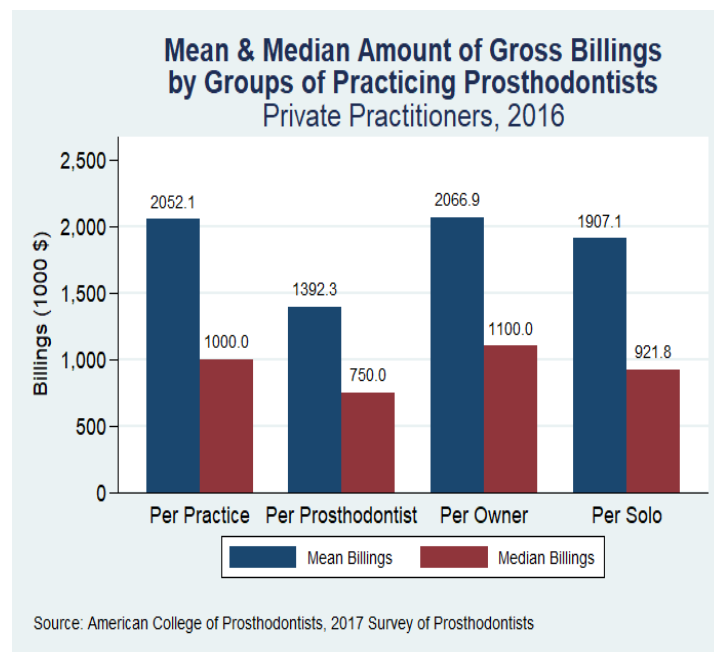
Respondents were asked to report their annual practice gross billings (i.e., the total amount charged for prosthodontic care). The average (mean) gross billings was \$2,052,125 with a 95% confidence interval of +/- \$853,699 (\$1.2 million to \$2.9). Fifty percent of respondents reported annual gross billings of less than \$1 million and 50% reported annual gross billings of \$1 million or more. Care should be taken in the use and interpretation of these data due to the relatively small sample size. Smaller sample sizes tend to widen the 95% confidence interval (other things constant) implying a lower reliability of the estimate. This table and the next few all have relatively small sample sizes.



**Mean & Median Annual Gross Billings
for Groups of Practicing Prosthodontists
Private Practice, 2016**

		Mean	Median		95% C.I.
Receipts	Sample	Billings	Billings	Standard	Mean
Groups	Size	(\$)	(\$)	Deviation	Receipts (+/-)
Per Practice	77	1,773,162	915,000	3,332,937	756,484
Per Prosthodontist	73	1,224,946	750,000	2,150,216	501,682
Per Owner	66	1,868,346	1,000,000	3,547,649	872,121
Per Solo	45	1,666,653	908,601	2,630,735	790,360

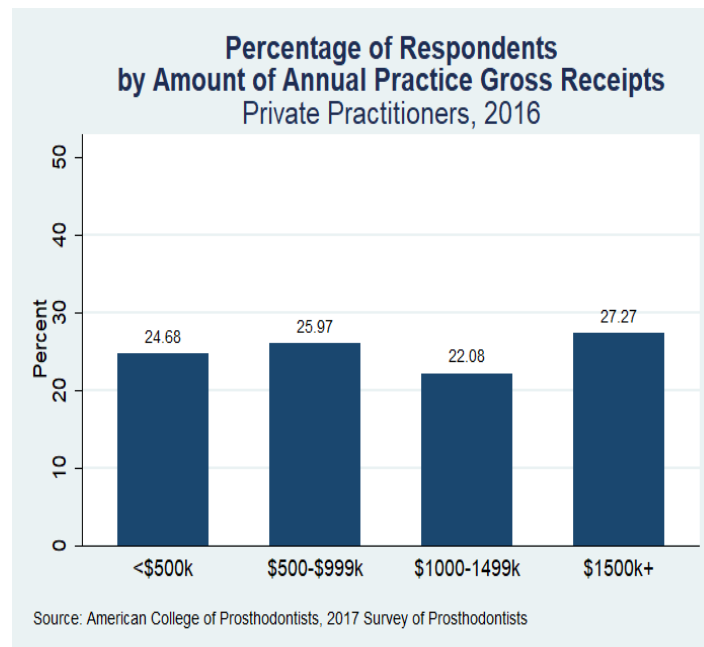
The mean and median annual gross billings are shown in this table for four groups of practicing prosthodontists including per practice (as shown in the previous table), per prosthodontist, per owner, and per solo practicing prosthodontist. The data in the “Per Practice” row are the same as shown in the previous table. The mean billings in the table range from \$1.4 million per prosthodontist to \$2.1 million per owner prosthodontist. The averages shown in the “Mean Billings (\$)” column should also be compared to the 95% confidence intervals calculated for each group. The 95% confidence interval amount is 45%-50% of the mean billings for the per prosthodontist and the per owner averages. For the solo prosthodontist, the 95% +/- confidence interval amount is 54% of the mean billings per solo practitioner.



**Percent of Respondents by Annual Practice Gross Receipts
Private Practice, 2016**

Amount of Receipts (1000 \$)	Sample Size	Percent	Mean Receipts (1000 \$)	Median Receipts (1000 \$)	Standard Deviation
<\$500k	19	24.68	225,762	250,000	142,296
\$500-\$999k	20	25.97	698,158	680,652	145,323
\$1000-1499k	17	22.08	1,151,087	1,115,000	121,246
\$1500k+	21	27.27	4,700,588	2,400,000	5,422,594
Total	77	100.00	1,773,162	915,000	3,332,937
95% C.I. of Mean (\$):		1,773,162	+/-	756,484	

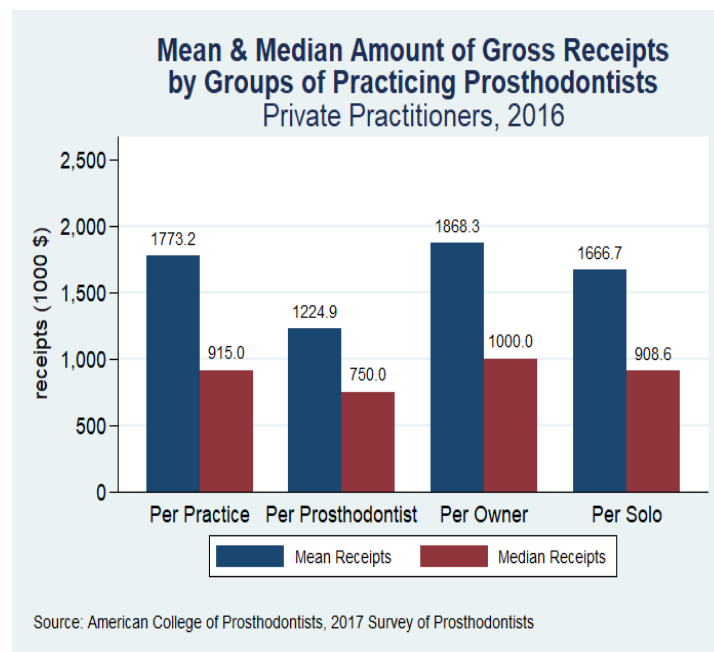
Respondents were asked to report their annual practice gross receipts (i.e., the total amount actually received for prosthodontic care). The average (mean) gross receipts was \$1,773,162 with a 95% confidence interval of +/- \$915,000 (\$0.9 million to \$2.7 million). About fifty percent of respondents reported annual gross receipts of less than \$1 million and 50% reported annual gross receipts of \$1 million or more.



**Mean & Median Annual Gross Receipts
for Groups of Practicing Prosthodontists
Private Practice, 2016**

Receipts Groups	Sample Size	Mean	Median	Standard Deviation	95% C.I.
		Billings (\$)	Billings (\$)		Mean Receipts (+/-)
Per Practice	77	1,773,162	915,000	3,332,937	756,484
Per Prosthodontist	73	1,224,946	750,000	2,150,216	501,682
Per Owner	66	1,868,346	1,000,000	3,547,649	872,121
Per Solo	45	1,666,653	908,601	2,630,735	790,360

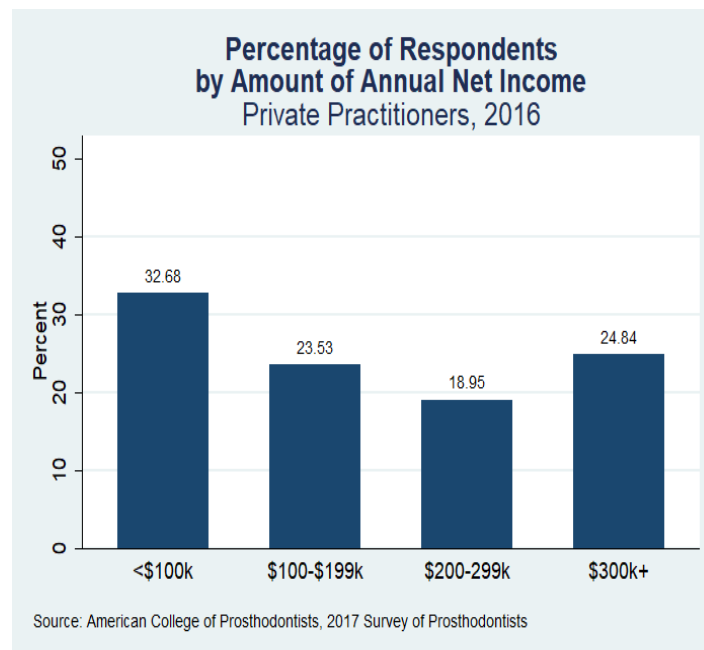
The mean and median annual gross receipts are shown in this table for four groups of practicing prosthodontists including per practice (as shown in the previous table), per prosthodontist, per owner, and per solo practicing prosthodontist. The data in the “Per Practice” row are the same as shown in the previous table. The mean receipts in the table range from \$1.2 million per prosthodontist to \$1.9 million per owner prosthodontist. The averages shown in the “Mean Receipts (\$)” column should also be compared to the 95% confidence intervals calculated for each group. The 95% confidence interval amount is 40% of the mean receipts for the per prosthodontist and 47% for the per owner averages. For the solo prosthodontist, the 95% +/- confidence interval amount is also 47% of the mean receipts per solo practitioner.



**Amount of Annual Net Income, Percent of Respondents
Private Practice, 2016**

Net Income Groups (1000 \$)	Sample Size	Percent	Mean	Median	Standard Deviation
			Net Income (\$)	Net Income (\$)	
<\$100k	50	32.68	41,782	37,000	28,370
\$100-\$199k	36	23.53	150,562	149,500	30,978
\$200-299k	29	18.95	238,309	245,000	22,218
\$300k+	38	24.84	551,169	484,537	325,672
Total	153	100.00	231,142	178,000	255,610
95% C.I. of Mean (\$):		231,142	+/-	40,827	

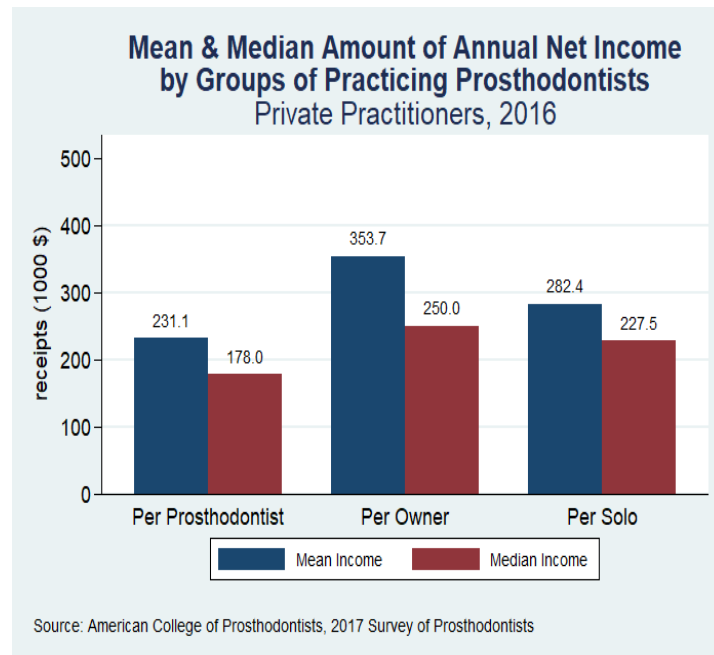
Respondents were asked about the amount of their annual net income after all practice expenses and business taxes (including salary, commission, bonus and/or dividend and any payments made to a retirement plan) from the private practice. The overall mean net income reported by the respondents was \$231,142. The median net income was lower at \$178,000. The 95% confidence interval around the mean net income was \$190,315 to \$271,969. About 56% of respondents reported annual net income in 2016 less than \$200,000.



**Mean & Median Annual Net Income for
Groups of Practicing Prosthodontists
Private Practice, 2016**

Net Income Groups	Sample Size	Mean	Median	Standard Deviation	95% C.I.
		Net Income (\$)	Net Income (\$)		Mean Net Income (+/-)
Per Prosthodontist	153	231,142	178,000	255,610	40,827
Per Owner	72	353,659	250,000	312,937	73,537
Per Solo	68	282,363	227,500	290,582	70,336

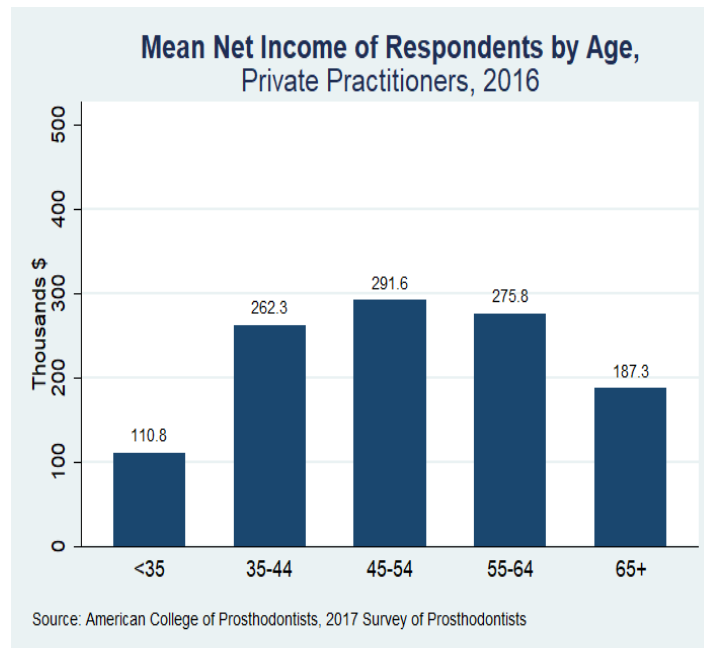
This table contains estimates of mean net income for three groups – per prosthodontist, per practice owner, and per solo prosthodontist. The row for “per prosthodontist” is the overall mean net income of \$231,142 shown in the previous table. The mean income for practice owners was higher at \$353,659 as was the solo mean net income of \$282,363.



**Mean Net Income by Respondent Age
Private Practice, 2016**

Age Groups (1000 \$)	Sample Size	Percent	Mean	Median	Standard Deviation
			Net Income (1000 \$)	Net Income (1000 \$)	
<35	28	18.30	110,752	80,000	106,198
35-44	39	25.49	262,333	180,000	341,790
45-54	22	14.38	291,591	250,000	253,854
55-64	41	26.80	275,826	225,000	245,774
65+	23	15.03	187,340	107,000	186,816
Total	153	100	231,142	178,000	255,610
95% C.I. of Mean (\$):		231,142	+/-	40,827	

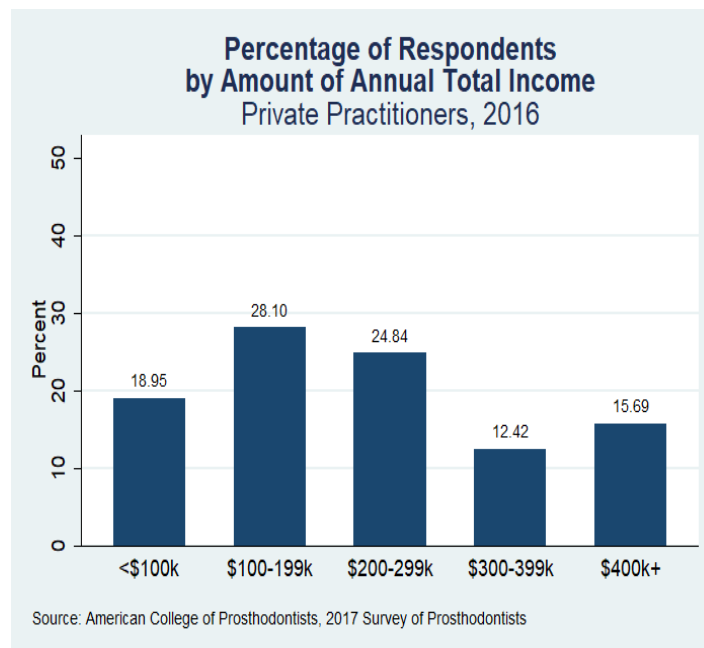
This table contains the mean net income by age of respondent. This is what is referred to as the age-earnings curve for prosthodontists. The shape of the age-earning curve (see chart below) is typical with the lowest mean net incomes being earned by the youngest and oldest age groups. The highest mean net income occurs for the age group of 45-54. While the age-earnings for prosthodontists appear to be typical, care should be taken in the use of averages for the age-groups in the table. For example, the sample sizes for the age-group estimates of net income are relatively small.



**Annual Total Income from Prosthodontics
By Percent of Respondents,
Private Practice, 2016**

Total			Mean	Median	
Net Income	Sample		Net Income	Net Income	Standard
Groups (1000 \$)	Size	Percent	(1000 \$)	(1000 \$)	Deviation
<\$100k	29	18.95	41,106	36,000	29,534
\$100-199k	43	28.10	152,936	149,000	23,517
\$200-299k	38	24.84	248,028	250,000	22,068
\$300-399k	19	12.42	334,861	325,000	32,041
\$400k+	24	15.69	700,545	567,500	351,769
Total	153	100.00	263,849	220,000	251,053
95% C.I. of Mean (\$):		263,849	+/-	40,100	

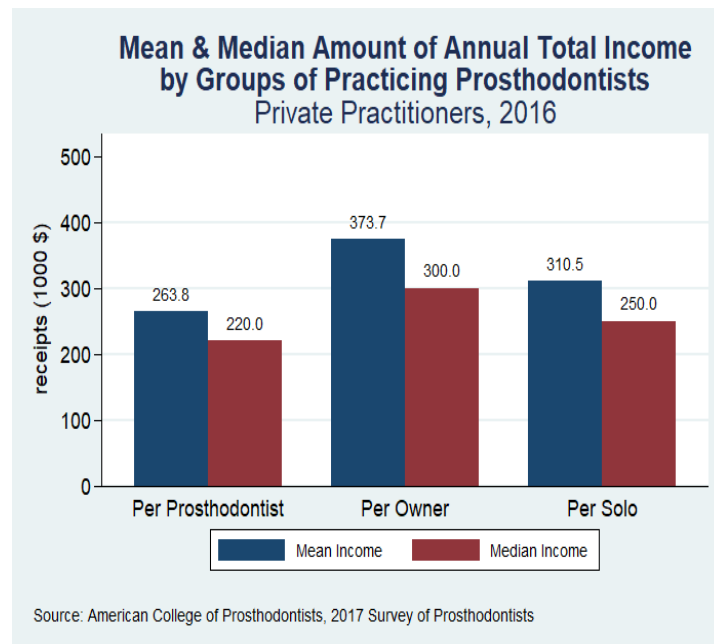
Respondents were also asked to report, in addition to their annual net income, all other income from the practice of prosthodontics. The above table contains the “total” net income from prosthodontics. The mean total net income was \$263,849 compared to the median total net income of \$220,000. The 95% confidence interval around the mean total net income is \$224 thousand to \$304 thousand.



**Mean & Median Total Net Income
By Groups of Prosthodontists
Privat Practice, 2016**

Total Income	Sample	Mean	Median	Standard	95% C.I.
		Total Income	Total Income		Mean Total
Groups	Size	(\$)	(\$)	Deviation	Income (+/-)
Per Prosthodontist	153	263,849	220,000	251,053	40,100
Per Owner	72	373,717	300,000	313,693	73,714
Per Solo	68	310,494	250,000	292,504	70,801

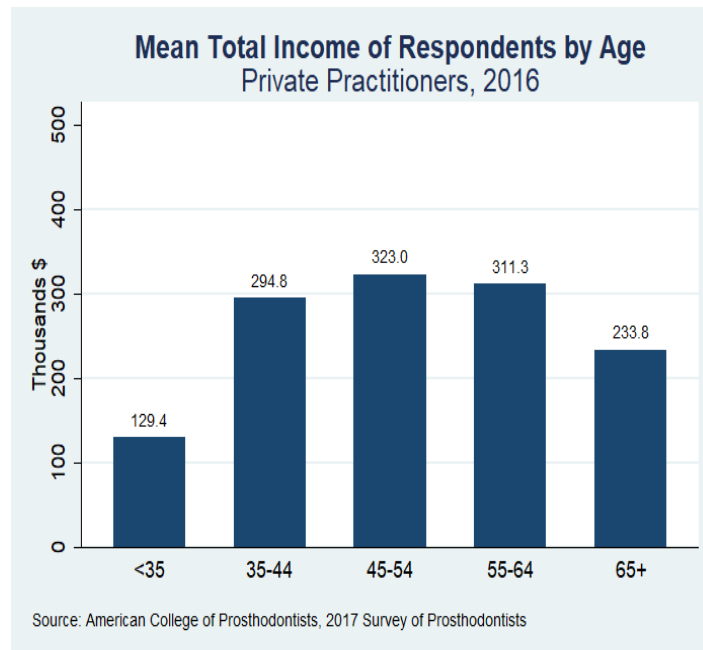
This table contains estimates of the mean and median total net income for three groups of prosthodontists – all prosthodontists, prosthodontist owner, and solo prosthodontists. The average total net income ranges from \$264 thousand for all prosthodontists to \$374 thousand for prosthodontist owners. The average total net income was \$310 thousand for 2016.



**Mean Total Net Income by Respondent Age
Private Practice, 2016**

Age Groups (1000 \$)	Sample Size	Percent	Mean	Median	Standard Deviation
			Total Income (1000 \$)	Total Income (1000 \$)	
<35	28	18.30	129,449	126,000	107,801
35-44	39	25.49	294,828	220,000	329,553
45-54	22	14.38	323,000	250,000	277,156
55-64	41	26.80	311,277	260,000	229,414
65+	23	15.03	233,809	192,600	176,829
Total	153	100	263,849	220,000	251,053
95% C.I. of Mean (\$):			263,849	+/- 40,100	

This table contains the mean total net income by age of respondent. This is what is referred to as the total age-earnings curve for prosthodontists. The shape of the total is similar to the shape of the net-earnings curve shown previously. The total age-earning curve (see chart below) is typical with the lowest mean total net incomes being earned by the youngest and oldest age groups. The highest mean total income occurs for the age group of 45-54. While the age-earnings for prosthodontists appear to be typical, care should be taken in the use of averages for total income of the age-groups in the table. For example, the sample sizes for the age-group estimates of total income are also relatively small, similar to the net income age groups.

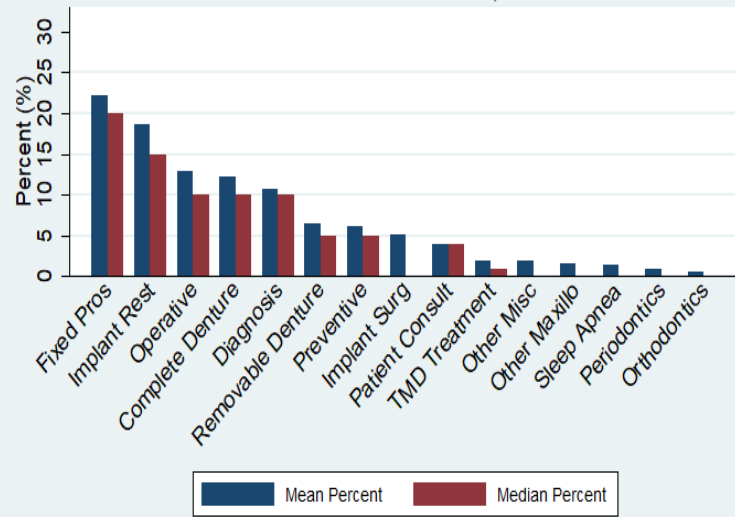


**Mean & Median Percent Time Rendered by Prosthodontics Procedure
Private Practice, 2016**

						95% C.I.
	Sample	Mean	Median	Standard	Response	Mean (\$)
Procedure	Size	Percent (%)	Percent (%)	Deviation	Rate (%)	Expense (+/-)
Diagnosis	143	10.76	10.00	6.38	33.97	1.05
Preventive	130	6.19	5.00	6.09	30.88	1.06
Operative	138	12.97	10.00	10.58	32.78	1.78
Complete Denture	145	12.31	10.00	13.52	34.44	2.22
Removable Denture	140	6.44	5.00	5.10	33.25	0.85
Fixed Prosthodontics	142	22.20	20.00	13.93	33.73	2.31
Implant Restorative	146	18.61	15.00	13.09	34.68	2.14
Implant Surgery	131	5.12	0.00	9.07	31.12	1.57
TMD Treatment	121	2.02	1.00	2.88	28.74	0.52
Sleep Apnea	120	1.48	0.00	8.27	28.50	1.50
Other Maxillofacial	117	1.52	0.00	4.01	27.79	0.73
Patient Consulting	120	3.93	4.00	3.87	28.50	0.70
Orthodontics	120	0.53	0.00	1.66	28.50	0.30
Periodontics	117	0.90	0.00	2.42	27.79	0.44
Other Miscellaneous	100	1.99	0.00	3.64	23.75	0.72

Respondents were asked to report the percent of their time they spent providing various prosthodontic procedures. The particular procedures are listed in the Procedure column of the above table. The chart below is more informative in that it presents the mean and median percent time sorted by mean percent time. According to the chart the 5 most frequent procedures were fixed prosthodontics (22.2%), implant restoration (18.6%), operative (13.0%), complete denture (12.3%), and diagnosis (10.8%). Based on the mean percent time, these 5 procedures accounted for a total of 76.9% of the prosthodontist procedure time. Note that more than 50% of respondents reported they did not provide procedures related to implant surgery, sleep apnea, other maxillofacial procedures, orthodontics, periodontics and other miscellaneous procedures.

Mean & Median Percent Time by Procedure Private Practitioners, 2016



Source: American College of Prosthodontists, 2017 Survey of Prosthodontists

**Mean & Median Percent of Receipts by Prosthodontics Procedure
Private Practice, 2016**

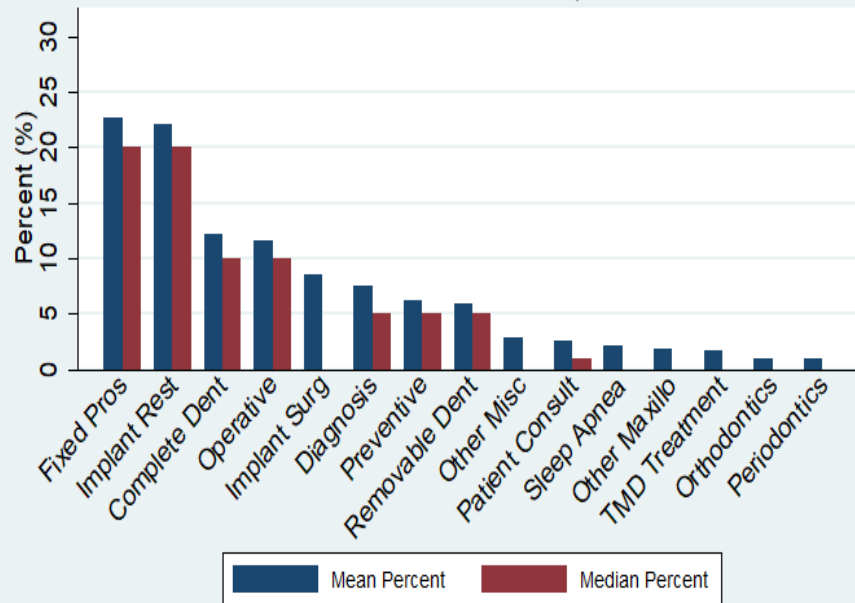
Procedure	Sample	Mean	Median	Standard	Response	95% C.I.
	Size	Percent (%)	Percent (%)	Deviation	Rate (%)	Mean (\$) Expense (+/-)
Diagnosis	94	7.54	5.00	6.08	22.33	1.24
Preventive	87	6.28	5.00	7.19	20.67	1.53
Operative	92	11.63	10.00	10.13	21.85	2.10
Complete Denture	96	12.22	10.00	14.57	22.80	2.95
Removable Denture	92	5.99	5.00	5.52	21.85	1.14
Fixed Prosthodontics	98	22.71	20.00	15.89	23.28	3.19
Implant Restorative	102	22.15	20.00	16.37	24.23	3.22
Implant Surgery	87	8.55	0.00	14.70	20.67	3.13
TMD Treatment	83	1.65	0.00	2.20	19.71	0.48
Sleep Apnea	81	2.11	0.00	10.94	19.24	2.42
Other Maxillofacial	77	1.81	0.00	5.63	18.29	1.28
Patient Consulting	82	2.63	1.00	3.54	19.48	0.78
Orthodontics	78	1.01	0.00	3.90	18.53	0.88
Periodontics	76	0.92	0.00	2.77	18.05	0.63
Other Miscellaneous	72	2.92	0.00	12.10	17.10	2.84

Respondents were also asked to report the percent of their annual receipts from providing various prosthodontic procedures. The particular procedures are listed in the Procedure column of the above table. The chart below is more informative in that it presents the mean and median percent of receipts sorted by mean percent receipts. According to the chart the 5 most frequent procedures were fixed prosthodontics (22.7%), implant restoration (22.2%), complete denture (12.2%), operative (11.6%), and implant surgery (8.6%). Based on the mean percent time, these 5 procedures accounted for a total of 77.3% of the prosthodontist procedure time.

In terms of comparing the most frequent in terms of percent revenue compared to percent time:

- Fixed prosthodontics – Percent of revenue was 22.7% compared to 22.2% of time
- Implant restoration – Percent of revenue was 22.2% compared to 18.6% of time
- Complete denture – Percent of revenue was 12.2% compared to 12.3% of time
- Operative – Percent of revenue was 11.6% compared to 13.0% of time
- Implant surgery – Percent of revenue was 8.6% compared to 5.1% of time
- Diagnosis – Percent of revenue was 7.5% compared to 10.8% of time

Mean & Median Percent of Receipts by Procedure Private Practitioners, 2016

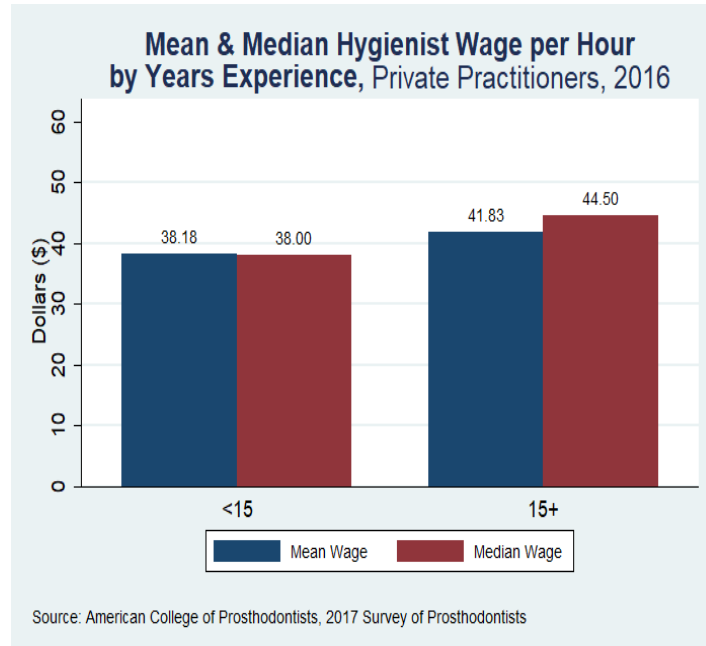


Source: American College of Prosthodontists, 2017 Survey of Prosthodontists

**Mean & Median Hygienist Wages per Hour
by Years of Experience,
Private Practice, 2016**

Years of Experience	Sample Size	Percent	Mean Wage per Hour (\$)	Median Wage per Hour (\$)	Standard Deviation
<15	73	71.57	38.18	38.00	9.66
15+	29	28.43	41.83	44.50	13.08
Total	102	100.00	39.17	40.00	10.75
95% C.I. of Mean (\$):		39.17	+/-	2.18	

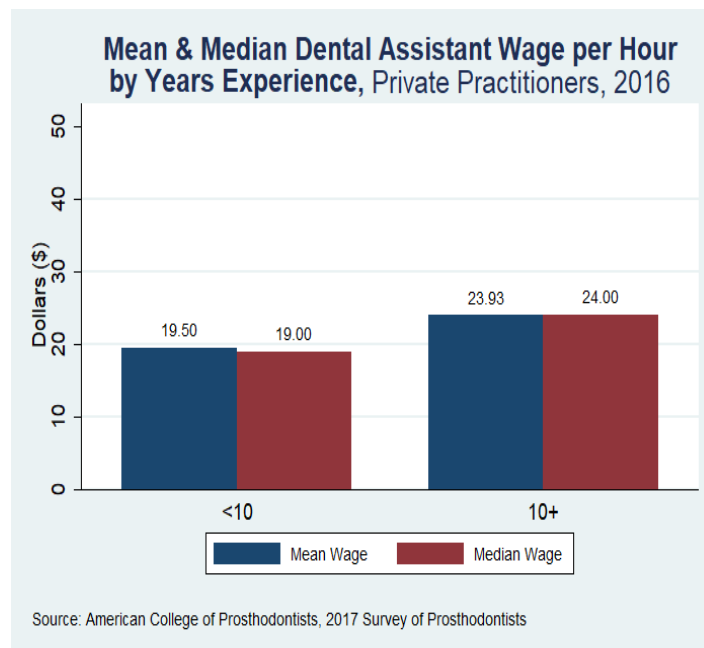
The overall mean hourly hygienist wage reported by respondents was \$39.17 per hour and was very similar to the median hygienist wage of \$40 per hour. There is some slight increase in the mean and median wages per hour as the years of experience increases. Care should be taken since the sample size for hygienists with 15+ years of experience is relatively small. This small sample size contributes to a reduced reliability of the mean and median wage for the 15+ years of experience.



**Mean & Median Dental Assistant Wages per Hour
by Years of Experience,
Private Practice, 2016**

Years of Experience	Sample Size	Percent	Mean Wage per Hour (\$)	Median Wage per Hour (\$)	Standard Deviation
<10	82	67.21	19.50	19.00	6.35
10+	40	32.79	23.93	24.00	6.09
Total	122	100.00	20.90	20.00	6.58
95% C.I. of Mean (\$):		20.90	+/-	1.20	

The overall mean hourly dental assistant wage reported by respondents was \$20.90 per hour and was very similar to the median dental assistant wage of \$20 per hour. There is some slight increase in the mean and median wages per hour as the years of experience increases. The mean hourly assistant wage for the less than 5 years of experience of \$18.01 was about 40% lower than the mean assistant wage for the 15 year or greater experience group of \$25.32. Care should be taken in the use of the mean or median dental assistant wages per hour shown for each of the experience groups. The sample sizes are relatively small and could contribute to a reduced reliability of the mean or median dental assistant wages per hour.⁵

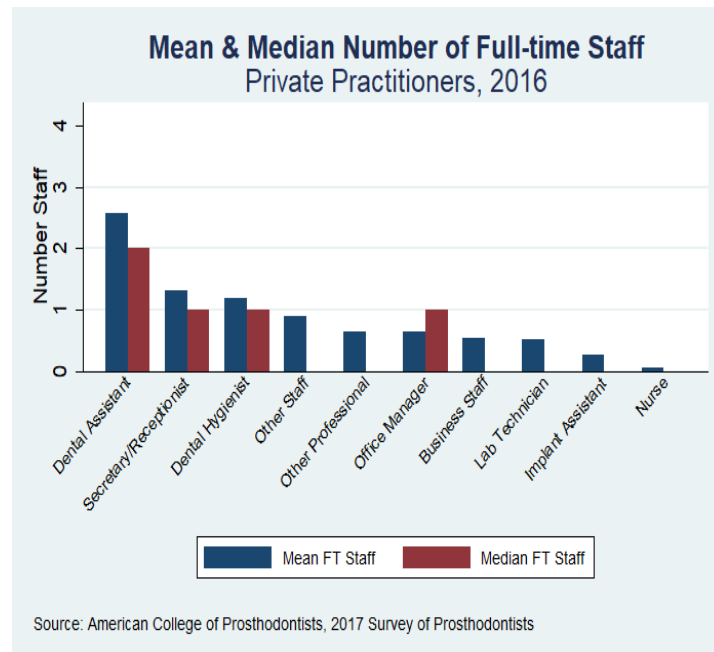


⁵ Wage data was also requested for lab technicians, dentists, and other specialists. The number of responses were, respectively, 25, 15 and 17. These results were not included in this report.

**Mean & Median Number of Full-time Staff
Private Practice, 2016**

Full-time Staff	Sample Size	Mean FT Staff	Median FT Staff	Standard Deviation	95% C.I.
					Mean FT Staff (+/-)
Dental Hygienist	128	1.05	1.00	1.52	0.27
Dental Assistant	128	2.29	2.00	2.34	0.41
Lab Technician	128	0.45	0.00	0.99	0.17
Implant Assistant	128	0.23	0.00	0.60	0.11
Secretary/Receptionist	128	1.16	1.00	1.16	0.20
Business Staff	128	0.48	0.00	0.78	0.14
Office Manager	128	0.56	1.00	0.57	0.10
Nurse	128	0.05	0.00	0.39	0.07
Other Professional	128	0.56	0.00	1.48	0.26
Other Staff	128	0.80	0.00	8.84	1.55

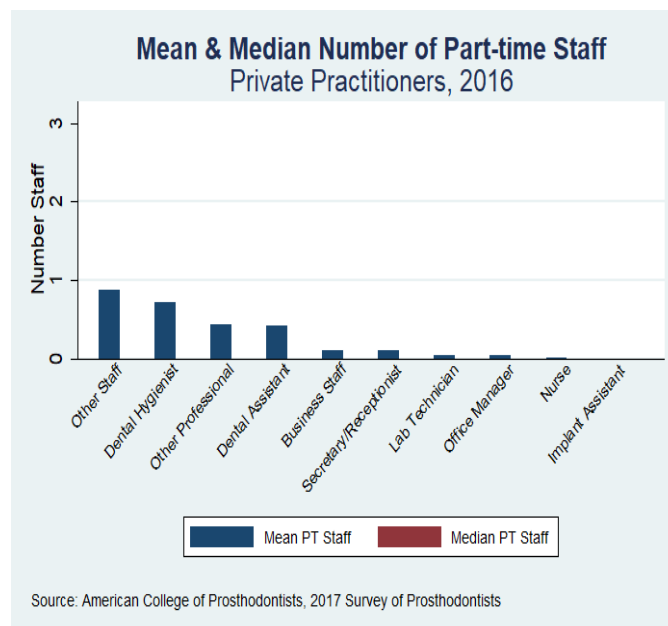
The survey respondents were asked to report the number of full-time (FT) staff for each of the staff categories shown in the first column of the above table. The chart below is more informative in that the staffing data were sorted by the mean number of staff. The three most frequent FT staff categories were dental assistant (2.29), dental hygienist (1.05) and secretary/receptionist (1.16) which account for a total 4.5 staff. The remainder of the FT staff categories account for a total of 3.1 FT staff positions. Note that more than 50% of respondents reported they did not employ a lab technician, implant assistant, business staff, nurse, other professional staff or other staff on a full-time basis.



**Mean & Median Number of Part-time Staff
Private Practice, 2016**

Part-time Staff	Sample Size	Mean PT Staff	Median PT Staff	Standard Deviation	95% C.I.
					Mean PT Staff (+/-)
Dental Hygienist	118	0.72	0.00	1.12	0.20
Dental Assistant	118	0.42	0.00	1.07	0.20
Lab Technician	118	0.04	0.00	0.20	0.04
Implant Assistant	118	0.00	0.00	0.00	0.00
Secretary/Receptionist	118	0.10	0.00	0.38	0.07
Business Staff	118	0.11	0.00	0.36	0.07
Office Manager	118	0.03	0.00	0.18	0.03
Nurse	118	0.01	0.00	0.09	0.02
Other Professional	118	0.44	0.00	1.48	0.27
Other Staff	118	0.87	0.00	9.21	1.68

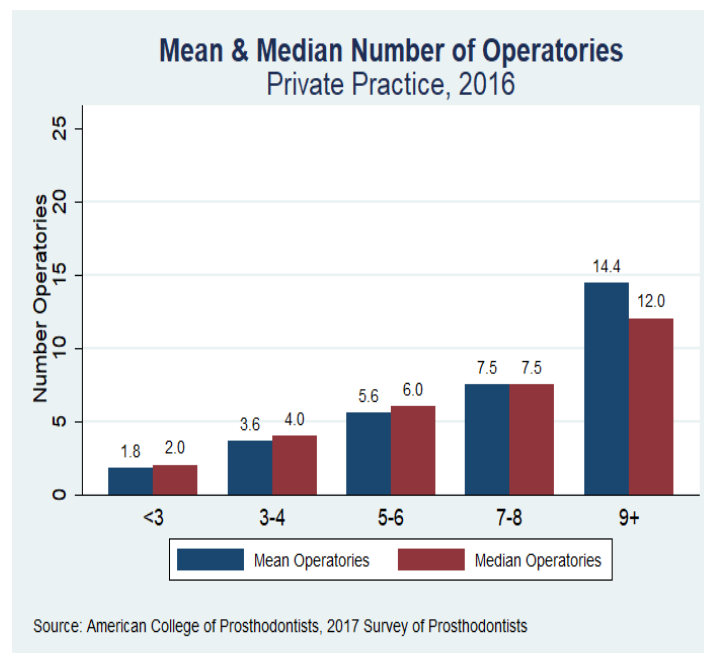
The survey respondents were also asked to report the number of part-time (PT) staff for each of the staff categories shown in the first column of the above table. The chart below is more informative in that the staffing data were sorted by the mean number of PT staff. The three most frequent PT staff categories were dental assistant (0.42), dental hygienist (0.72) and other staff (0.87) which account for a total 2.0 PT staff. The remainder of the PT staff categories account for a total of 0.74 FT staff positions. Note that the median number of PT staff for all staff categories is zero (0) meaning that more than 50% of respondents reported they did not employ any staff category on a part-time basis.



**Mean & Median Number of Practice Operatories
Private Practice, 2016**

Number of Operatories	Sample Size	Percent	Mean	Median	Standard Deviation
			Number of Operatories	Number of Operatories	
<3	20	14.18	1.80	2.00	0.41
3-4	48	34.04	3.65	4.00	0.48
5-6	33	23.40	5.58	6.00	0.50
7-8	12	8.51	7.50	7.50	0.52
9+	28	19.86	14.43	12.00	7.12
Total	141	99.99	6.30	5.00	5.36
95% C.I. of Mean:		6.30	+/-	1.78	

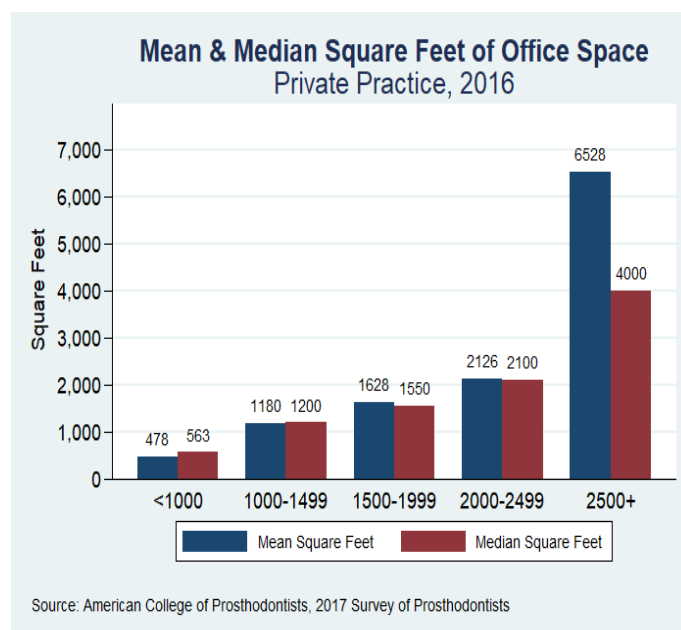
The respondents were asked to report the total number of operatories in the private practice. The average number of operatories reported by respondents was 6.3 operatories. The 95% confidence interval for the mean number of operatories was +/- 1.78 operatories. Forty-eight percent of respondents reported having less than 5 operatories while another 23 percent reported 5-6 operatories. Care should be taken in the use of the mean or median number of operatories shown for each of the experience groups. Some of the sample sizes are relatively small and could contribute to a reduced reliability of the mean or median number of operatories.



**Mean & Median Square Feet of Office Space
Private Practice, 2016**

Square Feet of Office Space	Sample Size	Percent	Mean	Median	Standard Deviation
			Square Feet of Space	Square Feet of Space	
<1000	18	15.13	478	563	326
1000-1499	20	16.81	1,180	1,200	141
1500-1999	15	12.61	1,628	1,550	169
2000-2499	23	19.33	2,126	2,100	154
2500+	43	36.13	6,528	4,000	10,811
Total	119	100.01	3,245	2,000	6,930
95% C.I. of Mean:		3245.41	+/-	2515.96	

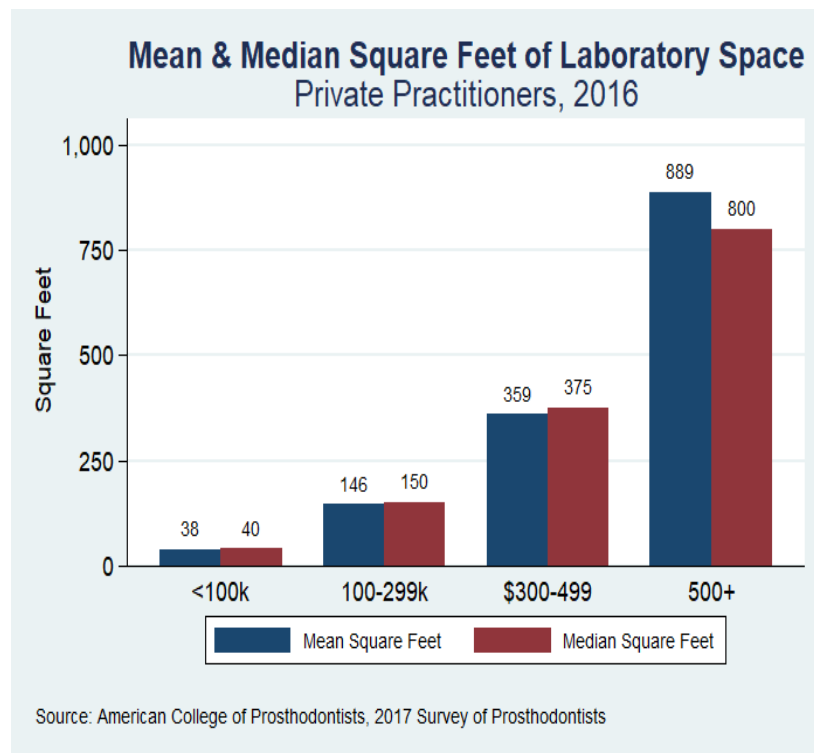
Survey respondents were asked to report the total square feet of their office space. The mean amount of space was 3245 square feet with a 95% confidence interval of 729 square feet to 5,761 square feet. About a third of the respondents reported less than 1500 square feet of office space and about 45% reported less than 2000 square feet of office space. The last category for office space of 2500+ square feet contains some outlier office space as the standard deviation for this category of 10,811 is significantly larger than other standard deviations. The ratio of the standard deviation to the mean square feet for the 2500+ group (the relative standard deviation) is 1.66. Care should be taken in the use of the mean or median square feet of office space shown for each of the space groups. Some of the sample sizes are relatively small and could contribute to a reduced reliability of the mean or median square feet of office space.



**Mean & Median Square Feet of Lab Space
Private Practice, 2016**

Square Feet of Lab Space	Sample Size	Percent	Mean	Median	Standard Deviation
			Square Feet Space	Square Feet Space	
<100	25	20.49	38	40	36
100-299	50	40.98	146	150	47
300-499	12	9.84	359	375	46
500+	35	28.69	889	800	485
Total	122	100.00	358	184	434
95% C.I. of Mean (Sqft):			358	+/-	78

The respondents were asked to report the total amount of laboratory square feet of space in their private practice. Based on the responses, the average (mean) amount of square feet of lab space is 358 square feet. The 95% confidence interval of square feet of lab space is 280 square feet to 436 square feet. Again care should be taken in the use of the mean or median square feet of lab space shown for each of the space groups. Some of the sample sizes are relatively small and could contribute to a reduced reliability of the mean or median square feet of lab space for some of the groups.



**Mean & Median Percent of Referrals
by Source of Referrals
Private Practice, 2016**

Referral Source	Sample Size	Mean % Referrals	Median % Referrals	Standard Deviation	95% C.I. Mean
					% Referrals (+/-)
General DDS	109	22.71	10.00	27.04	5.13
Periodontist	109	10.61	6.00	11.39	2.16
Oral Surgery	109	10.12	5.00	12.22	2.32
Orthodontist	109	3.58	1.00	4.99	0.95
Other Dentist	109	3.28	0.00	5.88	1.12
Patients	109	25.68	20.00	23.08	4.38
Patient Self-Referral	109	12.87	5.00	17.21	3.27
Other Referral	109	11.16	0.00	24.06	4.57

General dentists refer about 23% of all referrals to prosthodontists. Patients made 26% of all referrals and patient self-referrals accounted for 13% of all referrals. Periodontists, Oral & Maxillofacial Surgeons, Orthodontists and Other Dentists represented a combined 28% of referrals. Other referrals accounted for 11% of all prosthodontist referrals. Note that referrals from other dentists and other sources were not reported as a referral source by more than 50% of respondents

