

2011 Survey of Prosthodontists
Results of a Survey

prepared for the

American College of Prosthodontists

prepared by

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**2011 Survey of Prosthodontists
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2011 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 spring and summer of 2011. The 2011 Survey of Prosthodontists is the fourth survey following similar surveys completed in 2002, 2005, and 2008. The purpose of the survey is to obtain data and information about the practice of prosthodontics in the U.S. including 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 2011 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 expenses and office staff
- Key staff, experience and wages
- Patients of prosthodontists
- Patient referrals to Prosthodontists

Response to the Survey

During early 2011, a draft of a mail questionnaire was prepared and reviewed by the ACP. The survey questionnaire style (length and form) and questions were finalized during the month of February and March 2011. The initial mailing of the questionnaire took place in early April 2011 and was sent to a total of 2,600 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 each previous mailing of 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 second mailing (first follow-up) was sent in May 2011, and the final mailing (second follow-up) was completed in early July 2011. The total response to the mailed survey included 568 respondents for an adjusted response rate of 22.0%. The 2,600 prosthodontists included in the survey were selected from a list of 2,791 names of prosthodontists provided by the ACP representing 93.2% of prosthodontists. The 568 respondents represent 22.0% of the sample and 20.4% of the full list of prosthodontists.

The response rate to the 2011 survey is relatively lower compared to 27.2% in 2008 and 31.1% in 2005. This relatively low response rate raises the issue of the reliability of the estimates being made with the data. That is, how much confidence do we have that the estimates we are making using the survey data (e.g., the average age of prosthodontists) are reasonably good estimates. One method used to judge the reliability of the estimates is to construct a plus/minus confidence interval around the relevant estimate. When, for example, the average age is estimated from the responses to the survey, we are inferring this is the average age of “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 from 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, the first table 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 53.02 years with a standard deviation of 12.23 years and based on 568 prosthodontist respondents. The average of 53.02 is our best estimate of the age of prosthodontists in the U.S. 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 in the U.S. (only a sample).

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 1.01 years. This means that the 95% confidence interval estimate of the age of prosthodontists in the U.S. using the responses from the 2011 survey is:¹

53.02 years +/- 1.01 years

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 568 respondents, 320 (56.3%) characterized themselves in private practice as a primary or secondary occupation. A total of 273 (48.1%) 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. 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 (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 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, years since graduation, gender, private practice versus other occupation and other characteristics.

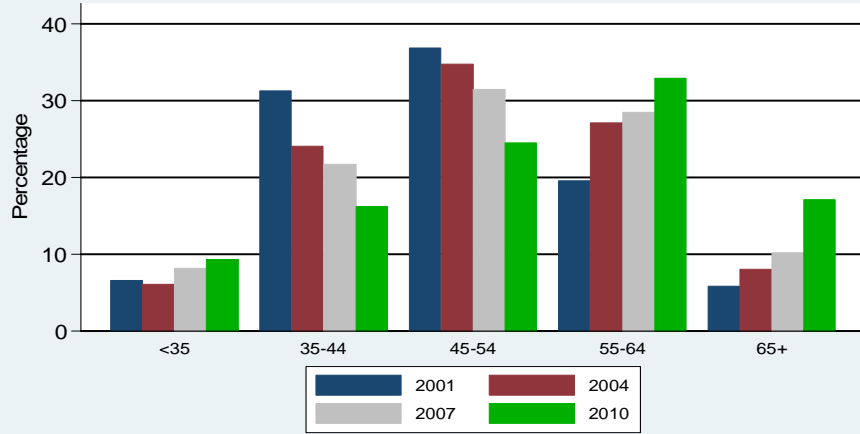
**Age of Practicing Prosthodontists
2011 Survey of Prosthodontists²**

			95%		
			Mean	Standard	Confidence
Age	Number ¹	Percent	Age	Deviation	Interval
<35	53	9.33	31.57	1.91	0.51
35-44	92	16.20	39.09	2.85	0.58
45-54	139	24.47	49.96	2.96	0.49
55-64	187	32.92	59.32	2.70	0.39
65+	97	17.08	70.16	4.38	0.87
Total	568	100.00	53.02	12.23	1.01

The average age of respondents to the survey was 53.0 years. Less than 10% of respondents were under the age of 35 and 17% were over the age of 65. Most of the respondents reported an age of 45-64 years (57%). The overall average age of prosthodontists was estimated to be 53.02 years plus or minus 1.01 years (see 95% confidence interval). There are some interesting trends to note in the following chart. The percent of prosthodontists has remained under 10% since 2001. The percentage of prosthodontists has declined since 2001 for prosthodontists 35 to 54 years of age and has increased for prosthodontists 55 years and older.

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.

Percentage of Prosthodontists by Age All Respondents, 2001, 2004, 2007, 2010

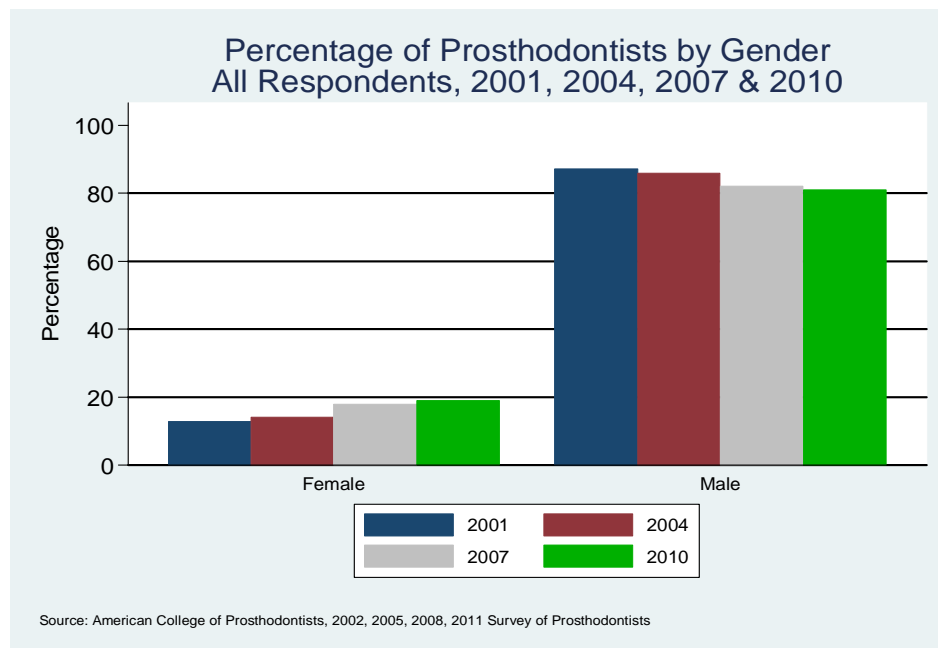


Source: American College of Prosthodontists, 2002, 2005, 2008 & 2011 Survey of Prosthodontists

Gender of Practicing Prosthodontists 2011 Survey of Prosthodontists

					95%
			Mean	Standard	Confidence
Gender	Number	Percent	Age	Deviation	Interval
Female	108	19.01	45.97	11.11	2.10
Male	460	80.99	54.67	11.90	1.09
Total	568	100.00	53.02	12.23	1.01

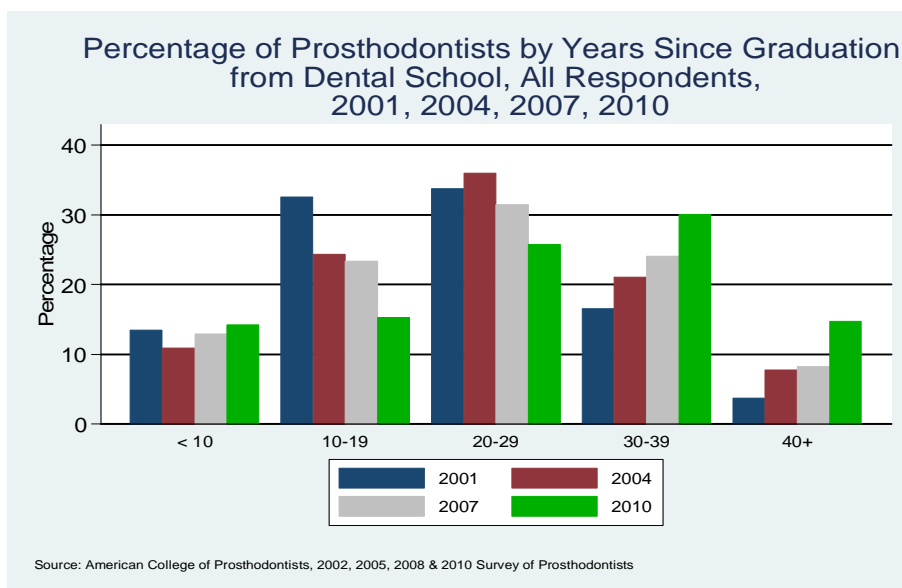
Most of the survey respondents were male with about 19% female. The percent of female respondents has increased from about 15% in 2001 to the 19% in 2011. The 95% confidence interval for female age is about twice as large as the male interval.



Years Since Graduation from Dental School 2011 Survey of Prosthodontists

Years	Number	Percent	Mean		95%
			Years Since Graduation	Standard Deviation	Confidence Interval
< 10	80	14.21	5.96	1.98	0.43
10-19	86	15.28	14.51	3.18	0.67
20-29	145	25.75	24.72	2.94	0.48
30-39	169	30.02	33.97	2.66	0.40
40+	83	14.74	45.24	4.16	0.89
Total	563	100.00	26.30	12.66	1.05

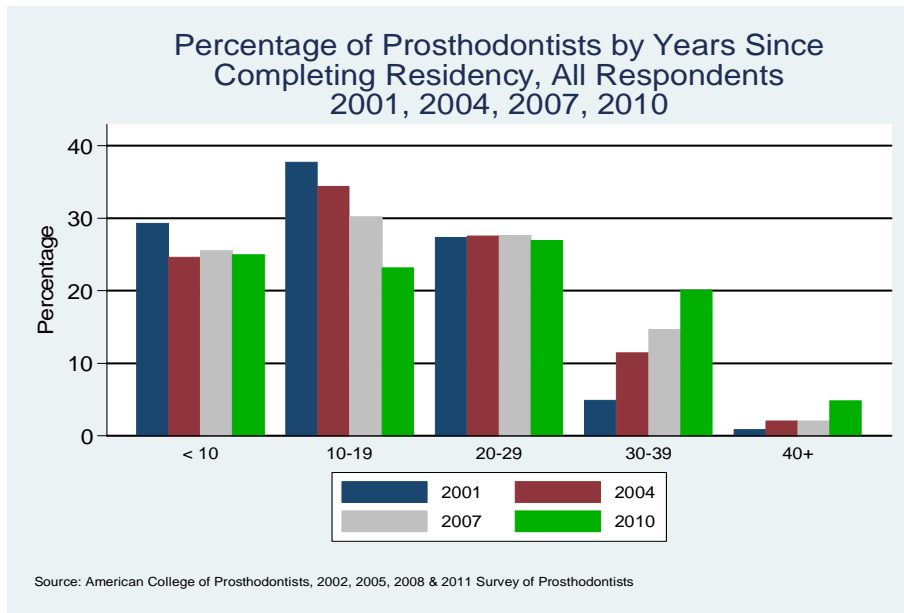
Respondents were, on average, about 26 years out from dental school graduation (either a US dental school or a non-US dental school). About 14% of respondents were less than 10 years and 15% were 40 or more years out from dental school. About 56% of respondents were 20-39 years since graduation from dental school. The overall average number of years since graduation from dental school was 26.30 years with a 95% confidence interval of plus or minus 1.05 years. Years since graduation and age are two variables that are used as indicators of experience although they are not exactly the same. Age is simply a demographic characteristic of prosthodontists regardless of when they graduated from dental school while years since graduation indicates a level of experience reflecting years of officially being a prosthodontist.



Years Since Completion of Residency 2011 Survey of Prosthodontists

Mean						
				Years Since	95%	
				Completion	Standard	Confidence
Years	Number	Percent	of Residency	Deviation	Interval	
< 10	139	24.96	3.50	2.83	0.47	
10-19	129	23.16	15.05	2.76	0.48	
20-29	150	26.93	24.53	2.83	0.45	
30-39	112	20.11	33.81	2.68	0.50	
40+	27	4.85	43.52	4.49	1.69	
Total	557	100.00	19.87	12.36	1.03	

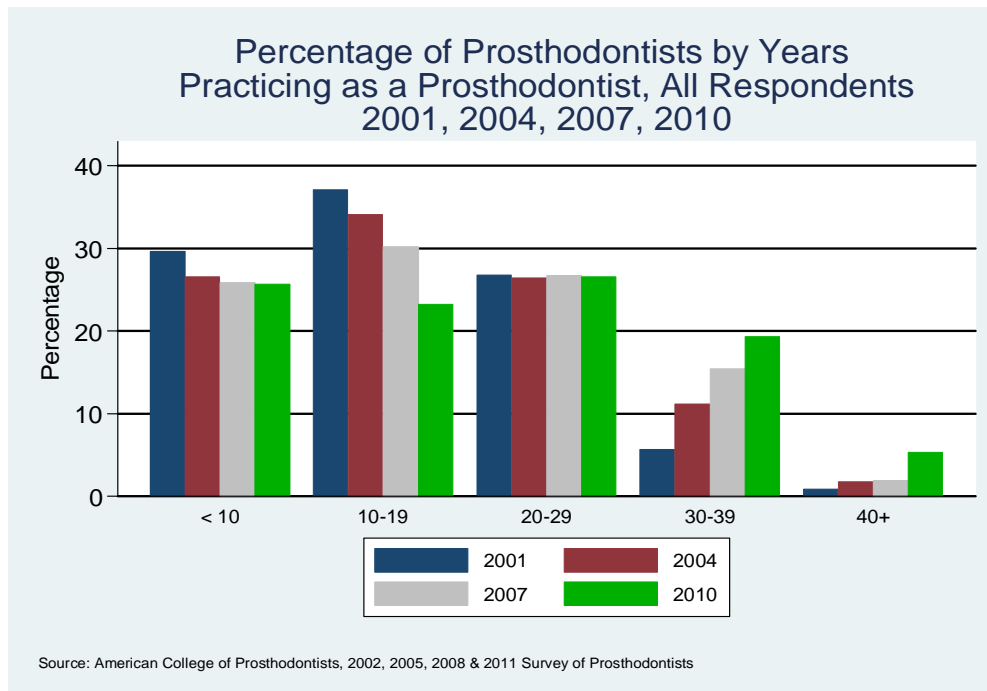
The average number of years since completion of residency training was 19.8 years for all respondents. This compared to 3.5 years for those who completed in the last 10 years and 43.5 years for those who completed their residency 40 or more years ago. About 58% of respondents completed residency 20-39 years ago. The overall average number of years since completing a residency was estimated to be 19.9 years with a 95% confidence interval of plus and minus 1.03 years. The difference between years since completion of residency and years since graduation from dental school is about 6.5 years. This difference suggests that, on average, prosthodontists practiced a few years as a dentist before entering their residency training.



Years Practicing as a Prosthodontist 2011 Survey of Prosthodontists

Years	Number	Percent	Mean Years		95%
			Practicing as Prosthodontist	Standard Deviation	Confidence Interval
< 10	145	25.66	3.43	3.02	0.49
10-19	131	23.19	15.01	2.80	0.48
20-29	150	26.55	24.47	2.84	0.45
30-39	109	19.29	33.81	2.72	0.51
40+	30	5.31	42.63	3.22	1.15
Total	565	100.00	19.64	12.40	1.02

The respondents have been practicing an average of 19.6 years as a prosthodontist which corresponds to the average number of years since completion of residency training (see the previous page). About half of the respondents have been practicing 10-29 years as a prosthodontist. The overall average number of years practicing as a prosthodontist was estimated to be 19.6 years with a 95% confidence interval of 1.02 years.

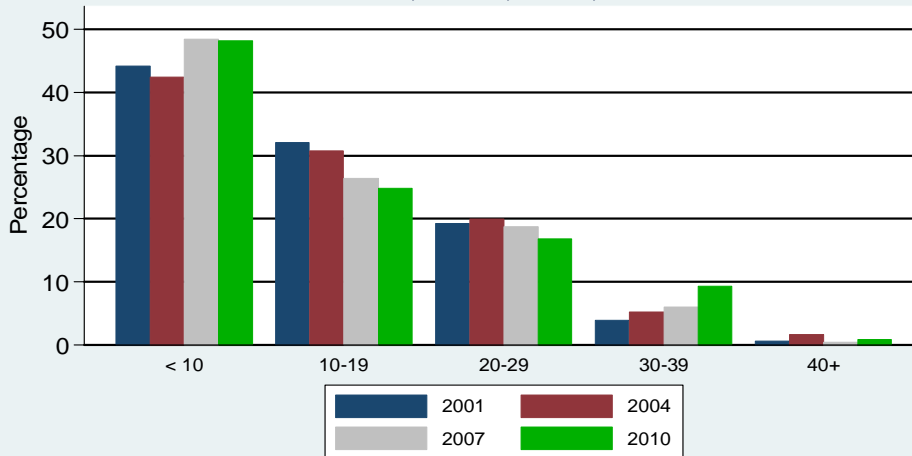


Years in the Current Practice 2011 Survey of Prosthodontists

Years	Number	Percent	Mean Years		95%
			in Current Practice	Standard Deviation	Confidence Interval
< 10	223	48.16	3.55	2.81	0.37
10-19	115	24.84	14.22	3.07	0.56
20-29	78	16.85	24.45	2.81	0.62
30-39	43	9.29	33.74	2.49	0.74
40+	4	0.86	44.75	4.11	4.03
Total	463	100.00	12.88	11.07	1.01

Respondents reported that, on average, they had been practicing in their current practice setting for almost 13 years. About 48% of respondents indicated they had been in their current practice for less than 10 years and an additional 25% had been in their current practice for 10-19 years. Almost 10% indicated they had been in the current practice for 30 years or more. The overall estimate of the number of years in the current practice was estimated to be 12.9 years with a 95% confidence interval of plus and minus 1.01 years.

Percentage of Prosthodontists by Years Since Starting in the Current Practice, All Respondents
2001, 2004, 2007, 2010



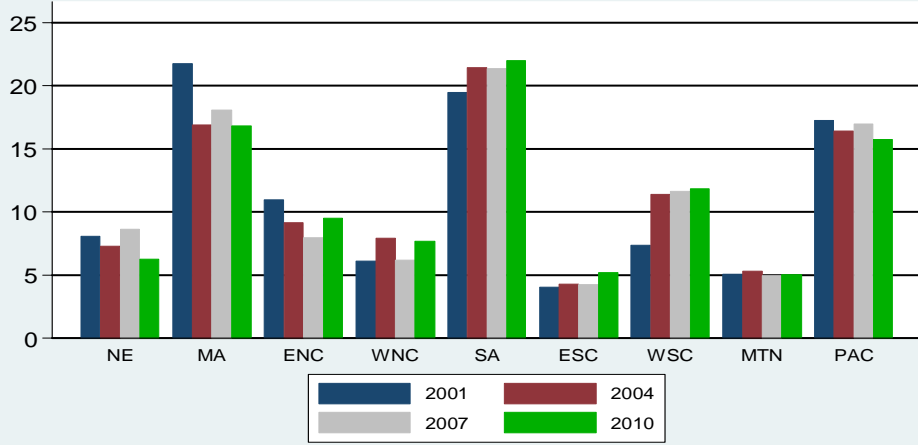
Source: American College of Prosthodontists, 2002, 2005, 2008 & 2011 Survey of Prosthodontists

**Regional Location of Prosthodontists (Nine US Census Regions)
2011 Survey of Prosthodontists**

Region	Number	Percent	Mean	Standard	95%
			Age	Deviation	Confidence Interval
Northeast	35	6.26	48.63	11.42	3.78
Middle Atlantic	94	16.82	53.57	13.29	2.69
East North Central	53	9.48	53.57	12.97	3.49
West North Central	43	7.69	54.42	11.69	3.49
South Atlantic	123	22.00	55.10	10.58	1.87
East South Central	29	5.19	51.90	12.78	4.65
West South Central	66	11.81	54.88	11.31	2.73
Mountain	28	5.01	55.00	11.52	4.27
Pacific	88	15.74	49.25	12.86	2.69
Total	559	100.00	53.12	12.19	1.01

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 48.6 years in the Northeast region and, the highest average age of 55.1 years in the South Atlantic region and 55.0 years in the Mountain region. The estimates of average age within regions are less reliable than the estimate of average age among all respondents. This lower reliability is due primarily to the lower sample sizes for each region.

Percentage of Prosthodontists by Nine U.S. Census Regions
All Respondents, 2001,2004,2007,2010

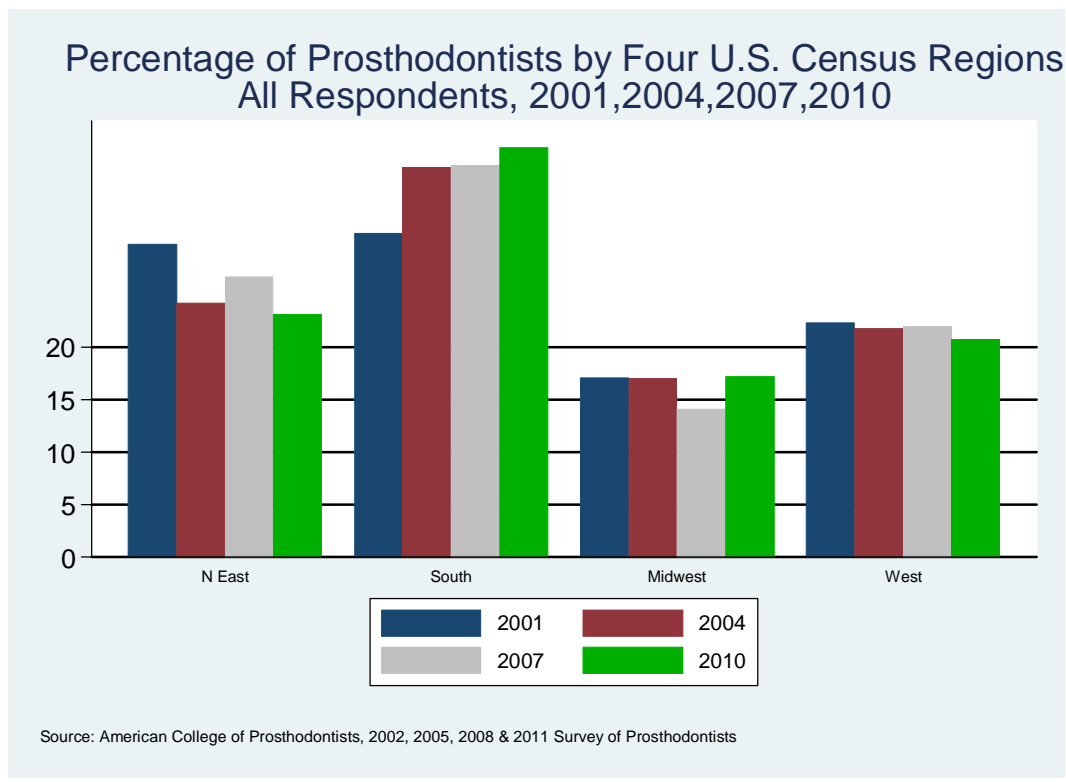


Source: American College of Prosthodontists, 2002, 2005, 2008 & 2011 Survey of Prosthodontists

**Regional Location of Prosthodontists (Four US Census Regions)
2011 Survey of Prosthodontists**

			95%		
			Mean	Standard	Confidence
Region	Number	Percent	Age	Deviation	Interval
Northeast	129	23.08	52.23	12.96	2.24
South	218	39.00	54.61	11.11	1.48
Midwest	96	17.17	53.95	12.35	2.47
West	116	20.75	50.64	12.75	2.32
Total	559	100.00	53.12	12.19	1.01

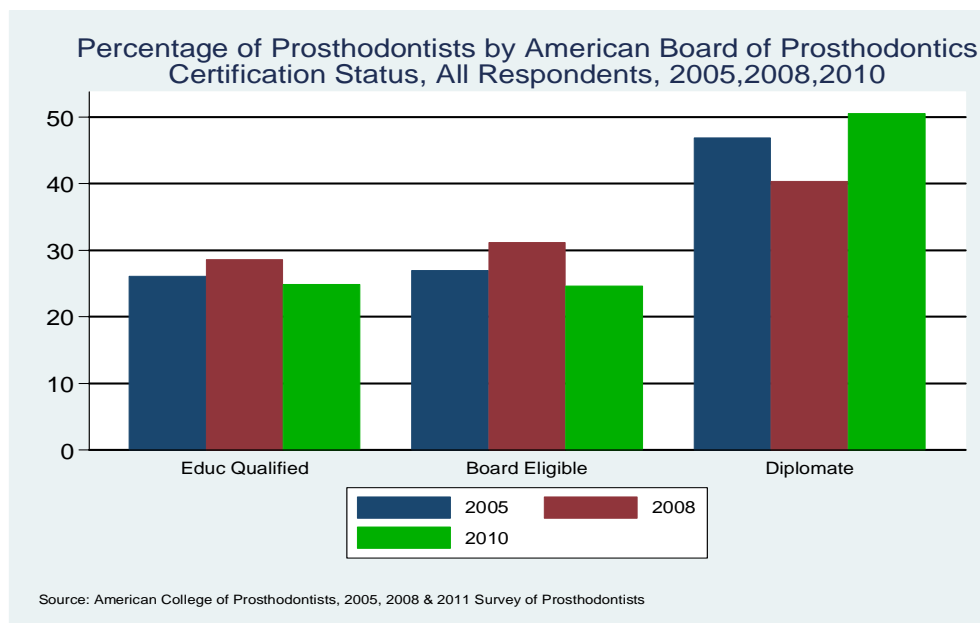
The largest percent of respondents (39%) reported they practiced in the South region of the U.S. The average age ranged from 50.6 years in the West region to 54.6 years in the South region. The 95% confidence intervals for mean age for regions are all larger than the interval for the average age of all respondents. Compared to results from previous surveys, there appears to be an increase in the percent of prosthodontists practicing in the South and a general decline in the percentage practicing in the Northeast.



American Board of Prosthodontics, Certification Status, All Prosthodontists 2011 Survey of Prosthodontists

			95%		
Certification			Mean	Standard	Confidence
Status	Number	Percent	Age	Deviation	Interval
Educ Qualified	139	24.82	51.62	10.97	1.82
Board Eligible	138	24.64	46.18	12.35	2.06
Diplomate	283	50.54	57.06	11.05	1.29
Total	560	100.00	53.03	12.21	1.01

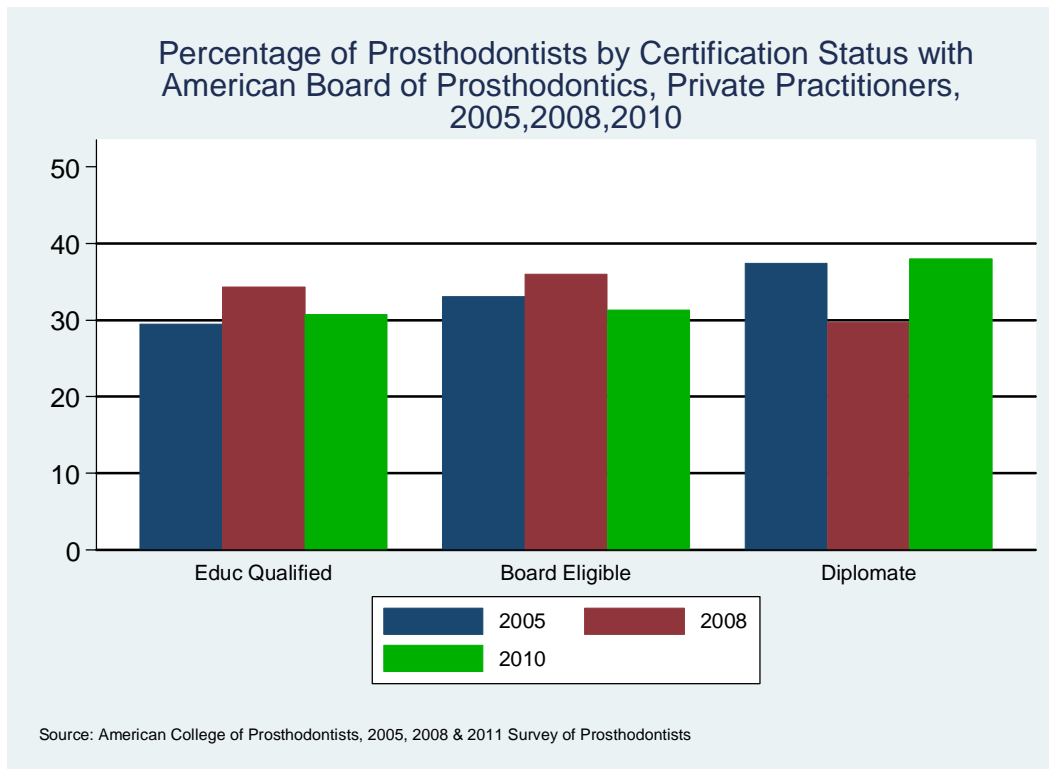
About 50% of respondents reported they had diplomate status with the American Board of Prosthodontics compared to 25% who were board eligible, and 25% who were educationally qualified.



**American Board of Prosthodontics, Certification Status, Private Practitioners
2011 Survey of Prosthodontists**

					95%
Certification			Mean	Standard	Confidence
Status	Number	Percent	Age	Deviation	Interval
Educ Qualified	97	30.7	51.67	10.86	2.16
Board Eligible	99	31.33	46.85	12.76	2.51
Diplomate	120	37.97	56.58	12.26	2.19
Total	316	100	52.03	12.64	1.39

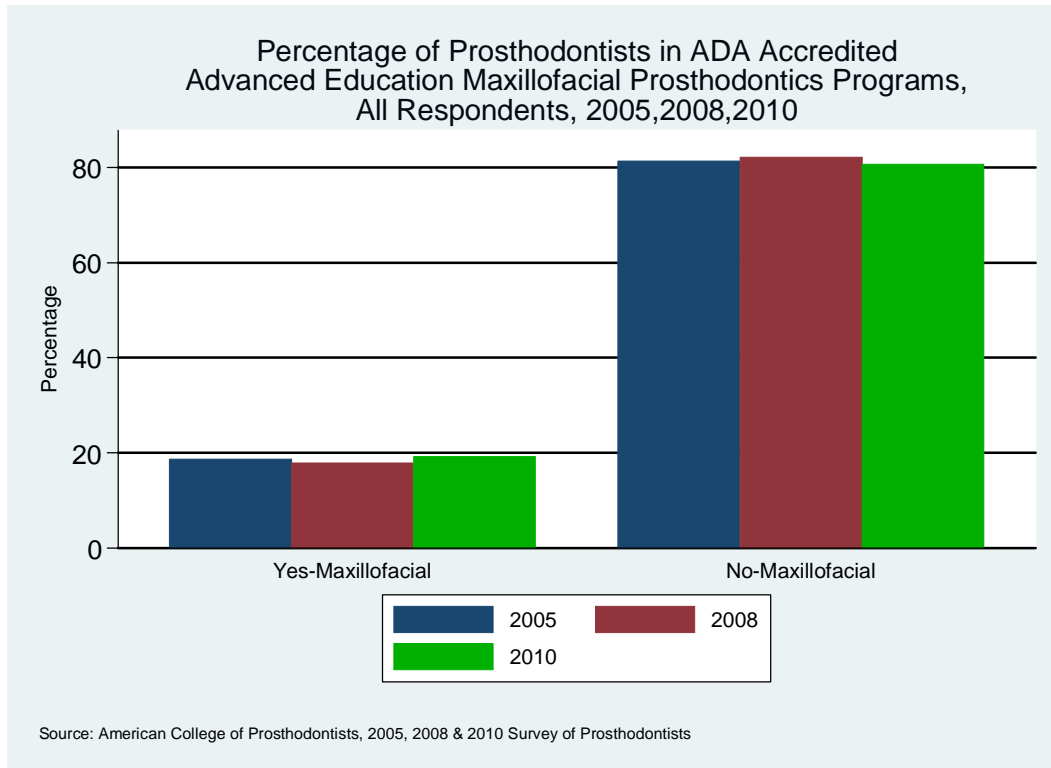
About 38% of respondents who were private practitioners indicated they were Diplomates with the American Board of Prosthodontics compared to 31% who were Educationally Qualified and 31% who held Diplomate Status. There was a decline in the percentage of Diplomates from 2005 to 2008. But the percentage of Diplomates reported in 2011 is about the same as it was in 2005.



**Completed ADA Accredited Program in Maxillofacial Prosthodontics
2011 Survey of Prosthodontists**

Maxillofacial Prosthodontics Program			Mean Age	Standard Deviation	95% Confidence Interval
Program	Number	Percent	Age	Deviation	Interval
Yes-Maxillofacial	108	19.29	52.72	11.07	2.09
No-Maxillofacial	452	80.71	53.07	12.53	1.16
Total	560	100	53.00	12.26	1.02

About 81% of respondents reported that they did not complete an ADA accredited advanced education program in Maxillofacial Prosthodontics.

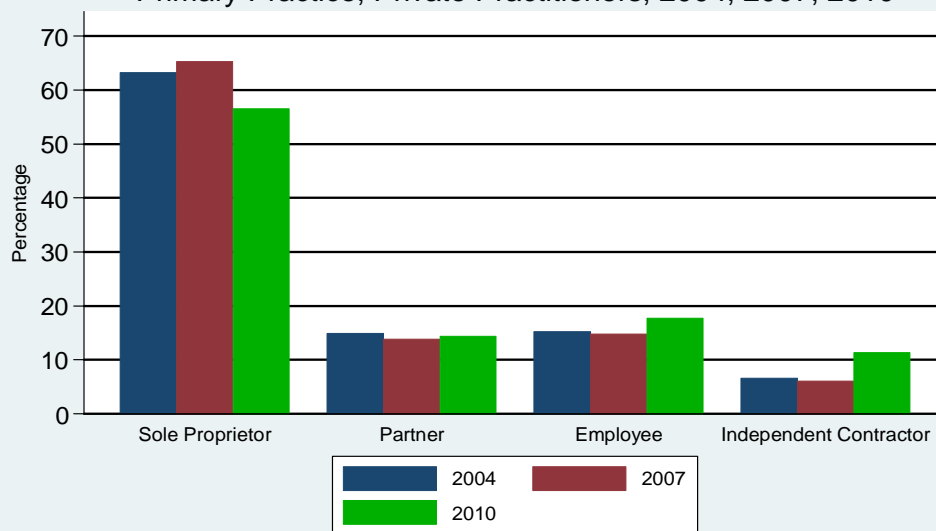


**Employment Status in the Primary Practice, Private Practitioners
2011 Survey of Prosthodontists**

Employment Status	Number	Percent	Mean Age	Standard Deviation	95%
					Confidence Interval
Sole Proprietor	169	56.52	54.25	11.00	1.66
Partner	43	14.38	51.30	10.24	3.06
Employee	53	17.73	45.98	13.50	3.63
Independent Contractor	34	11.37	51.09	16.31	5.48
Total	299	100	52.00	12.40	1.41

Most of the respondents reported that they were sole proprietors (54%) in the private practice where they treated patients. Another 10% indicated they were in a partnership and therefore 64% were associated with ownership of a private practice in prosthodontics. About 18% reported they were employed in a private practice and 11% indicated they were independent contractors. The 95% confidence interval for age of independent contractors is relatively large because of both a larger standard deviation of age and the smaller sample size. There was also a decline in the percent of prosthodontists in 2005 (62%) who are sole proprietors compared to 2010 (57%). In 2008 the percentage of sole proprietors among prosthodontists was about 63%.

Percentage of Prosthodontists by Employment Status in the Primary Practice, Private Practitioners, 2004, 2007, 2010



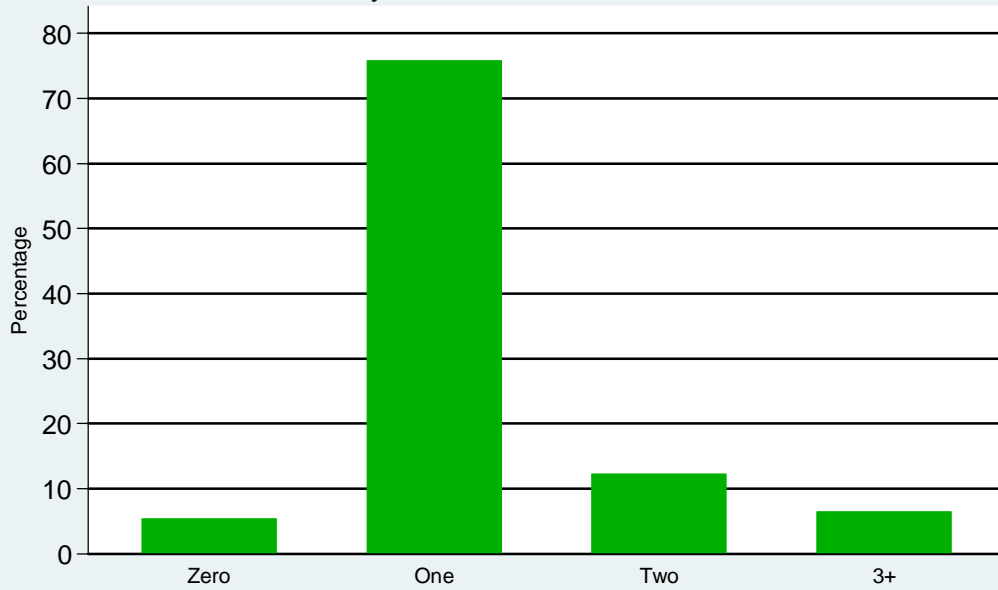
Source: American College of Prosthodontists, 2005,2008,2011 Survey of Prosthodontists

Percentage of Prosthodontists by Total Number of Owners in the Primary Practice, Private Practitioners, 2010

			95%		
Number of		Mean	Standard	Confidence	
Owners	Number	Age	Deviation	Interval	
Zero	15	46.47	12.93	6.54	
One	210	52.76	12.49	1.69	
Two	34	48.91	11.54	3.88	
3+	18	53.11	11.81	5.46	
Total	277	51.97	12.43	1.46	

This survey question asked respondents to report the total number of owners (prosthodontists and non-prosthodontists) of their primary practice. Seventy-six percent of the respondents indicated there was only one owner of the practice. About 19% reported two or more owners and 5% reported there were no owners. This question was only asked on the 2011 survey.

Percentage of Prosthodontists by Total Number of Owners in the Primary Practice, Private Practitioners, 2010

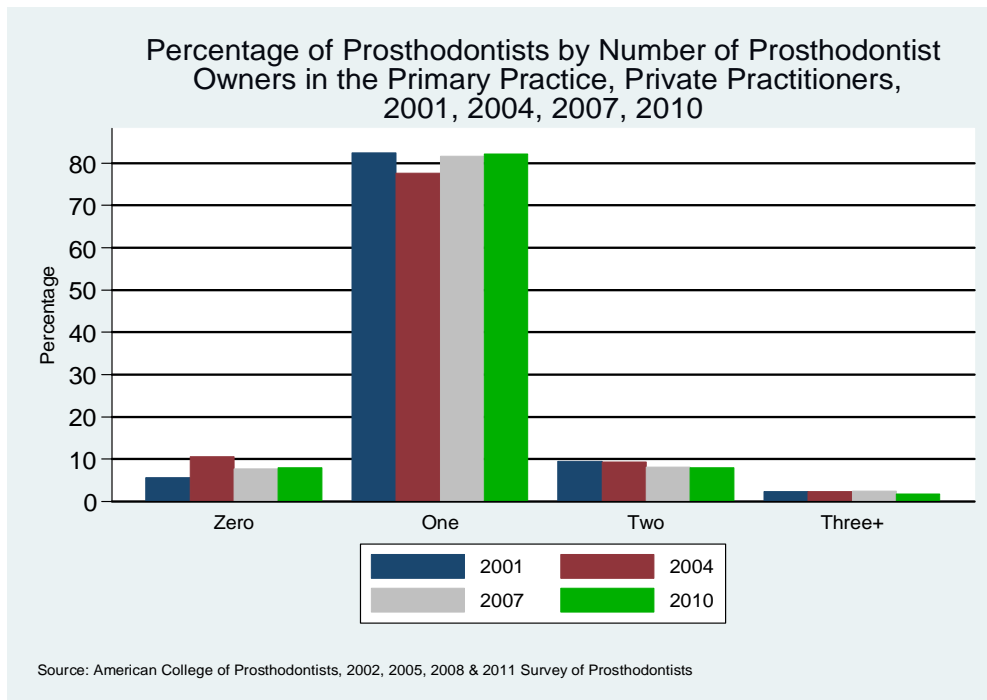


Source: American College of Prosthodontists, 2011 Survey of Prosthodontists

**Number of Prosthodontists Who Are Owners in the Primary Practice,
Private Practitioners, 2011 Survey of Prosthodontists**

Number of Owners				95%	
Number	Percent	Mean Age	Standard Deviation	Confidence Interval	
Zero	22	8.03	47.86	14.23	5.94
One	225	82.12	52.49	12.17	1.59
Two	22	8.03	53.59	10.94	4.57
Three+	5	1.82	44.80	12.03	10.54
Total	274	100	52.07	12.30	1.46

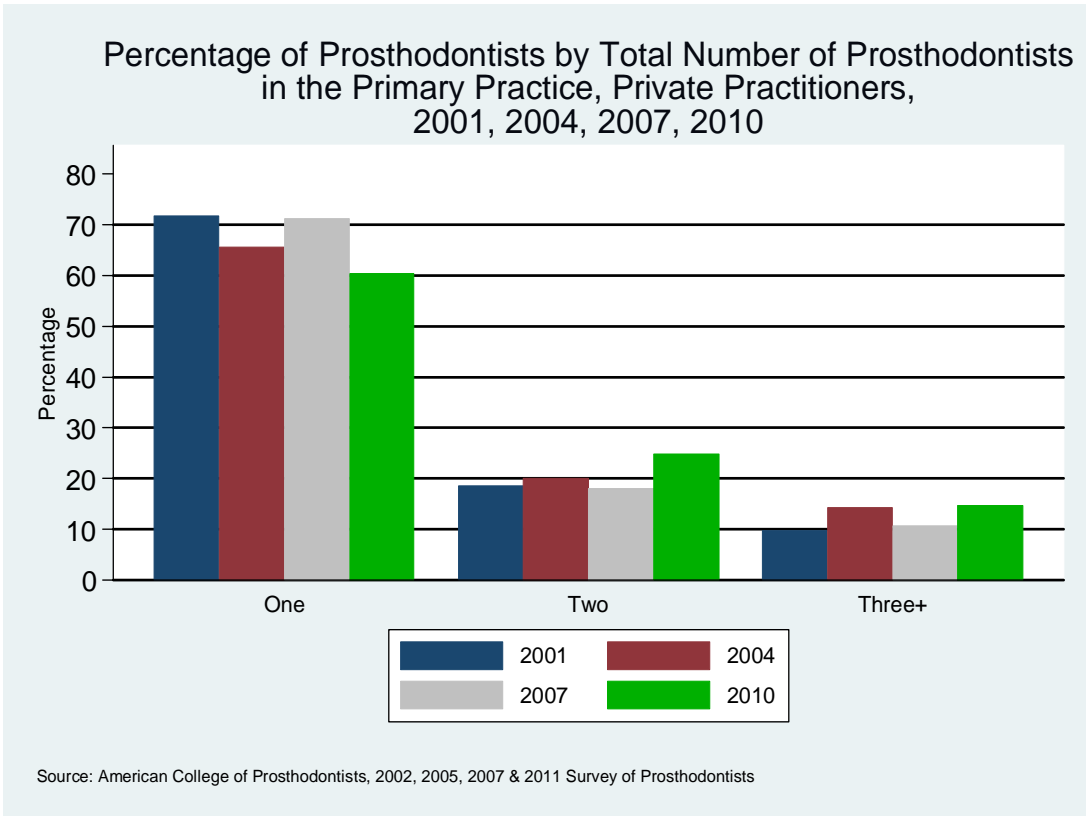
Most of the prosthodontists responding to the survey indicated they were owners or partial owners of a private practice (see previous page). About 82% of respondents indicated that there was only one prosthodontist owner in the practice and another 8% indicated there were two owners. About 8% of respondents reported that there were no prosthodontist owners in the private practice where they treated patients. The results of the survey can reliably estimate the overall average age and the average age for those who reported only one owner in the practice.



**Total Number of Prosthodontists in the Primary Practice,
Private Practitioners, 2011 Survey of Prosthodontists**

Total			95%		
Number of			Mean	Standard	Confidence
Prosthodontists	Number	Percent	Age	Deviation	Interval
One	165	60.44	54.05	11.66	1.78
Two	68	24.91	50.04	12.53	2.98
Three+	40	14.65	47.30	13.05	4.04
Total	273	100	52.07	12.32	1.46

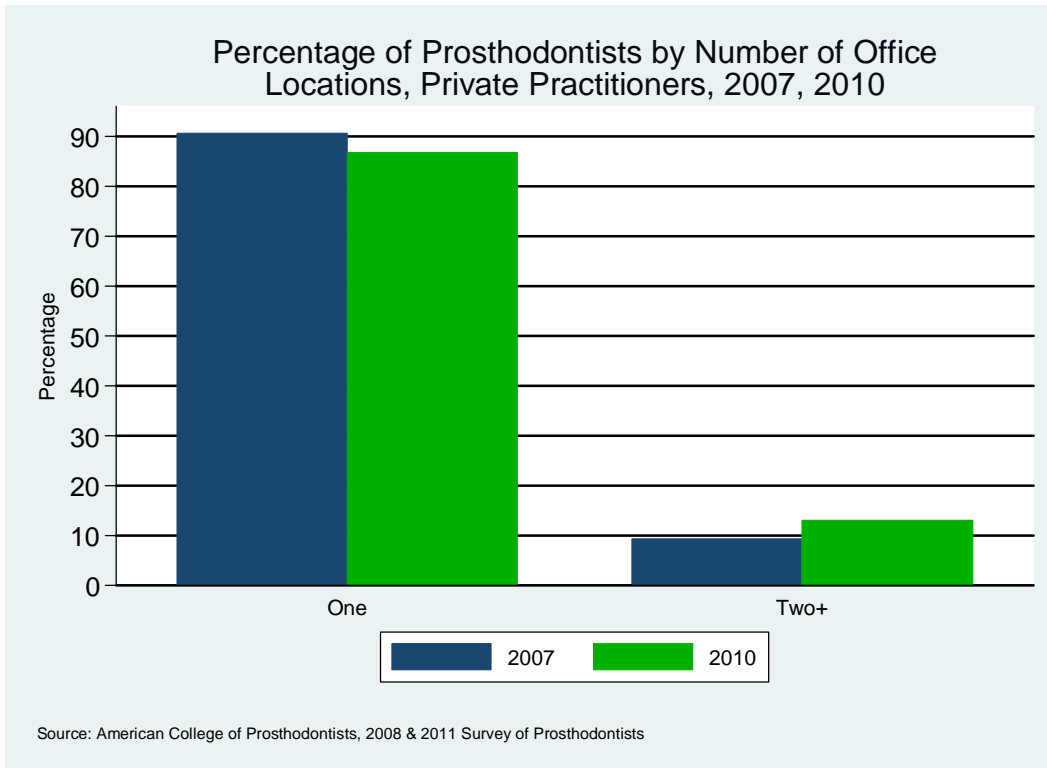
The total number of prosthodontists in the practice includes owners and non-owners of the practice. Most prosthodontists are providing care in a practice with only one or two prosthodontists. Sixty percent of the respondents reported only one prosthodontist in the practice and another 25% reported two prosthodontists.



**Number of Office Locations for this Practice,
Private Practitioners, 2011 Survey of Prosthodontists**

Total			95%		
Number of Prosthodontists	Number	Percent	Mean Locations	Standard Deviation	Confidence Interval
One	257	86.82	1.00	0.00	0.00
Two+	39	13.18	3.00	2.18	0.68
Total	296	100.00	1.26	1.03	0.12

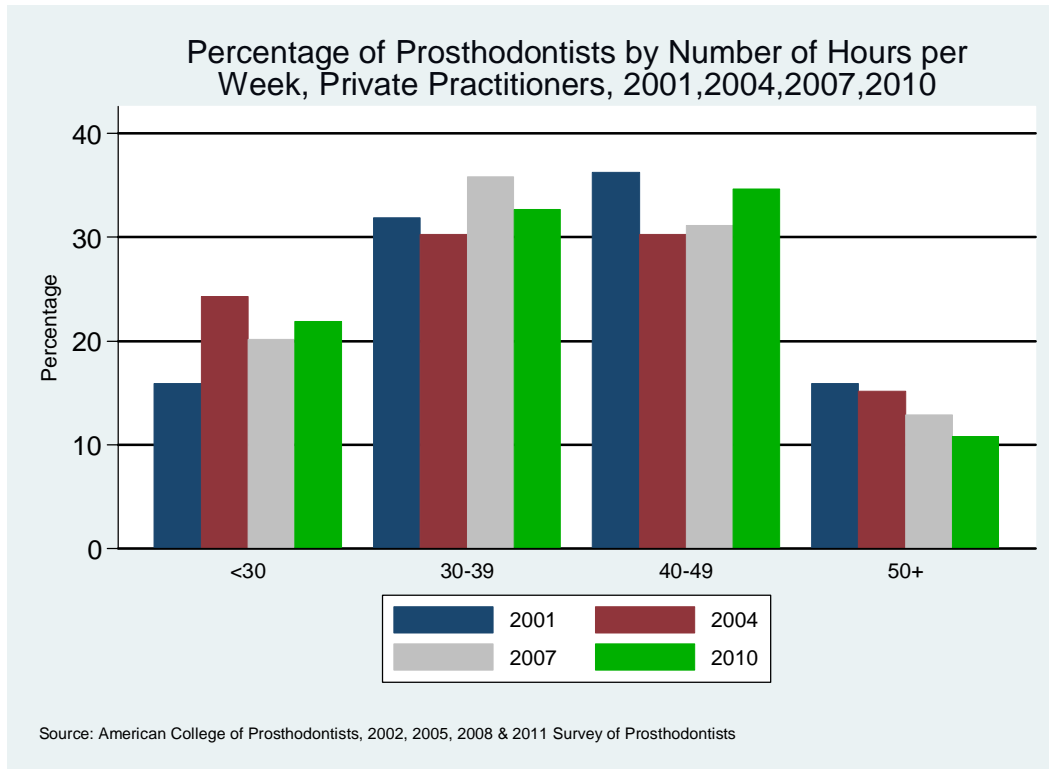
Eighty-eight percent of the survey respondents reported that their practice consisted of only one office location. The overall average number of locations was 1.26 offices with a 95% confidence interval of plus and minus 0.12 offices.



**Number of Hours in the Practice per Week
Private Practitioners, 2011 Survey of Prosthodontists**

Number of			95%		
Hours per			Mean	Standard	Confidence
Week	Number	Percent	Hours	Deviation	Interval
<30	65	21.89	15.48	6.99	1.70
30-39	97	32.66	33.10	2.47	0.49
40-49	103	34.68	41.57	2.57	0.50
50+	32	10.77	55.41	7.67	2.66
Total	297	100.00	34.59	12.87	1.46

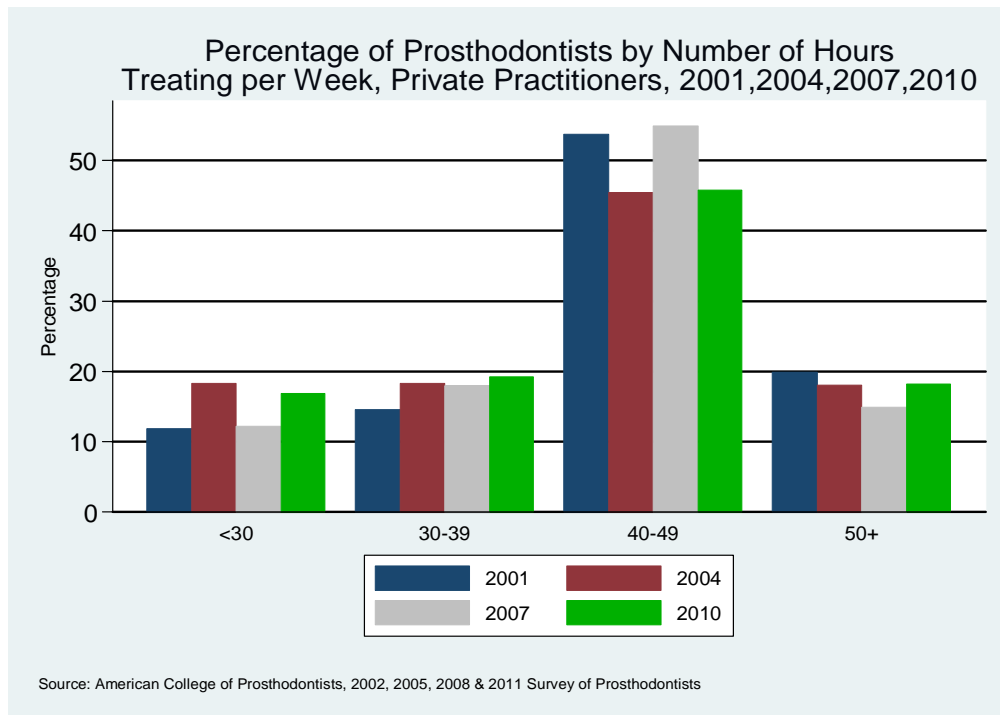
Respondents reported for 2010 an overall average of 34.6 hours per week in the office. About 22% of respondents reported they spend less than 30 hours per week and 11% reported spending 50 hours per week or more. The 95% confidence interval for the overall average number of hours is plus and minus 1.46 hours. The most reliable estimates of hours worked per week were for those prosthodontists who reported working 30-49 hours per week.



**Number of Hours Treating Patients in the Practice per Week
Private Practitioners, 2011 Survey of Prosthodontists**

Number of					
of Hours		95%			
Treating		Mean	Standard	Confidence	
Per Week	Number	Percent	Hours	Deviation	Interval
<30	50	16.84	11.02	4.10	1.14
30-39	57	19.19	24.65	2.97	0.77
40-49	136	45.79	33.15	2.53	0.43
50+	54	18.18	45.04	19.85	5.29
Total	297	100.00	29.95	13.79	1.57

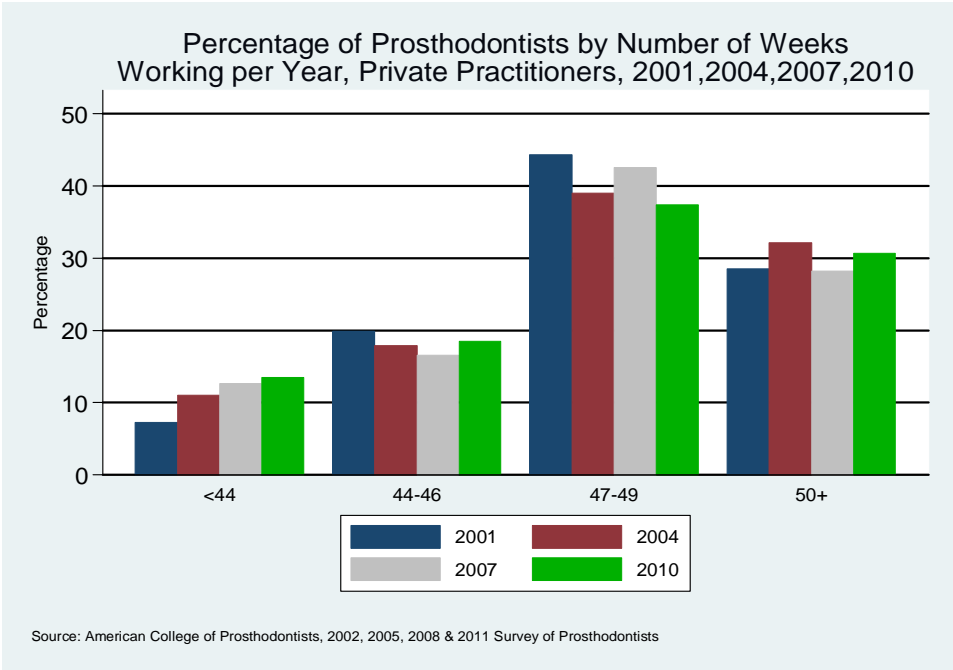
Respondents reported an overall average of 30 hours per week treating patients. Almost 17% of respondents reported they spend less than 30 hours per week and 18% reported spending 40 hours per week or more. The overall average hours treating patients has a 95% confidence interval of plus and minus 1.57 hours treating per week.



**Number of Weeks per Year in the Office
Private Practitioners, 2011 Survey of Prosthodontists**

Number of					
Weeks		95%			
Working		Mean	Standard	Confidence	
Per Year	Number	Percent	Weeks	Deviation	Interval
<44	40	13.47	34.52	10.75	3.33
44-46	55	18.52	45.45	0.83	0.22
47-49	111	37.37	48.17	0.57	0.11
50+	91	30.64	50.46	0.79	0.16
Total	297	100.00	46.53	6.41	0.73

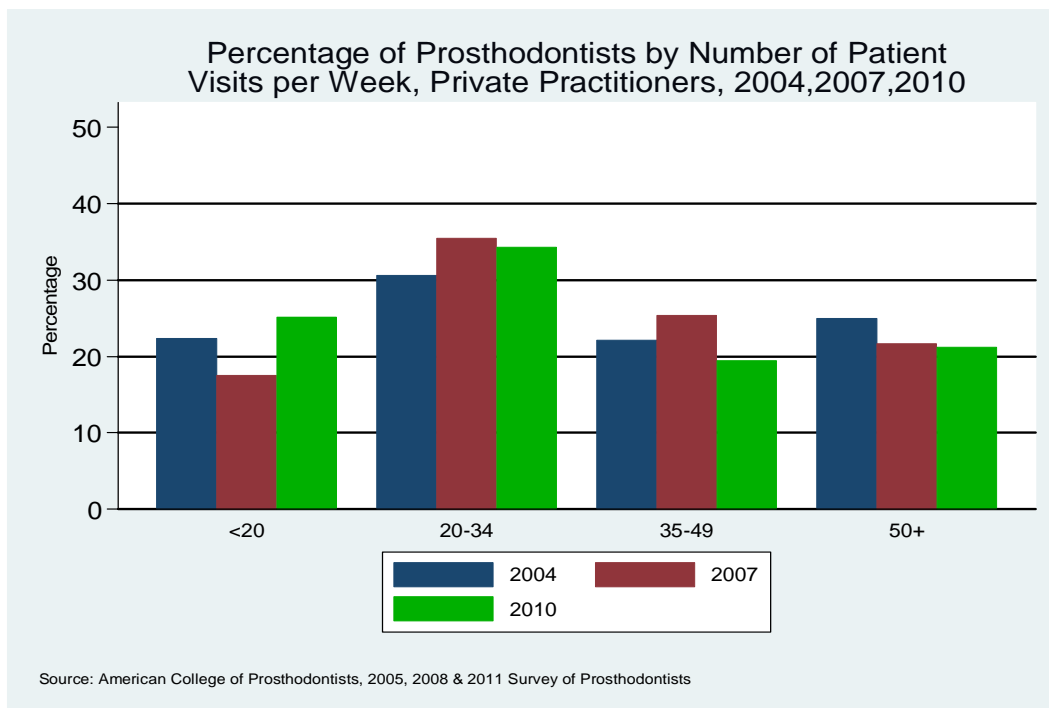
Respondents reported an average of 46.5 weeks per year in the practice. About 14% of respondents reported they spend less than 44 weeks per year in the office and 31% reported spending 50 weeks per year or more. The overall average of 46.5 weeks includes a 95% confidence interval of plus and minus 0.73 weeks per year. The average number of weeks for those working less than 44 weeks has a 95% confidence interval of plus and minus 3.33 hours.



**Number of Patient Visits Treated per Week
Private Practitioners, 2011 Survey of Prosthodontists**

Number of					
Patient		95%			
Visits		Mean	Standard	Confidence	
per Week	Number	Percent	Visits	Deviation	Interval
<20	71	25.09	10.62	4.53	1.05
20-34	97	34.28	26.61	4.37	0.87
35-49	55	19.43	39.71	3.36	0.89
50+	60	21.20	72.87	31.52	7.98
Total	283	100.00	34.95	26.55	3.09

The average number of patient visits treated per week was reported to be 35 patients. The largest percentage of prosthodontists (34%) reported treating 20-34 patient visits per week. About 25% reported treating less than 20 patients per week and about 21% reported treating 50 or more visits per week. The overall average number of patient visits was 35 visits with a 95% confidence interval of plus and minus 3.09 visits.

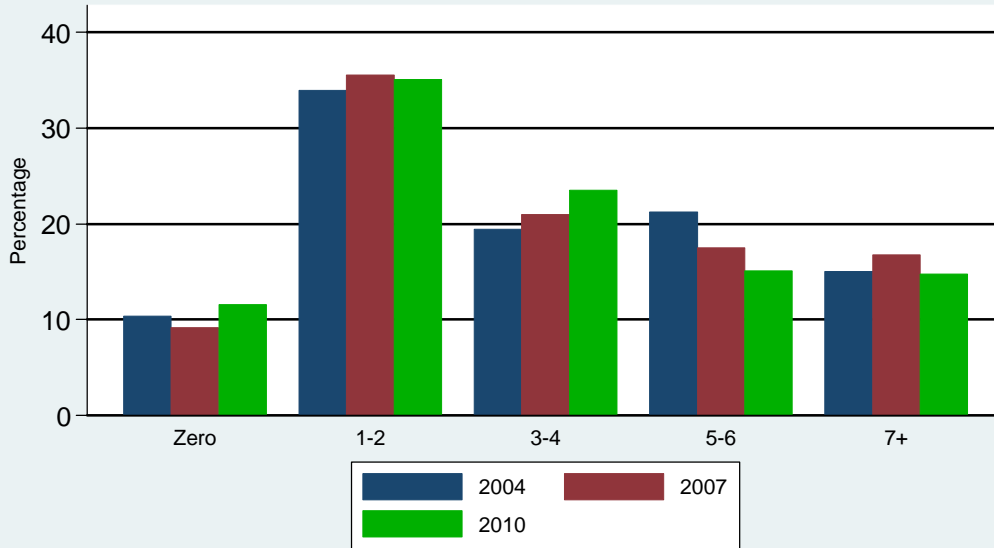


**Total Number of Walk-in and Emergency Patient Visits Treated per Week
Private Practitioners, 2011 Survey of Prosthodontists**

Number of					
Emergency & Walk-in Visits					95%
per Week	Number	Percent	Mean Visits	Standard Deviation	Confidence Interval
Zero	33	11.58	0.06	0.17	0.06
1-2	100	35.09	1.53	0.50	0.10
3-4	67	23.51	3.45	0.50	0.12
5-6	43	15.09	5.19	0.39	0.12
7+	42	14.74	11.90	9.00	2.72
Total	285	100.00	3.89	5.03	0.58

Emergency and walk-in visits are a relatively small part of all patient visits per week. Almost 12% of respondents reported no emergency and walk-in visits per week. The average number of emergency and walk-in visits was estimated to be 3.9 visits per week with a 95% confidence interval of plus and minus 0.58 walk-in and emergency visits.

Percentage of Prosthodontists by Number of Patient Walk-in and Emergency Visits per Week, Private Practitioners, 2004,2007,2010



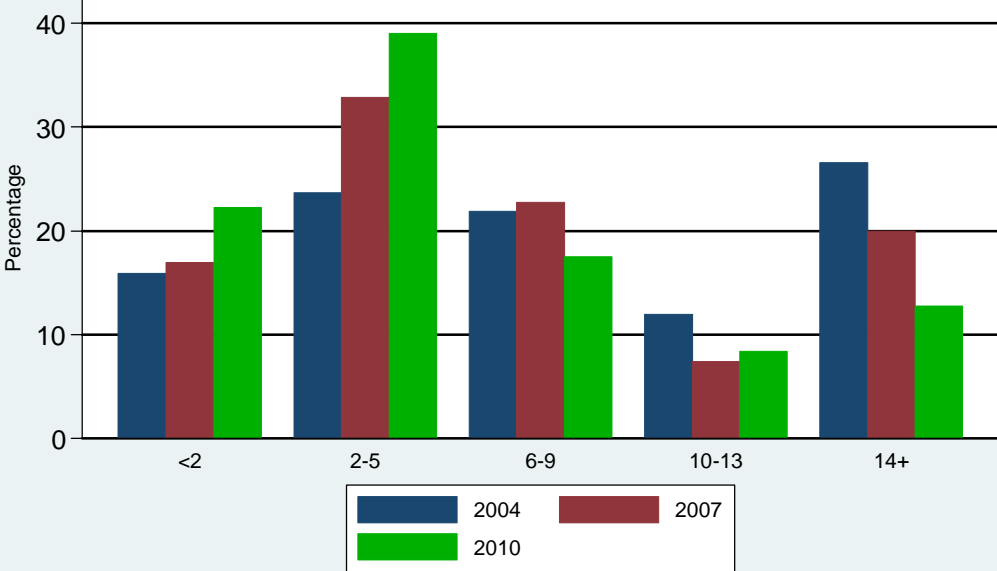
Source: American College of Prosthodontists, 2005, 2008 & 2011 Survey of Prosthodontists

Appointment Wait for a Patient of Record, Number of Days, Private Practitioners, 2011 Survey of Prosthodontists

Appointment			95%		
Wait			Mean	Standard	Confidence
in Days	Number	Percent	Days	Deviation	Interval
<2	61	22.26	0.75	0.43	0.11
2-5	107	39.05	3.43	1.22	0.23
6-9	48	17.52	7.10	0.37	0.10
10-13	23	8.39	10.17	0.58	0.24
14+	35	12.77	19.69	9.93	3.29
Total	274	100.00	6.12	6.88	0.81

Respondents reported that, on average, their patients waited an average of 6.1 days for an appointment with a 95% confidence interval of plus or minus 0.8 days. Thirty-nine percent indicated their patients of record waited 2-5 days and 22% reported their patients waited less than 2 days. Thirteen percent of prosthodontists reported their patients of record waited 14 days or more. In general, the percentage of prosthodontists reporting appointment waits of less than 6 days has increased since 2005.

Percentage of Prosthodontists by Appointment Wait (days) for Patients of Record, Private Practitioners, 2004, 2007, 2010

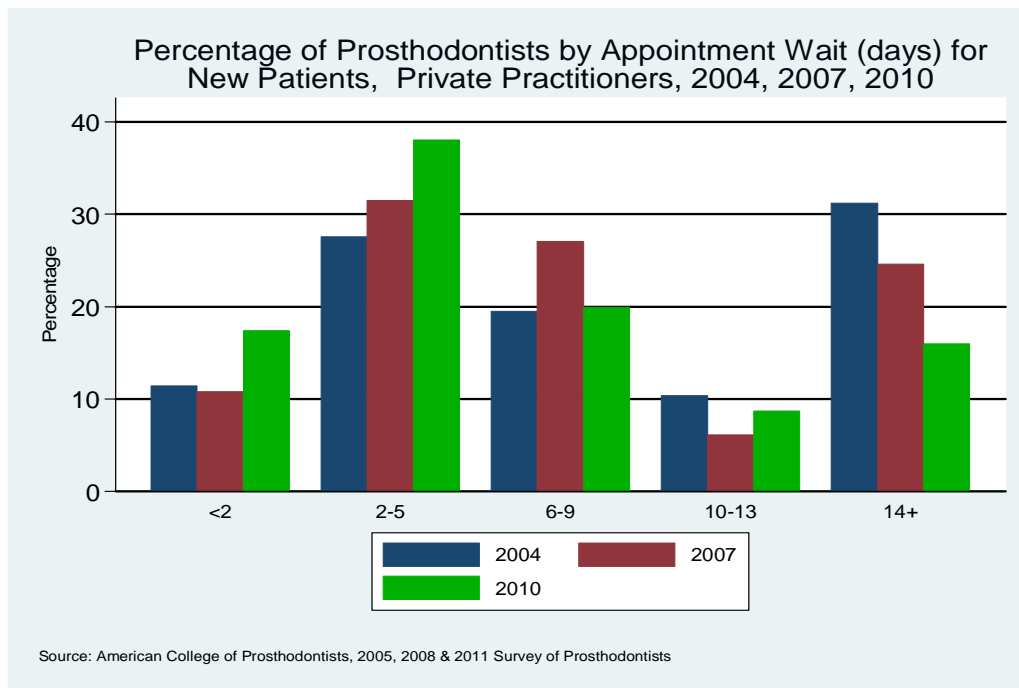


Source: American College of Prosthodontists, 2005, 2008 & 2011 Survey of Prosthodontists

**Appointment Wait for a New Patient, Number of Days,
Private Practitioners, 2011 Survey of Prosthodontists**

Appointment Wait			95% Confidence Interval		
in Days	Number	Percent	Mean Days	Standard Deviation	Interval
<2	48	17.39	0.69	0.47	0.13
2-5	105	38.04	3.61	1.22	0.23
6-9	55	19.93	7.16	0.54	0.14
10-13	24	8.70	10.17	0.56	0.22
14+	44	15.94	19.68	8.66	2.56
Total	276	100.00	6.94	7.10	0.84

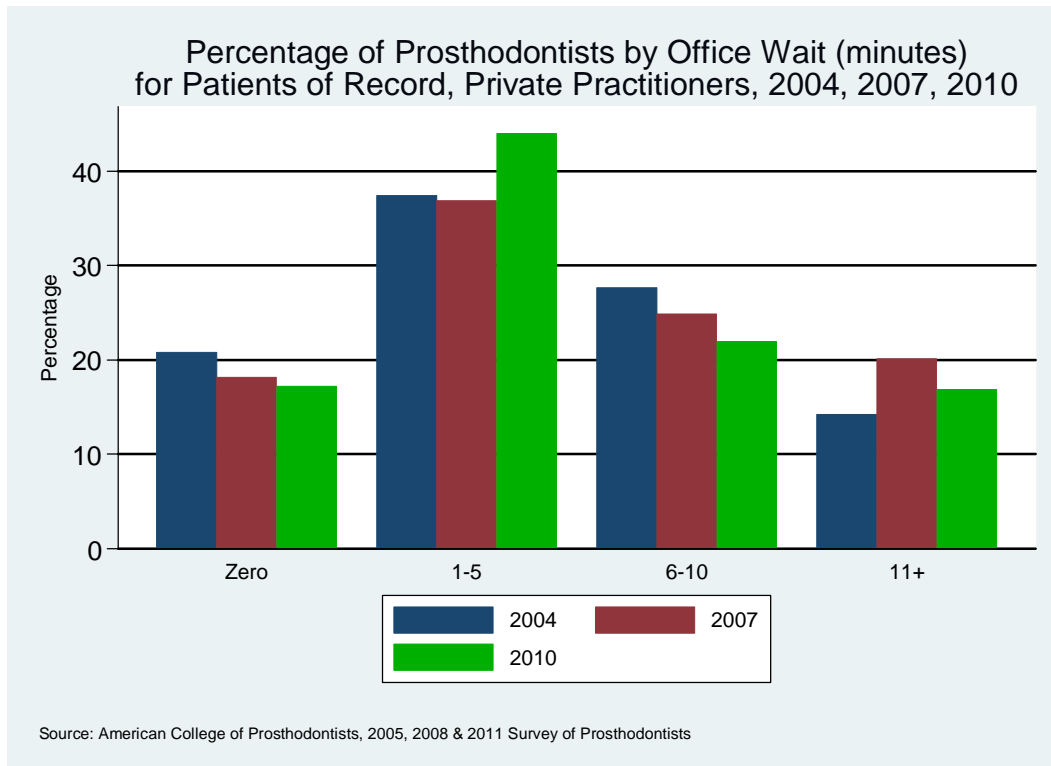
The average number of days waiting for an appointment by new patients was reported by respondents as 7 days with a 95% confidence interval of plus or minus 0.8 days. About 17% respondents reported the appointment wait for new patients was less than 2 days and 16% reported new patients waited 14 days or more. The overall average wait of 6.9 days includes a 95% confidence interval of plus and minus 0.84 days for new patients. Similar to patients of record the percent of prosthodontists reporting appointment waits of less than 6 days increased for new patients since 2005.



**Office Wait for a Patient of Record, Number of Minutes,
Private Practitioners, 2011 Survey of Prosthodontists**

Office			95%		
Wait in		Mean	Standard	Confidence	
Minutes	Number	Percent	Deviation	Interval	
Zero	47	17.22	0	0	
1-5	120	43.96	4.36	1.28	0.23
6-10	60	21.98	9.75	0.77	0.19
11+	46	16.85	21.91	12.11	3.50
Total	273	100	7.75	8.68	1.03

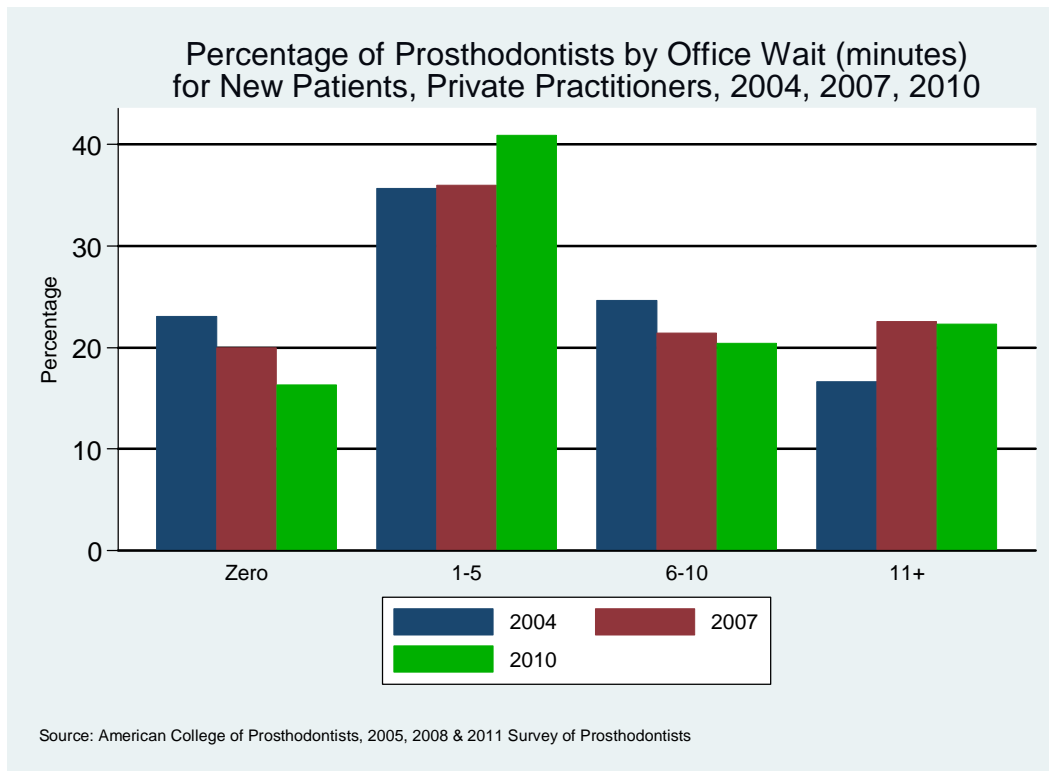
Respondents reported that, on average, patients of record waited in the office about 7.8 minutes when they arrived for their appointment with a 95% confidence interval of plus or minus 1.0 minutes. Seventeen percent of respondents indicated that patients of record waited in the office zero minutes and 17% reported they wait 11 minutes or more for their appointment.



**Office Wait for New Patients, Number of Minutes,
Private Practitioners, 2011 Survey of Prosthodontists**

Office					95%
Wait in			Mean	Standard	Confidence
Minutes	Number	Percent	Minutes	Deviation	Interval
Zero	44	16.36	0.00	0.00	
1-5	110	40.89	4.34	1.29	0.24
6-10	55	20.45	9.64	0.90	0.24
11+	60	22.30	21.70	10.61	2.68
Total	269	100.00	8.58	9.16	1.09

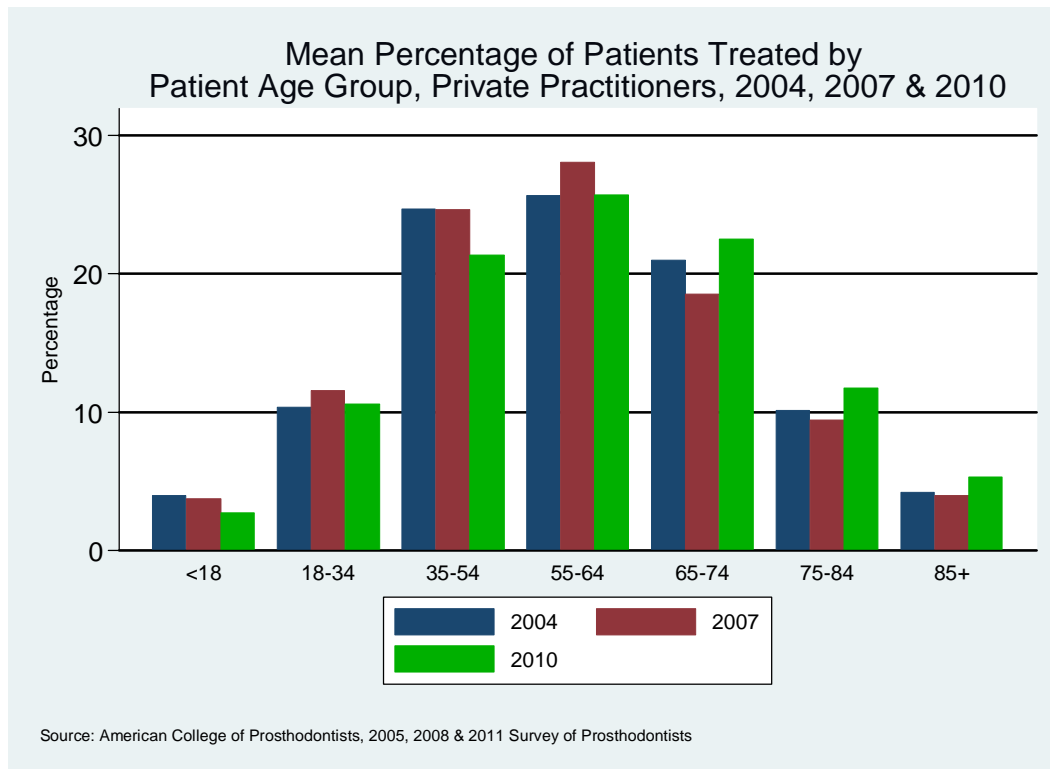
The average number of minutes new patients wait in the office for their appointment was reported by respondents to be 8.6 minutes with a 95% confidence interval of plus or minus 1.0 minutes. Sixteen percent of respondents reported new patients waited zero minutes while 22% reported their new patients waited 11 minutes or more. The overall average waiting time was 8.6 minutes with a 95% confidence interval of plus and minus 1.09 minutes.



**Percentage of Patients Treated by Prosthodontists by Patient Age Group,
Private Practitioners, 2011 Survey of Prosthodontists**

				95%
Patient	Standard		Confidence	
Age Group	Mean %	Deviation %	Number	Interval
<18	2.73	3.87	297	0.44
18-34	10.60	9.60	297	1.09
35-54	21.39	13.02	297	1.48
55-64	25.73	11.65	297	1.32
65-74	22.50	13.21	297	1.50
75-84	11.74	8.85	297	1.01
85+	5.31	6.12	297	0.70

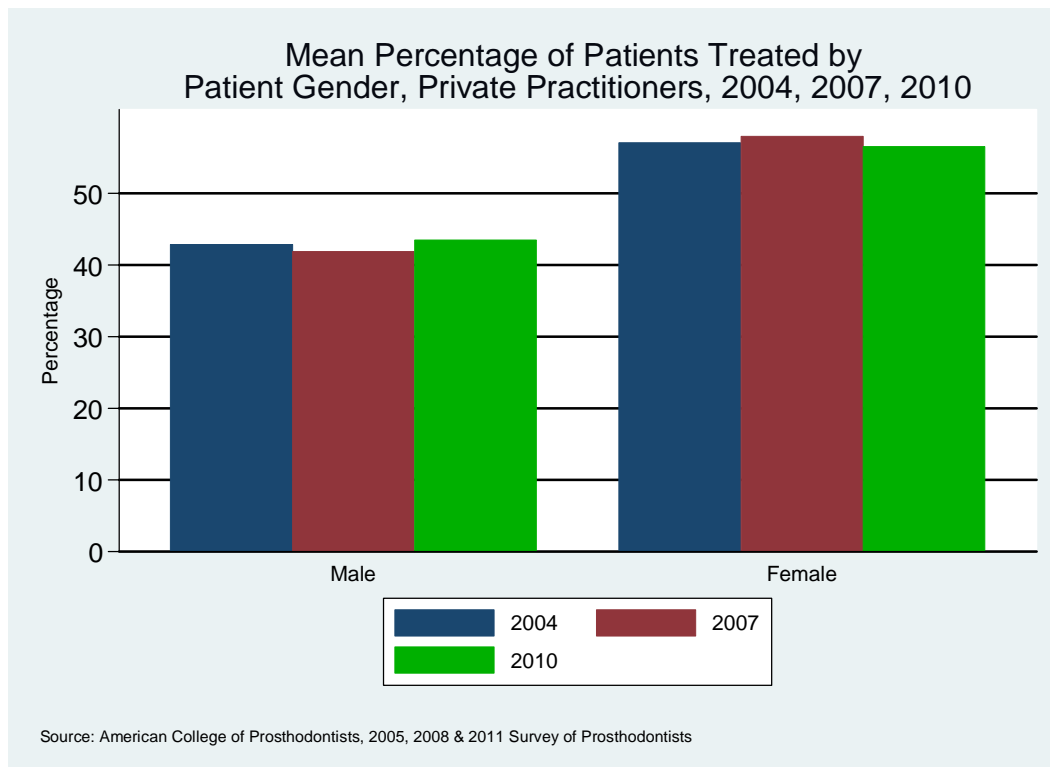
About 26% of prosthodontist patients are 55-64 years of age. Sixty-one percent of patients were reported to be 55 years and older while 39% are younger than 55 years of age. Only about 3% of prosthodontists' patients are younger than 18 years. The Mean % column contains estimates of the mean percentage for each age group. The 95% confidence intervals range from plus or minus 0.44% for the less than 18 years to plus or minus 1.5% for the 65-74 age group.



**Percentage of Patients Treated by Prosthodontists by Patient Gender,
Private Practitioners, 2011 Survey of Prosthodontists**

Patient		Standard		95%
Gender	Mean %	Deviation %	Number	Confidence Interval
Male	43.47	8.42	297	0.96
Female	56.54	8.42	297	0.96

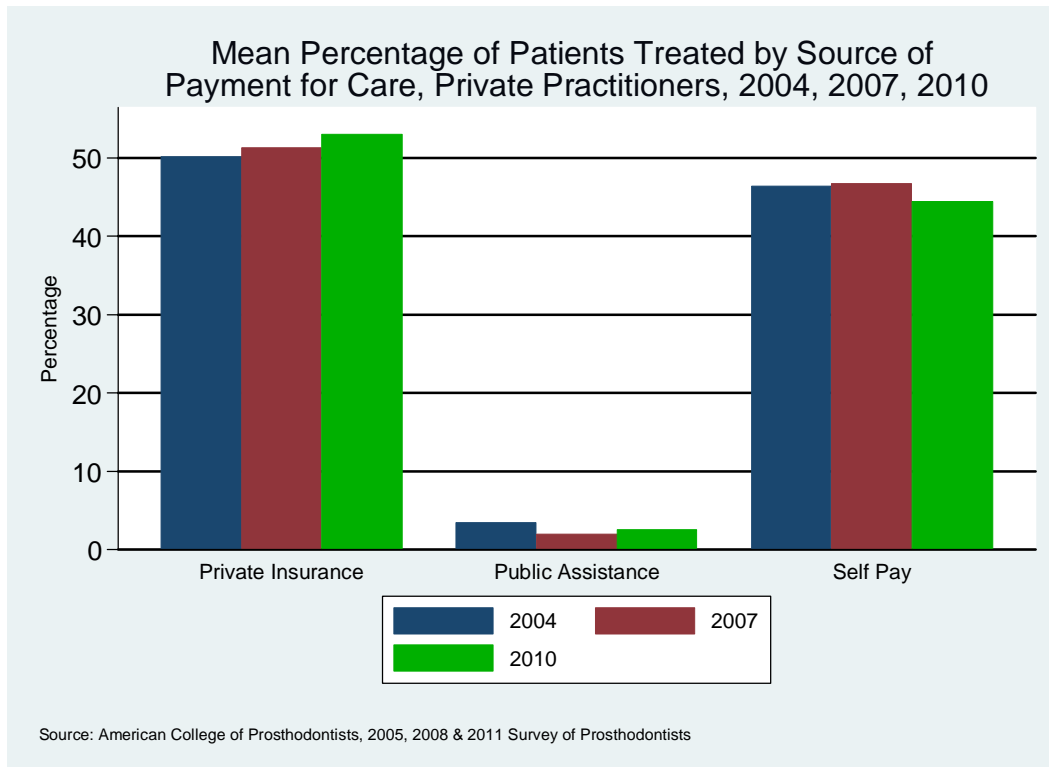
Respondents reported on average that 57% of their patients were female and 43% were male patients.



**Percentage of Patients Treated by Prosthodontists by Source of Payment for Care,
Private Practitioners, 2011 Survey of Prosthodontists**

Patient Coverage	Standard		Number	95%
	Mean %	Deviation %		Confidence Interval
Private Insurance	53.00	23.91	277	2.82
Public Assistance	2.53	8.04	277	0.95
Self Pay	44.47	24.64	277	2.90

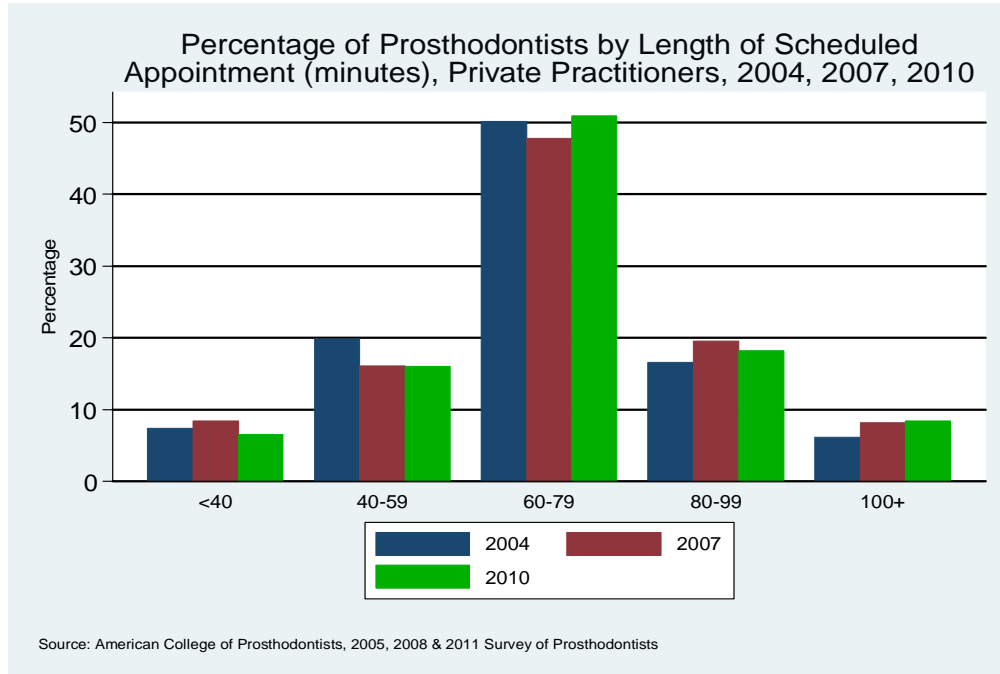
Most patients of prosthodontists are either covered by private insurance (53%) or self-pay patients (44%). Only about 3% of patients were reported to be covered by public assistance (e.g., Medicaid). The 95% confidence interval for the average percent of coverage ranged from 0.95 percent for public assistance to 2.90 percentage points for self pay.



**Mean Length of a Scheduled Appointment, Private Practitioners,
2011 Survey of Prosthodontists**

Length of					
a Scheduled					95%
Appointment			Mean	Standard	Confidence
(minutes)	Number	Percent	Minutes	Deviation	Interval
<40	18	6.55	22.17	12.33	9.87
40-59	44	16.00	44.20	3.22	1.58
60-79	140	50.91	61.04	3.62	1.00
80-99	50	18.18	89.60	1.98	0.91
100+	23	8.36	123.91	20.17	13.98
Total	275	100.00	66.25	25.48	4.99

The average length of a scheduled appointment was reported by respondents to be about 66 minutes (1 hour, 6 minutes) with a 95% confidence interval of plus and minus 5 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). The mean values estimated from the extreme groups in the table (i.e., <40 and 100+) are less reliable estimates compared to the overall mean number of minutes or for the other categories shown in the table.

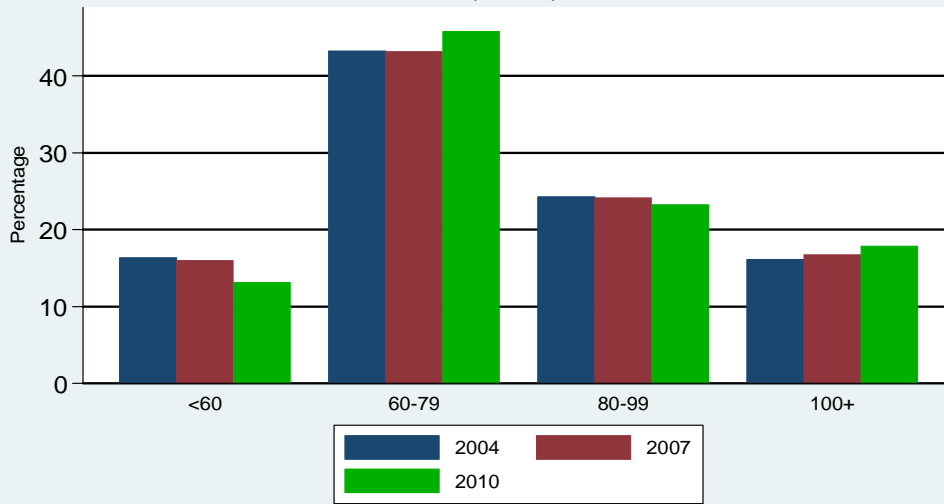


Mean Length of a Scheduled Appointment excluding Recalls and Postoperative Care, Private Practitioners, 2011 Survey of Prosthodontists

Length of					
a Scheduled					95%
Appointment			Mean	Standard	Confidence
(minutes)	Number	Percent	Minutes	Deviation	Interval
<60	36	13.09	36.04	13.78	4.50
60-79	126	45.82	61.98	4.82	0.84
80-99	64	23.27	89.53	2.13	0.52
100+	49	17.82	125.61	18.50	5.18
Total	275	100.00	76.34	29.64	3.50

Excluding recall and postoperative care, respondents reported an average of 76 minutes (1 hour, 16 minutes) for the length of an appointment with a 95% confidence interval of plus and minus 3.5 minutes. Thirteen percent of respondents reported an appointment length of less than 60 minutes and 18% indicated a scheduled appointment of 100 or more minutes. Forty-six percent of respondents set scheduled appointments excluding recalls and postoperative care in the range of 60-79 minutes.

Percentage of Prosthodontists, Length of Scheduled Appointment excluding Recalls & Postoperative (minutes), Private Practitioners, 2004, 2007, 2010

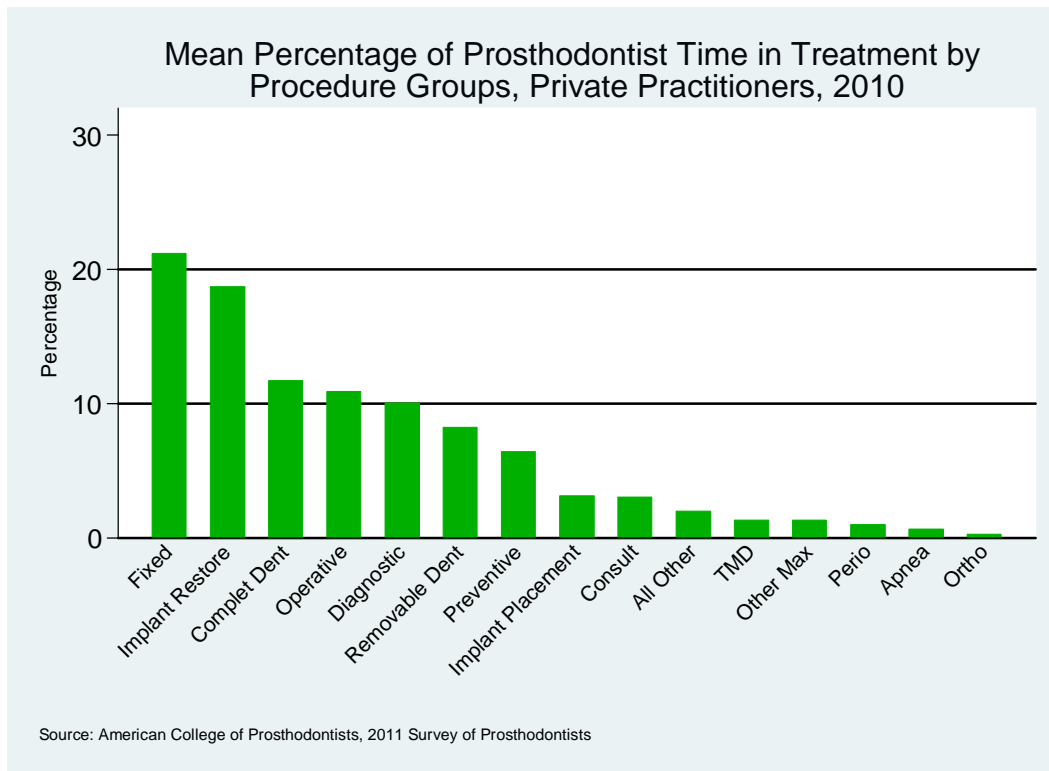


Source: American College of Prosthodontists, 2005, 2008 & 2011 Survey of Prosthodontists

Mean Percentage of Prosthodontist Time Treating Patients by Dental Procedures, Private Practitioners, 2011 Survey of Prosthodontists

Procedure Group	Mean		95% Confidence Interval
	Percent Time	Standard Deviation	
Fixed	21.20	14.27	217, 1.90
Implant Restore	18.71	16.97	217, 2.26
Complete Denture	11.72	10.84	217, 1.44
Operative	10.90	9.32	217, 1.24
Diagnostic	10.04	8.50	217, 1.13
Removable Denture	8.25	7.98	217, 1.06
Preventive	6.40	7.64	217, 1.02
Implant Placement	3.15	6.66	217, 0.89
Patient Consulting	3.06	5.31	217, 0.71
Other Miscellaneous	1.99	7.79	217, 1.04
TMD	1.32	2.65	217, 0.35
Other Maxillofacial	1.31	7.40	217, 0.98
Periodontal	1.01	2.58	217, 0.34
Sleep Apnea	0.64	2.52	217, 0.34
Orthodontic	0.27	1.17	217, 0.16

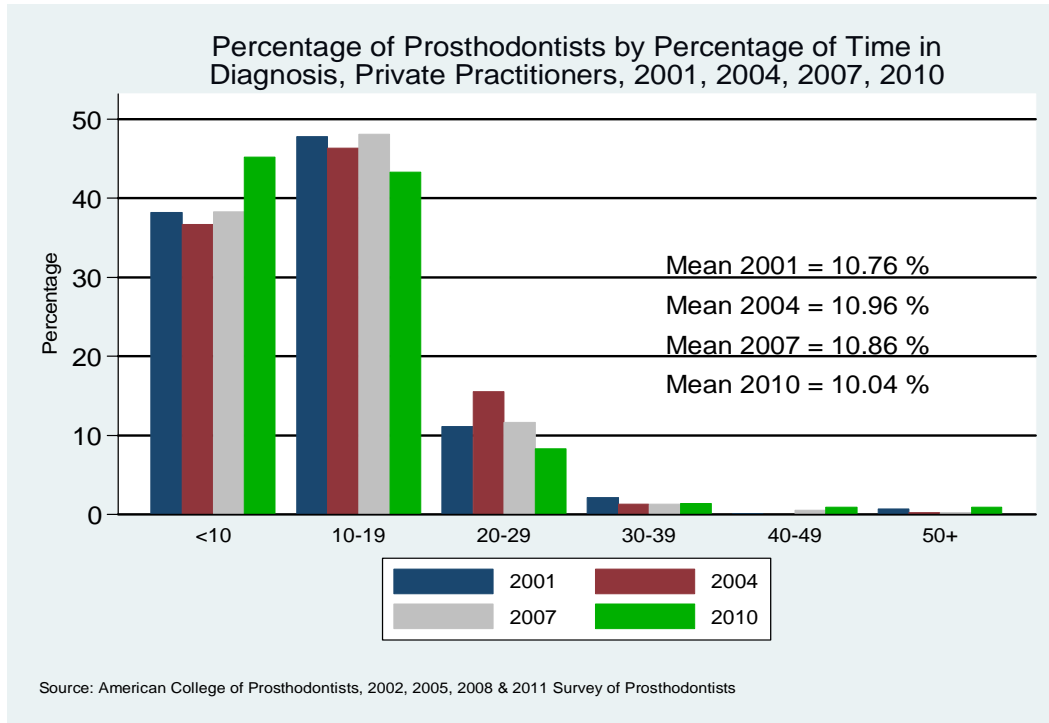
Respondents indicated that they spend the largest percentage of their treatment time providing fixed prosthodontics services. The five procedures taking most of a prosthodontists' time included fixed prosthodontics (21%), implant restorations (19%), complete dentures (12%), operative dentistry (11%) and diagnostic services (10%). See chart on the next page. The 95% confidence intervals shown in the table range from a low of plus/minus 0.16% to plus/minus 2.26% for implant restoration.



**Selected Procedures: Percent of Time Rendering Diagnostic Procedures
Private Practitioners, 2011 Survey of Prosthodontists**

Percent of					95%
Time in			Mean	Standard	Confidence
Procedure	Number	Percentage	Percentage	Deviation	Interval
<10	98	45.16	4.32	2.79	0.55
10-19	94	43.32	11.27	2.27	0.46
20-29	18	8.29	22.26	3.16	
30-39	3	1.38	30.00	0.00	
40-49	2	0.92	47.94	1.50	
50+	2	0.92	55.00	7.07	
Total	217	100.00	10.04	8.50	1.13

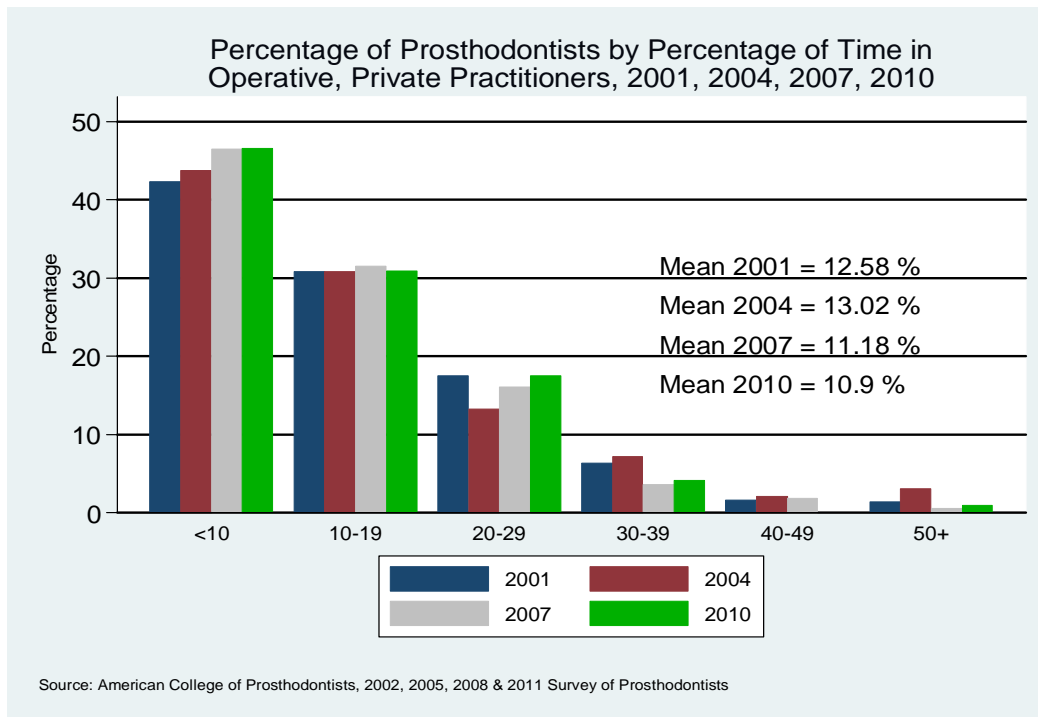
More than 4 of 5 respondents reported they spend up to 20% of their time providing diagnostic services. The average percentage of time in diagnosis is 10.8% with a 95% confidence interval of plus and minus 1.13 percentage points. **Note:** The 95% confidence interval is calculated in this table only for those categories having at least 30 prosthodontists reporting percentages.



**Selected Procedures: Percent of Time Rendering Operative Procedures
Private Practitioners, 2011 Survey of Prosthodontists**

Percent of					95%
Time in			Mean	Standard	Confidence
Procedure	Number	Percentage	Percentage	Deviation	Interval
<10	101	46.54	3.51	3.17	0.62
10-19	67	30.88	12.02	2.86	0.69
20-29	38	17.51	21.68	2.46	0.78
30-39	9	4.15	31.25	3.21	
40-49	0				
50+	2	0.92	50.50	0.71	
Total	217	100.00	10.90	9.32	1.24

The largest percent of prosthodontists (47%) spend less than 10% of their time in providing operative care. Another 31% spend 10%-19% of their time providing operative care. The average percent of time in operative care was 10.9% with a 95% confidence interval of plus or minus 1.2 percentage points. **Note:** The 95% confidence interval is calculated in this table only for those categories having at least 30 prosthodontists reporting percentages.

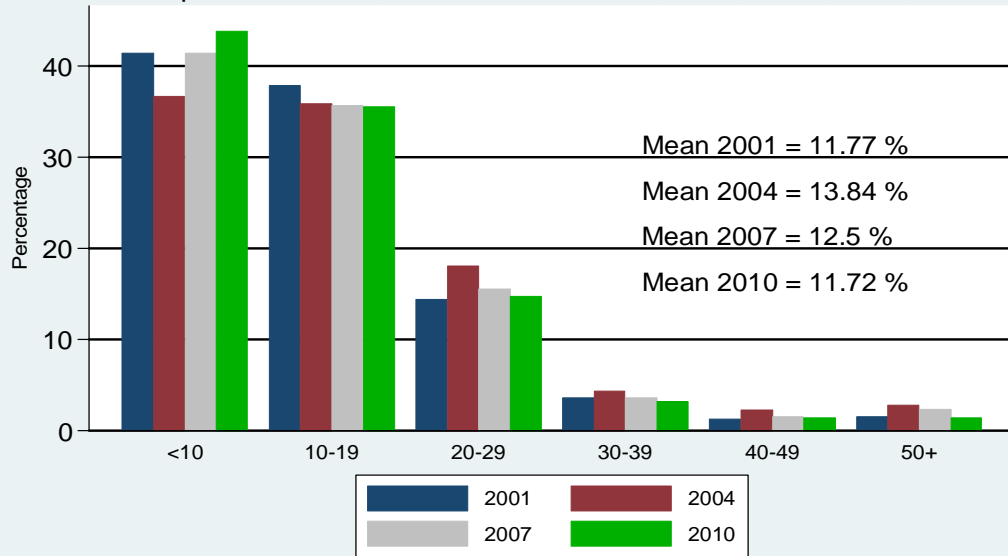


Selected Procedures: Percent of Time Rendering Complete Dentures Procedures Private Practitioners, 2011 Survey of Prosthodontists

Percent of					95%
Time in		Mean	Standard	Confidence	
Procedure	Number	Percentage	Deviation	Interval	
<10	95	43.78	3.74	2.64	0.53
10-19	77	35.48	12.21	2.96	0.66
20-29	32	14.75	22.04	2.43	0.84
30-39	7	3.23	31.91	2.44	
40-49	3	1.38	41.67	2.89	
50+	3	1.38	64.85	13.40	
Total	217	100	11.72	10.84	1.44

Respondents reported they spend an average of 11.7% of their time providing complete denture services (plus/minus 1.4 percentage points). About 44% reported spending less than 10% of their time and 35% spend 10%-19% of their time providing complete denture services. **Note:** The 95% confidence interval is calculated in this table only for those categories having at least 30 prosthodontists reporting percentages.

Percentage of Prosthodontists by Percentage of Time in Complete Dentures, Private Practitioners, 2001, 2004, 2007, 2010

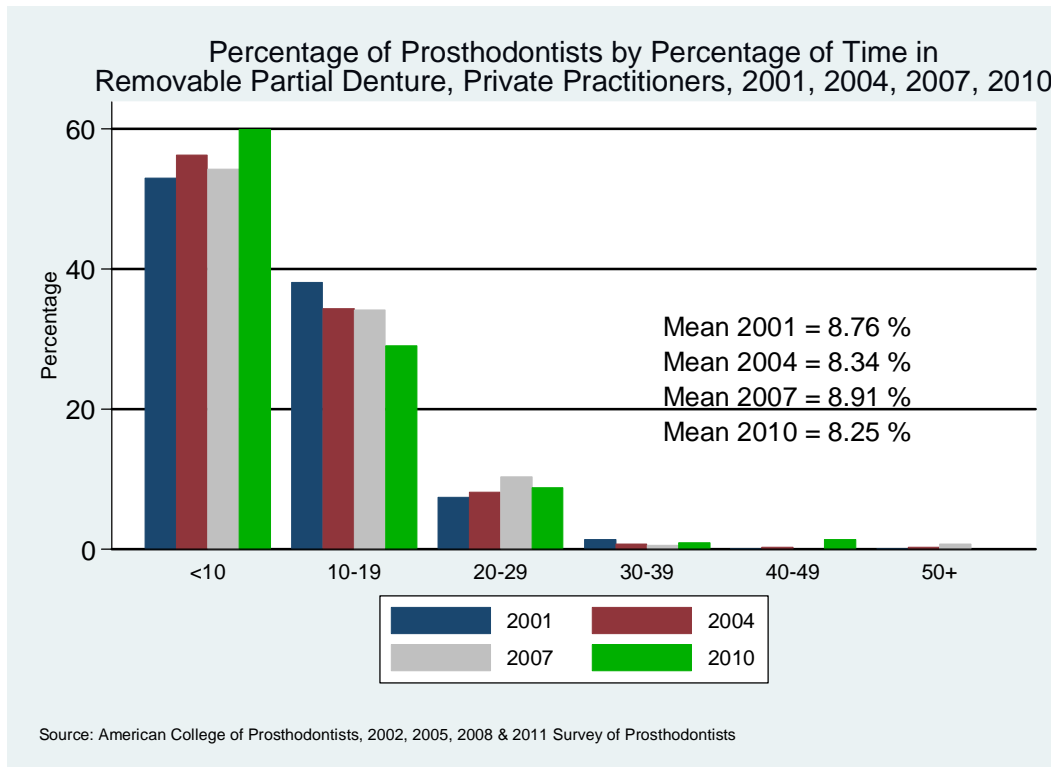


Source: American College of Prosthodontists, 2002, 2005, 2008 & 2011 Survey of Prosthodontists

**Selected Procedures: Percent of Time Rendering Removable Partial Denture Procedures
Private Practitioners, 2011 Survey of Prosthodontists**

Percent of			95%		
Time in		Mean	Standard	Confidence	
Procedure	Number	Percentage	Percentage	Deviation	Interval
<10	130	59.91	3.27	2.66	0.46
10-19	63	29.03	12.07	2.87	0.71
20-29	19	8.76	21.92	3.02	
30-39	2	0.92	31.67	2.36	
40-49	3	1.38	41.67	2.89	
50+	0		0.00		
Total	217	100.00	8.25	7.98	1.06

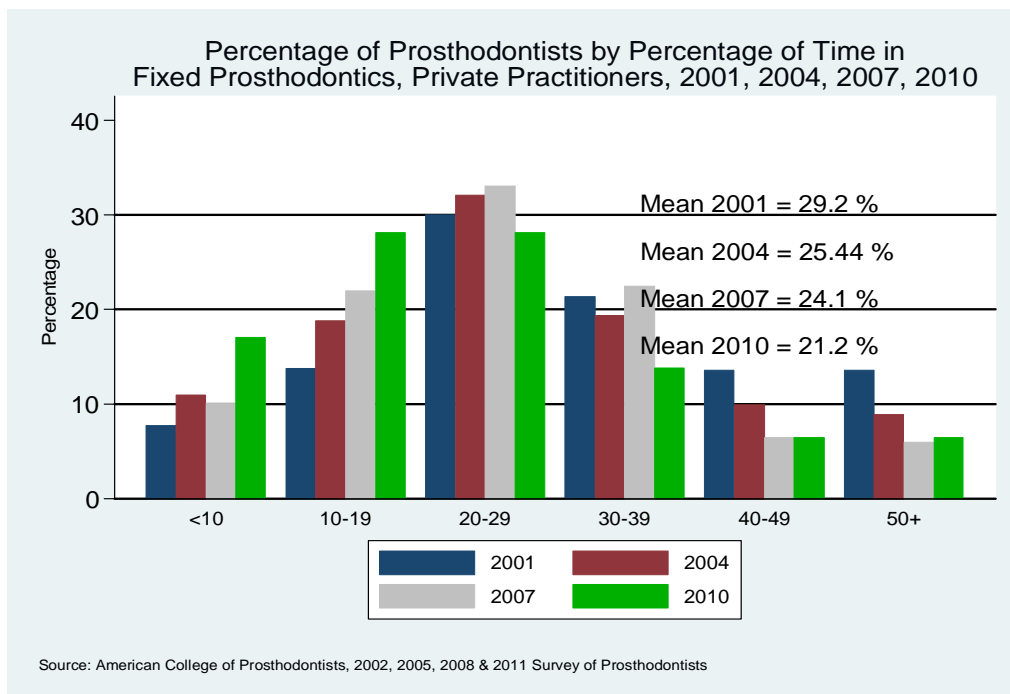
Removable partial denture services takes up an average of 8.3% of prosthodontics treatment time. Almost 60% of respondents indicated that partial denture care takes less than 10% of their time. **Note:** The 95% confidence interval is calculated in this table only for those categories having at least 30 prosthodontists reporting percentages.



**Selected Procedures: Percent of Time Rendering Fixed Prosthodontics Procedures
Private Practitioners, 2011 Survey of Prosthodontists**

Percent of					95%
Time in			Mean	Standard	Confidence
Procedure	Number	Percentage	Percentage	Deviation	Interval
<10	37	17.05	2.69	3.14	1.01
10-19	61	28.11	13.42	3.21	0.81
20-29	61	28.11	22.64	2.92	0.73
30-39	30	13.82	31.79	2.99	1.07
40-49	14	6.45	41.27	2.75	
50+	14	6.45	55.01	6.80	
Total	217	100.00	21.20	14.27	1.90

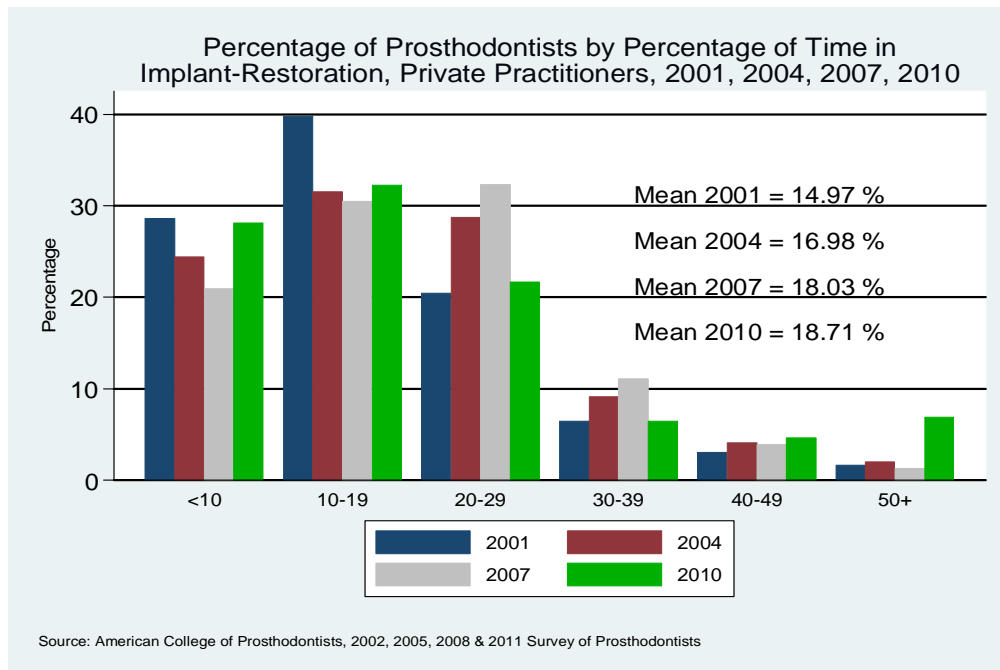
The average percent of time spent in fixed prosthodontics is estimated to be 21.2% by respondents to the survey with a 95% confidence interval of plus or minus 1.9 percentage points. About 70% of respondents indicated they spend 10%-39% of their time providing fixed prosthodontics. Only about 6% of respondents reported they spend more than 50% of their treatment time in fixed prosthodontics. **Note:** The 95% confidence interval is calculated in this table only for those categories having at least 30 prosthodontists reporting percentages.



Selected Procedures: Percent of Time Rendering Implant-Supported Restoration Procedures, Private Practitioners, 2011 Survey of Prosthodontists

Percent of			95%		
Time in		Mean	Standard	Confidence	
Procedure	Number	Percentage	Percentage	Deviation	Interval
<10	61	28.11	4.20	2.95	0.74
10-19	70	32.26	12.95	2.91	0.68
20-29	47	21.66	22.37	2.89	0.83
30-39	14	6.45	31.03	2.67	
40-49	10	4.61	42.30	3.23	
50+	15	6.91	65.87	16.14	
Total	217	100.00	18.71	16.97	2.26

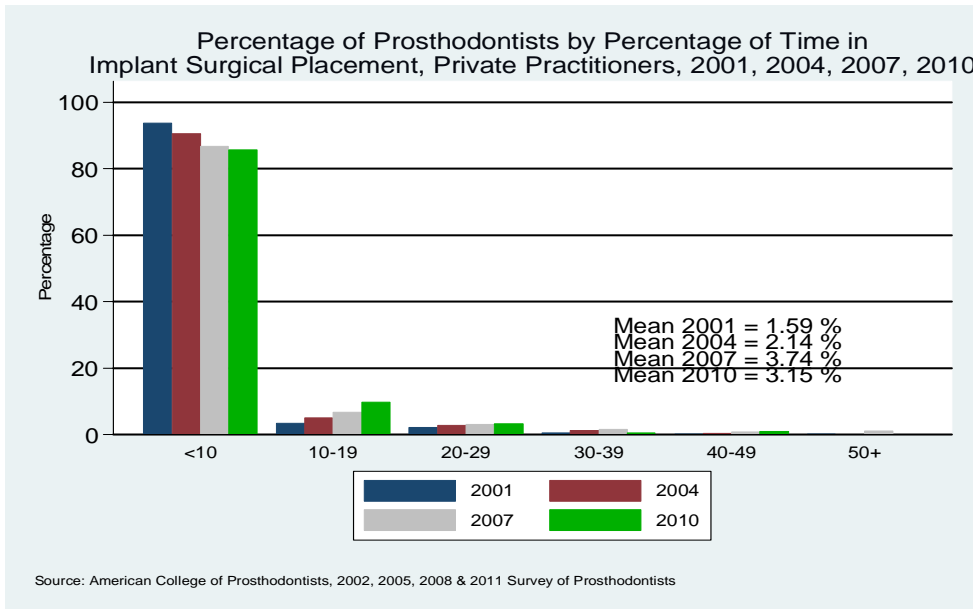
More than 80% of respondents indicated they spend up to 30% of their treatment time providing implant supported restoration. The average percent of time reported in implant restoration was 19% of time. **Note:** The 95% confidence interval is calculated in this table only for those categories having at least 30 prosthodontists reporting percentages. Implant restorations have grown continuously since 2001 but increased by only 0.68 percentage points since 2007. The increases were 2.0 percentage points 2001 to 2004 and about 1.0 percentage point 2004 to 2010.



**Selected Procedures: Percent of Time Rendering Implant Surgical Placement Procedures
Private Practitioners, 2011 Survey of Prosthodontists**

Percent of			95%		
Time in			Mean	Standard	Confidence
Procedure	Number	Percentage	Percentage	Deviation	Interval
<10	336	86.82	0.72	1.95	0.21
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	1.02

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 with a 95% confidence interval of plus or minus 1.0 percentage points. **Note:** The 95% confidence interval is calculated in this table only for those categories having at least 30 prosthodontists reporting percentages. While implant surgical placements have doubled since 2005, these treatments remain a low percentage of prosthodontist time in treatment.

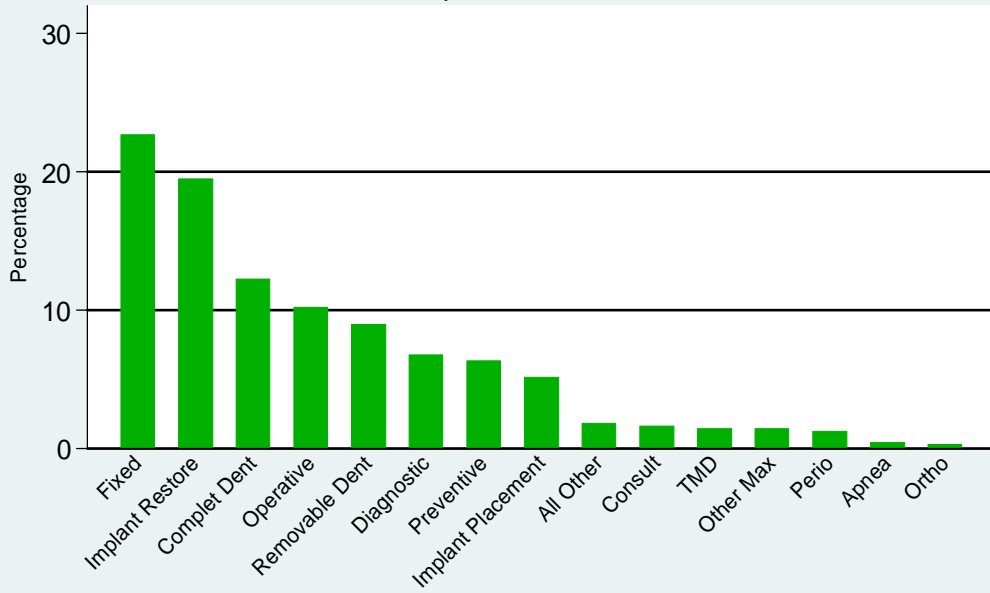


**Mean Percentage of Annual Gross Billings Earned by Dental Procedures,
Private Practitioners, 2011 Survey of Prosthodontists**

Procedure Group	Mean		Number	95%
	Percent of Dollars	Standard Deviation		Confidence Interval
Fixed	22.67	15.05	155	2.37
Implant Restore	19.49	15.36	155	2.42
Complete Denture	12.26	13.33	155	2.10
Operative	10.20	9.72	155	1.53
Diagnostic	8.94	8.83	155	1.39
Removable Denture	6.78	5.56	155	0.88
Preventive	6.35	6.89	155	1.08
Implant Placement	5.12	9.93	155	1.56
Patient Consulting	1.79	7.15	155	1.13
Other Miscellaneous	1.62	4.40	155	0.69
TMD	1.42	2.76	155	0.43
Other Maxillofacial	1.41	8.18	155	1.29
Periodontal	1.23	2.84	155	0.45
Sleep Apnea	0.42	1.04	155	0.16
Orthodontic	0.30	1.35	155	0.21

Respondents indicated that they earn the largest percent of their annual gross billings by providing fixed prosthodontics services. The five procedures representing the largest shares of annual gross billings included fixed prosthodontics (23%), implant restorations (19%), complete dentures (12%), operative dentistry (10%) and diagnostic services (9%). See chart on the next page. According to respondents, these five procedure groups represent about 73% of annual gross billings. See the chart on the next page. The calculated 95% intervals in the table ranged from plus or minus 0.21 percentage points for orthodontic to 2.42 percentage points for implant restoration.

Mean Percentage of Annual Gross Billings by Procedure Groups, Private Practitioners, 2010

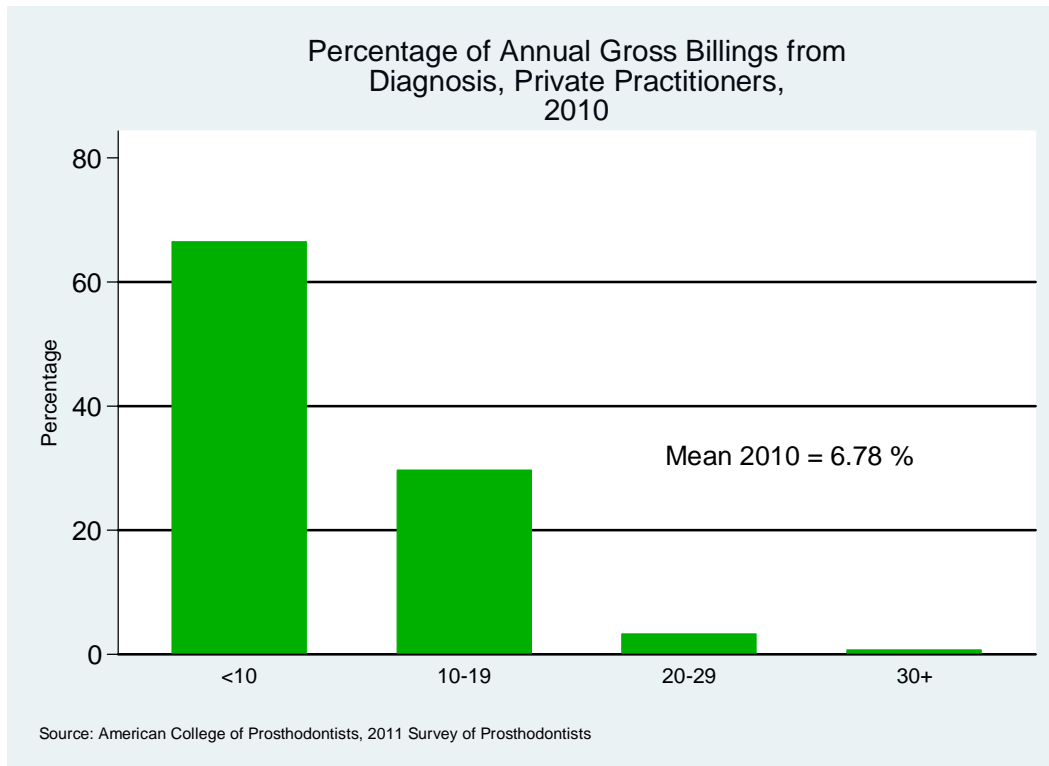


Source: American College of Prosthodontists, 2011 Survey of Prosthodontists

Selected Procedures: Percent of Annual Gross Billings from Diagnostic Procedures Private Practitioners, 2011 Survey of Prosthodontists

Percent of			95%		
Gross			Mean	Standard	Confidence
Billings	Number	Percentage	Percentage	Deviation	Interval
<10	103	66.45	3.75	2.60	0.50
10-19	46	29.68	11.33	2.34	0.68
20-29	5	3.23	21.64	2.33	
30+	1	0.65	35.00		
Total	155	100.00	6.78	5.56	0.88

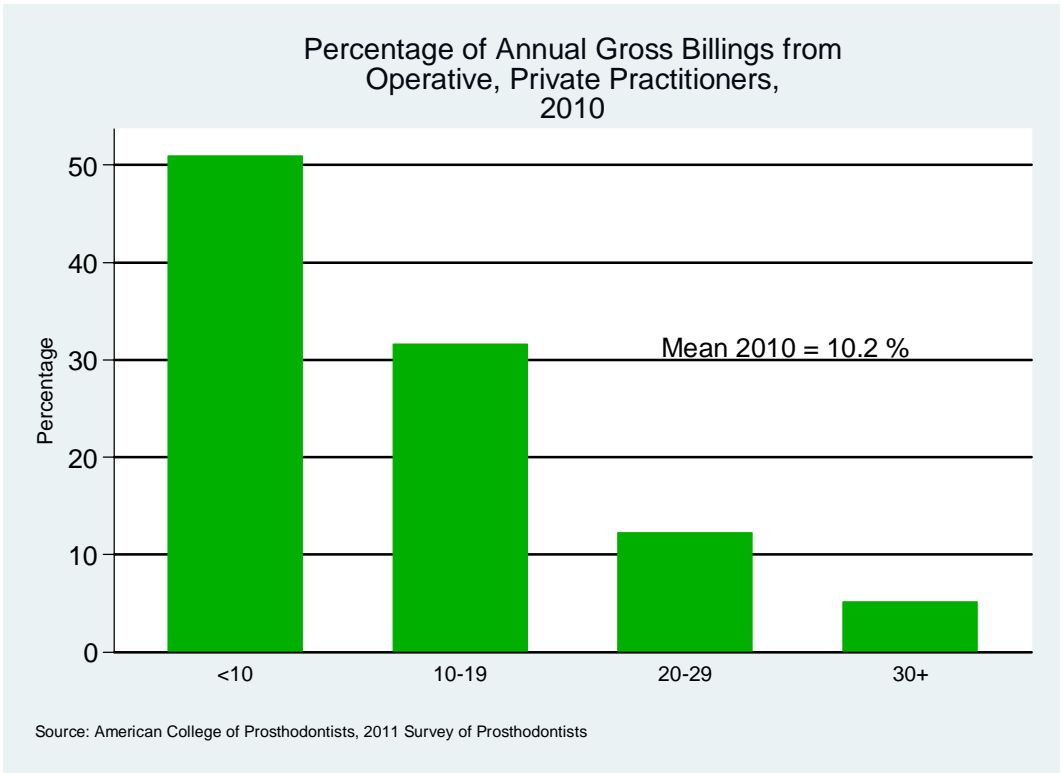
About 6.8% of annual gross billings, on average, were derived by prosthodontists from diagnostic services. Slightly more than 66% of respondents indicated they derived less than 10% of gross billings from diagnosis. **Note:** The 95% confidence interval is calculated in this table only for those categories having at least 30 prosthodontists reporting percentages.



Selected Procedures: Percent of Annual Gross Billings from Operative Procedures Private Practitioners, 2011 Survey of Prosthodontists

Percent of			95%		
Gross			Mean	Standard	Confidence
Billings	Number	Percentage	Percentage	Deviation	Interval
<10	79	50.97	3.28	2.90	0.64
10-19	49	31.61	12.27	2.93	0.82
20-29	19	12.26	22.06	2.64	
30+	8	5.16	37.79	9.15	
Total	155	100.00	10.20	9.72	1.53

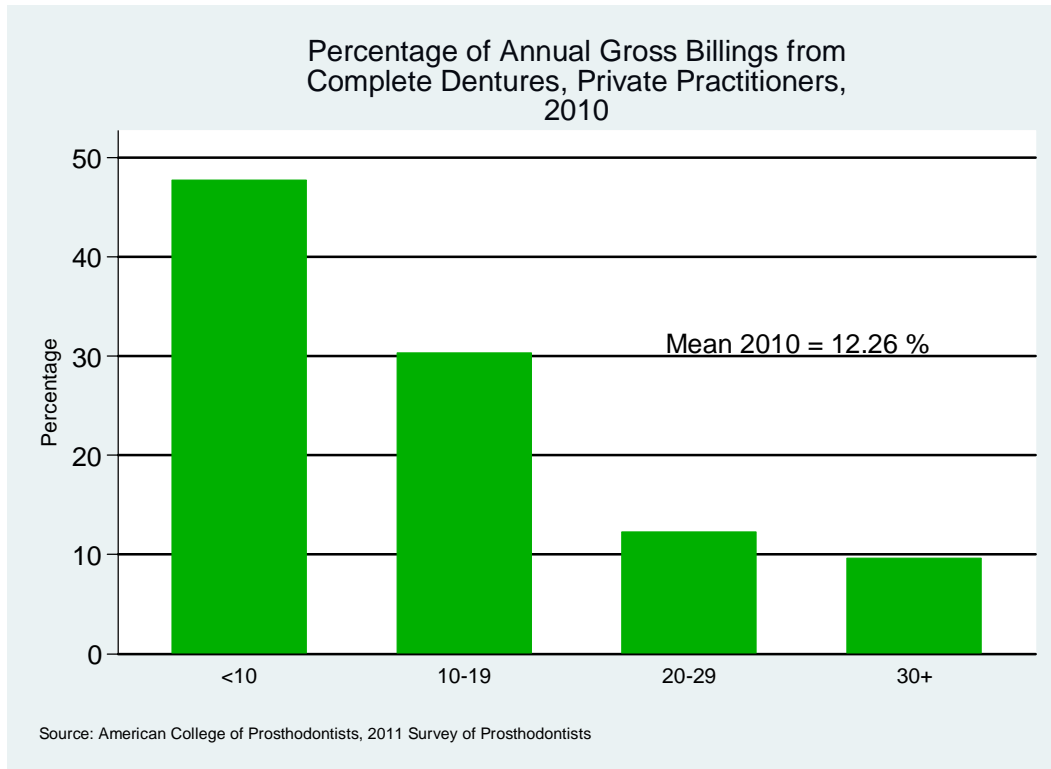
About 50% of respondents reported less than 10% of annual gross billings were received from operative procedures. Another 32% indicated 10%-19% of gross billings were derived from operative care. **Note:** The 95% confidence interval is calculated in this table only for those categories having at least 30 prosthodontists reporting percentages.



Selected Procedures: Percent of Annual Gross Billings from Complete Dentures Procedures Private Practitioners, 2011 Survey of Prosthodontists

Percent of			95%		
Gross			Mean	Standard	Confidence
Billings	Number	Percentage	Percentage	Deviation	Interval
<10	74	47.74	3.57	2.59	0.59
10-19	47	30.32	12.14	3.16	0.90
20-29	19	12.26	22.02	2.97	
30+	15	9.68	43.14	18.05	
Total	155	100.00	12.26	13.33	2.10

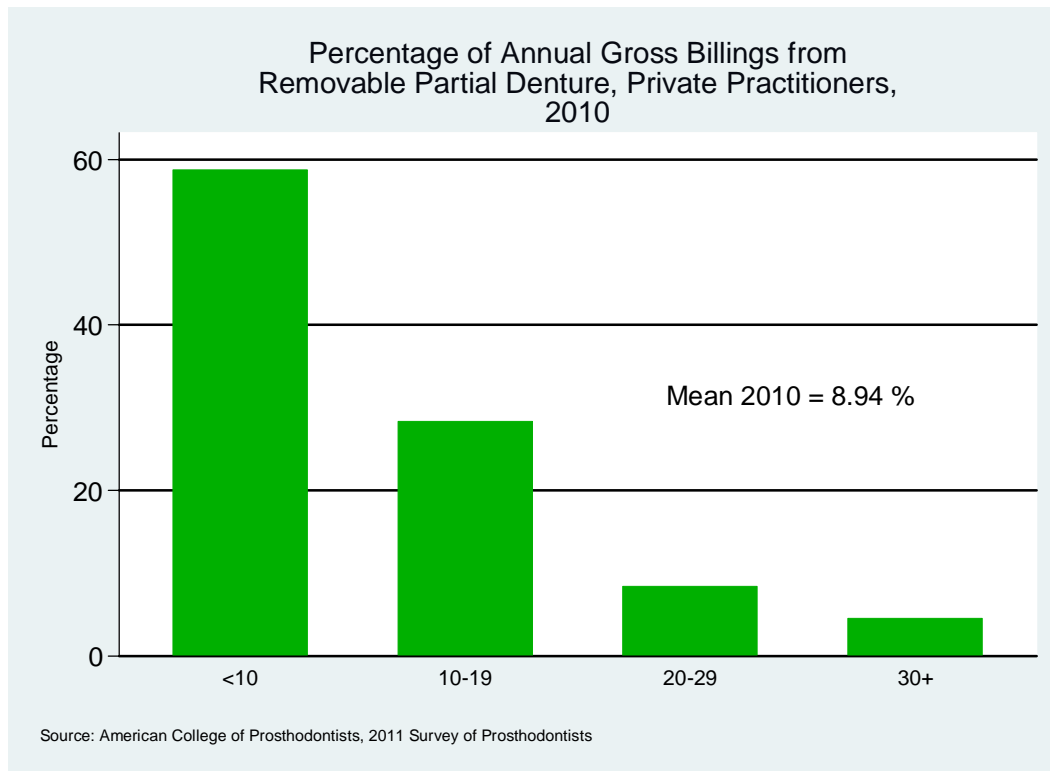
Respondents reported they receive an average of 12.3% of annual gross billings from complete denture care. About 48% indicated they receive less than 10% of their gross billings from complete dentures and 10% reported 30% or more. **Note:** The 95% confidence interval is calculated in this table only for those categories having at least 30 prosthodontists reporting percentages.



Selected Procedures: Percent of Annual Gross Billings from Removable Partial Denture Procedures Private Practitioners, 2011 Survey of Prosthodontists

Percent of			95%		
Gross			Mean	Standard	Confidence
Billings	Number	Percentage	Percentage	Deviation	Interval
<10	91	58.71	3.44	2.87	0.59
10-19	44	28.39	12.28	2.72	0.80
20-29	13	8.39	21.15	2.19	
30+	7	4.52	36.71	7.18	
Total	155	100.00	8.94	8.83	1.39

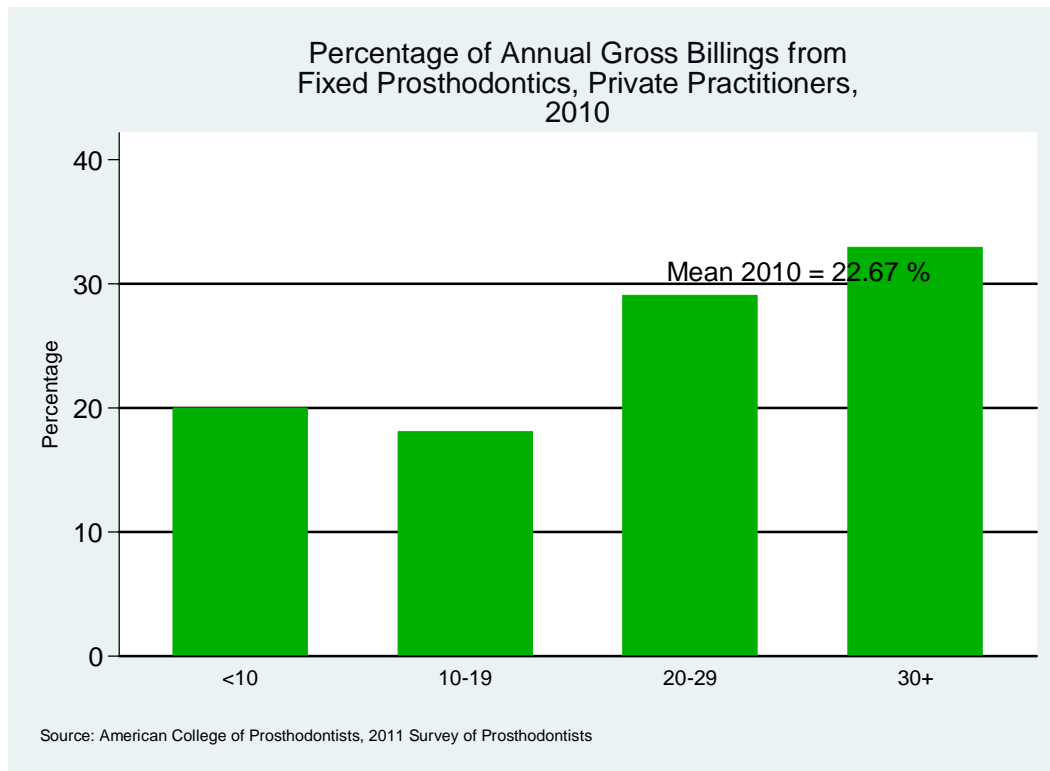
Removable partial denture services result in an average of 8.9% of annual gross billings. Almost 60% of respondents indicated that partial denture care results in less than 10% of gross billings. Only about 5% of respondents indicated that 30% or more of gross was the result of partial dentures. **Note:** The 95% confidence interval is calculated in this table only for those categories having at least 30 prosthodontists reporting percentages.



Selected Procedures: Percent of Annual Gross Billings from Fixed Prosthodontics Procedures Private Practitioners, 2011 Survey of Prosthodontists

Percent of			95%		
Gross			Mean	Standard	Confidence
Billings	Number	Percentage	Percentage	Deviation	Interval
<10	31	20.00	3.26	3.18	1.12
10-19	28	18.06	13.89	3.26	
20-29	45	29.03	22.66	2.78	0.81
30+	51	32.90	39.29	10.96	3.01
Total	155	100.00	22.67	15.05	2.37

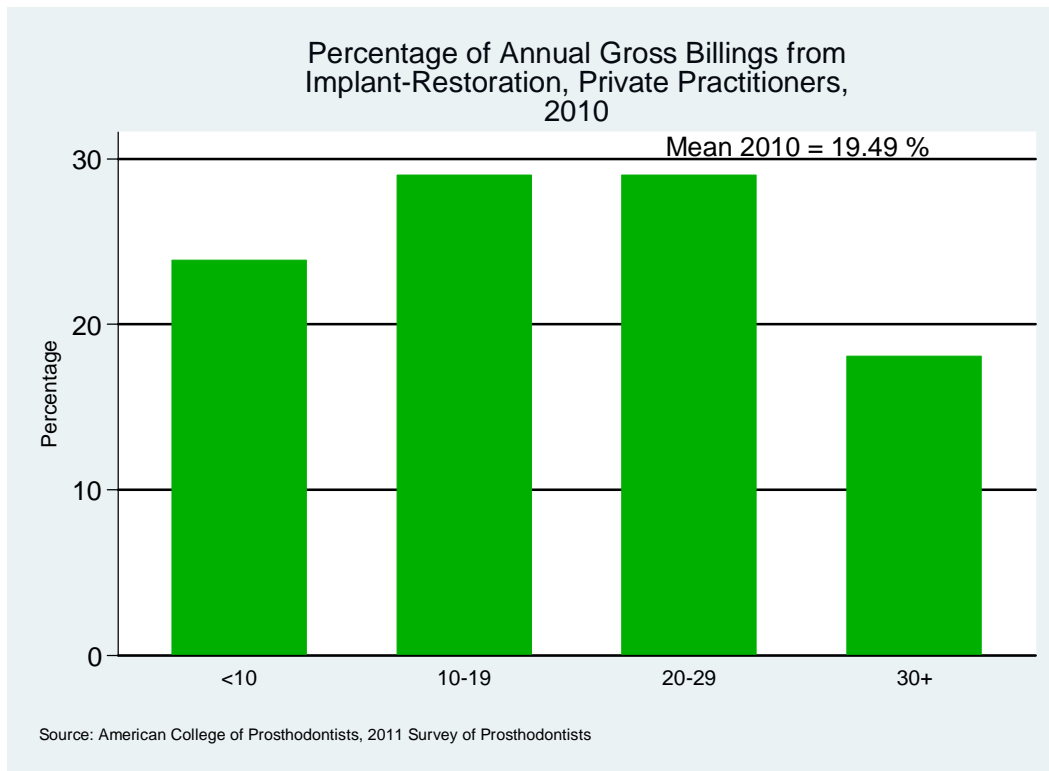
The average amount of annual gross billings from fixed prosthodontics is estimated to be 22.7% by respondents to the survey. About 29% reported they earn 20%-29% of gross billings from fixed prosthodontics procedures. Another 33% indicated they earned 30% or more of gross billings from fixed procedures. **Note:** The 95% confidence interval is calculated in this table only for those categories having at least 30 prosthodontists reporting percentages.



Selected Procedures: Percent of Annual Gross Billings from Implant-Supported Restoration Procedures, Private Practitioners, 2011 Survey of Prosthodontists

Percent of			95%		
Gross			Mean	Standard	Confidence
Billings	Number	Percentage	Percentage	Deviation	Interval
<10	37	23.87	4.47	3.36	1.08
10-19	45	29.03	12.71	3.13	0.91
20-29	45	29.03	22.98	3.01	0.88
30+	28	18.06	44.65	15.39	
Total	155	100.00	19.49	15.36	2.42

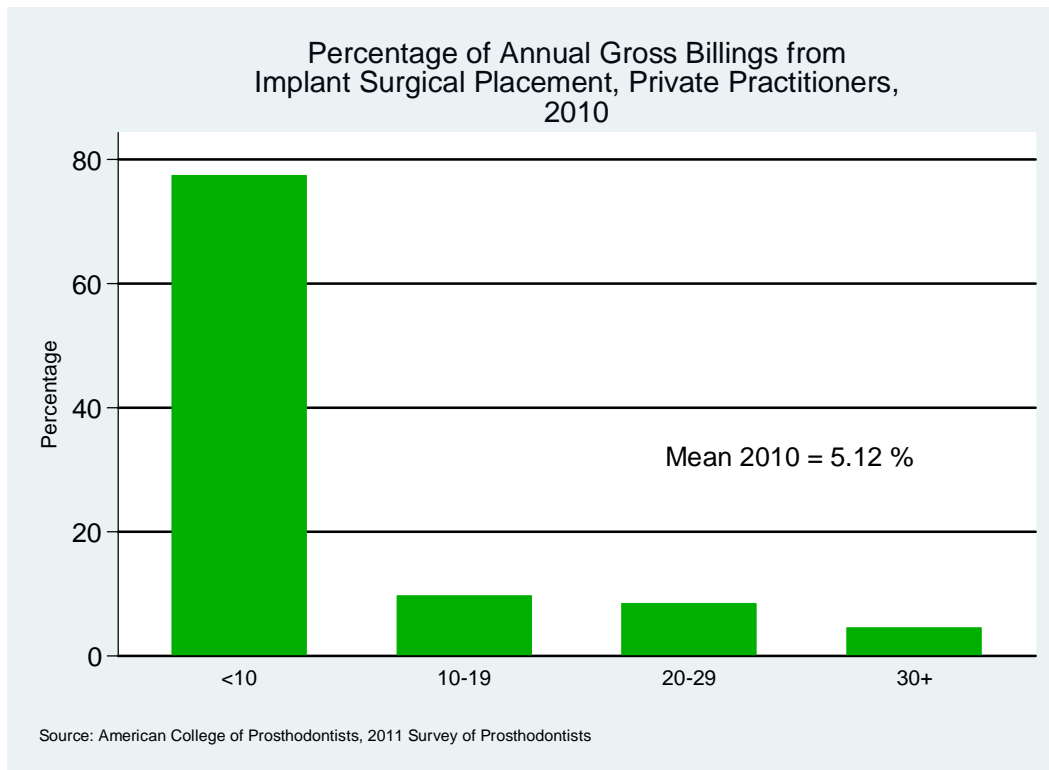
More than 80% of respondents indicated they earn up to 30% of their annual gross billings providing implant supported restoration. The average percent of gross billings earned from implant restoration was almost 20%. **Note:** The 95% confidence interval is calculated in this table only for those categories having at least 30 prosthodontists reporting percentages.



**Selected Procedures: Percent of Time Rendering Implant Surgical Placement Procedures
Private Practitioners, 2011 Survey of Prosthodontists**

Percent of			95%		
Gross			Mean	Standard	Confidence
Billings	Number	Percentage	Percentage	Deviation	Interval
<10	120	77.42	0.70	1.88	0.34
10-19	15	9.68	10.34	1.29	
20-29	13	8.39	21.68	2.58	
30+	7	4.52	38.86	7.80	
Total	155	100.00	5.12	9.93	1.56

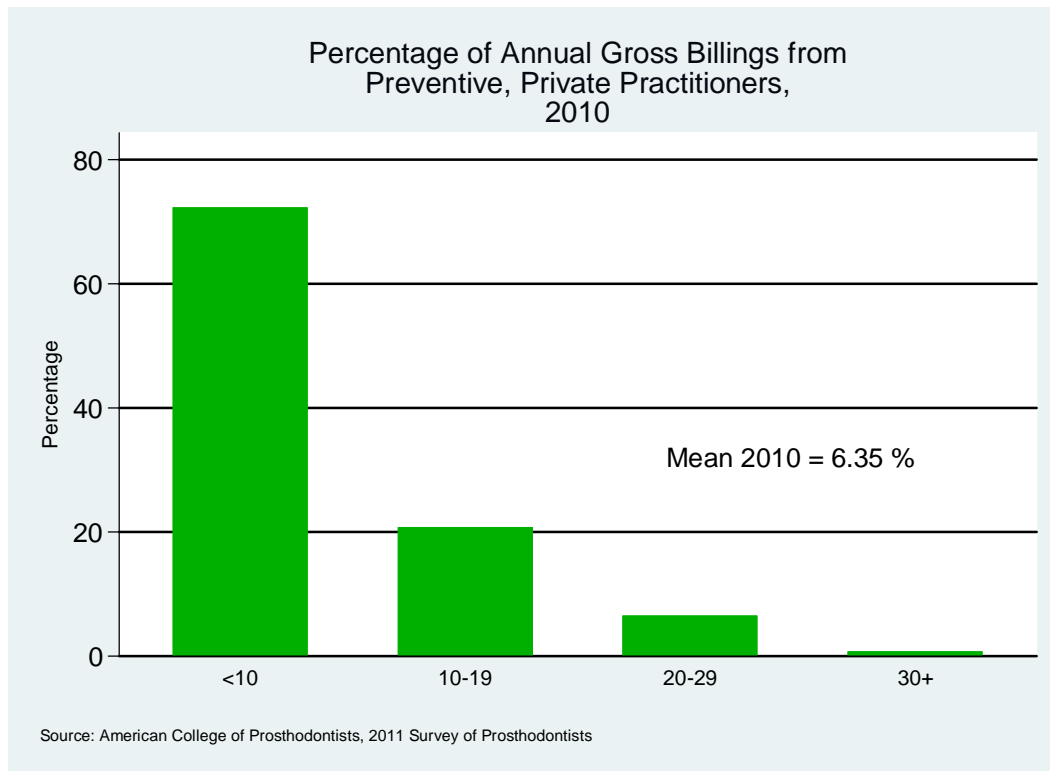
Most of the respondents (77%) reported they received less than 10% of their annual gross billings providing implant surgical placement procedures. The average percent of gross billings was estimated to be 5.1% for implant placement procedures. **Note:** The 95% confidence interval is calculated in this table only for those categories having at least 30 prosthodontists reporting percentages.



Selected Procedures: Percent of Annual Gross Billings from Preventive Procedures Private Practitioners, 2011 Survey of Prosthodontists

Percent of			95%		
Gross			Mean	Standard	Confidence
Billings	Number	Percentage	Percentage	Deviation	Interval
<10	112	72.26	2.81	3.08	0.57
10-19	32	20.65	13.28	3.05	1.06
20-29	10	6.45	21.05	2.15	
30+	1	0.65	35.00		
Total	155	100.00	6.35	6.89	1.08

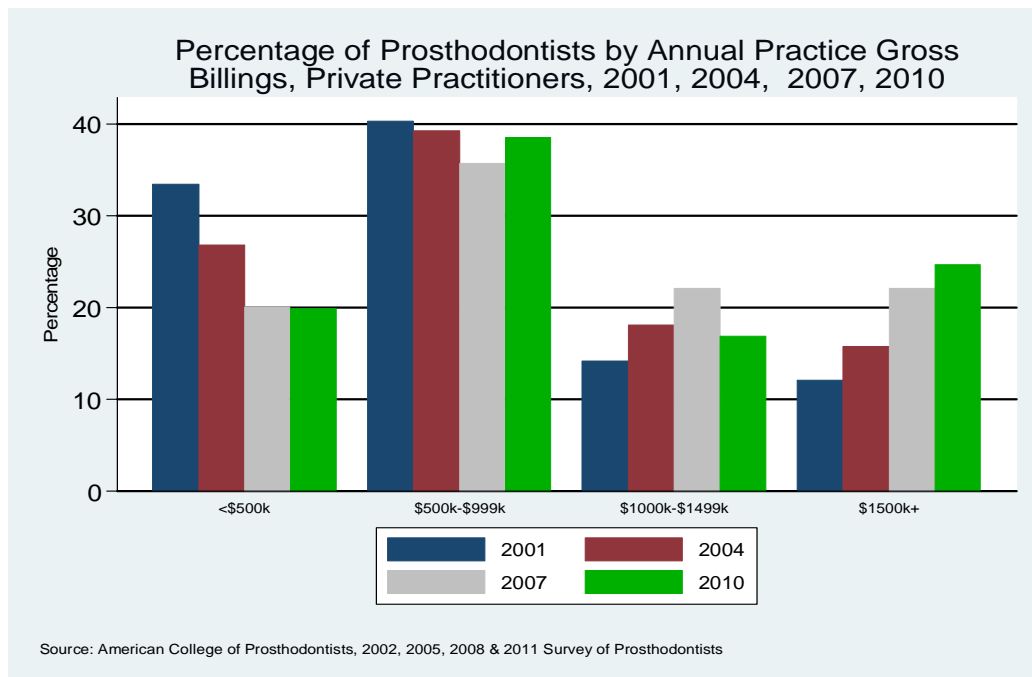
Most of the respondents (72%) reported they received less than 10% of their annual gross billings providing preventive procedures. The average percent of gross billings was estimated to be 6.4% for implant placement procedures. **Note:** The 95% confidence interval is calculated in this table only for those categories having at least 30 prosthodontists reporting percentages.



**Percentage of Prosthodontists by Amount of Annual Practice Gross Billings
Private Practitioners, 2011 Survey of Prosthodontists**

Practice			Mean		95%
Gross			Gross	Standard	Confidence
Billings	Number	Percentage	Billings	Deviation	Interval
<\$500k	33	19.88	\$245,073	\$135,929	\$46,377
\$500k-\$999k	64	38.55	\$711,081	\$135,624	\$33,227
\$1000k-\$1499k	28	16.87	\$1,186,986	\$136,927	\$50,718
\$1500k+	41	24.70	\$2,662,617	\$1,569,344	\$480,368
Total	166	100.00	\$1,180,720	\$1,190,399	\$181,087

The average gross billings³ per practice were estimated to be \$1,180,720 in 2010. About 58% of respondents reported gross billings below \$1 million and 25% reported gross billings exceeding \$1.5 million. Twelve percent reported practice gross billings of \$2 million or more.



³ 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.

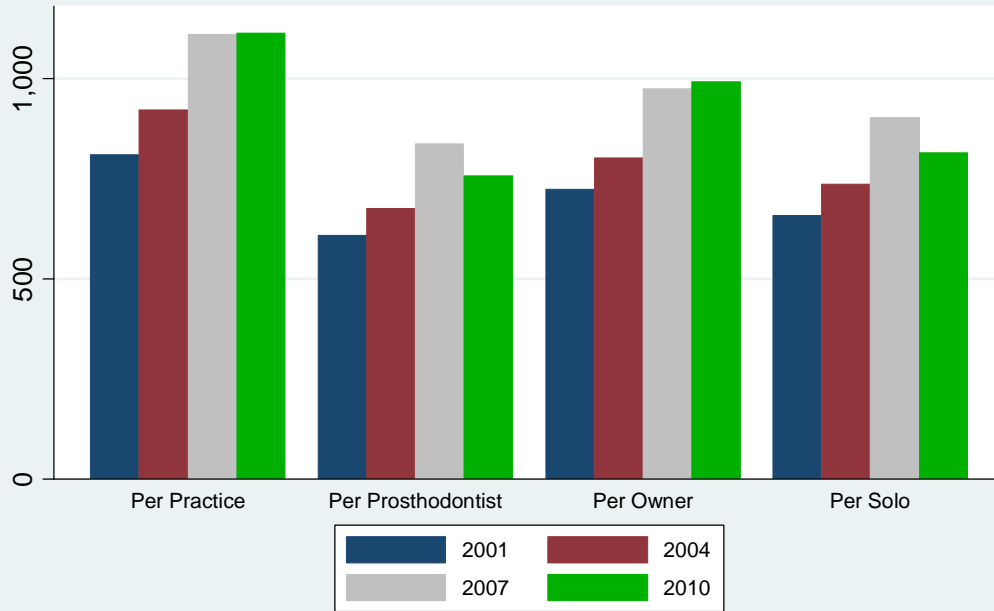
**Mean Gross Billings for Selected Groups of Prosthodontists
Private Practitioners, 2011 Survey of Prosthodontists**

Statistics	Gross Billings Group			
	Per Practice	Per Prostho	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
95% C. Interval	\$49,851	\$29,272	\$36,505	\$34,630
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
95% C. Interval	\$98,714	\$54,363	\$68,183	\$66,403
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
95% C. Interval	\$105,669	\$60,610	\$74,024	\$74,207
Number	288	280	266	193
Year: 2010				
Mean	\$1,113,520	\$758,087	\$992,079	\$815,712
Std Deviation	\$902,973	\$448,318	\$680,107	\$420,330
95% C. Interval	\$139,048	\$71,038	\$108,477	\$83,220
Number	162	153	151	98

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 2010 were \$758,100 per prosthodontist, \$992,100 per owner, and \$815,700 per solo prosthodontist. The table above and the chart compare the nominal⁴ dollar amounts of gross billings for each group in each of the survey years, 2001, 2004, and 2007. Compared to the year 2007, gross billings per practice increased, gross billings per prosthodontist decreased, gross billings per practice owner increased and solo gross billings declined.

⁴ Nominal means the comparison of mean gross billings over the period 2001-2010 has not been adjusted for inflation in national dental fees.

Mean Gross Billings for Selected Groups,
Private Practitioners, 2001, 2004, 2007, 2010

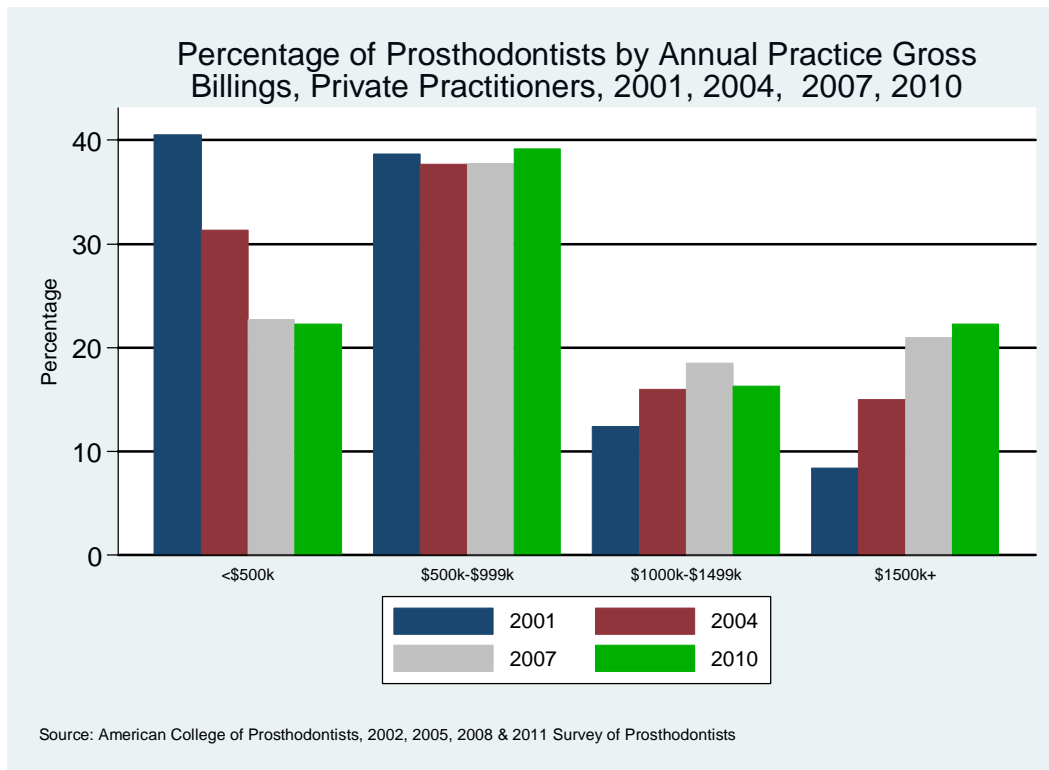


Source: American College of Prosthodontists, 2002, 2005, 2008 & 2011 Survey of Prosthodontists

**Percentage of Prosthodontists by Amount of Practice Gross Receipts
Private Practitioners, 2011 Survey of Prosthodontists**

Practice Gross Receipts	Number	Percentage	Mean		95% Confidence Interval
			Gross Receipts	Standard Deviation	
<\$500k	37	22.29	\$257,620	\$142,617	\$45,953
\$500k-\$999k	65	39.16	\$715,522	\$142,328	\$34,600
\$1000k-\$1499k	27	16.27	\$1,202,449	\$118,452	\$44,680
\$1500k+	37	22.29	\$2,679,084	\$1,596,548	\$514,433
Total	166	100.00	\$1,130,320	\$1,161,010	\$176,616

The estimated average amount of gross receipts at the practice level was \$1,130,320 with a 95% confidence interval of plus or minus \$176,610. Gross receipts should be lower than gross billings due to uncollected revenue from services rendered. About 61% of respondents indicated their gross receipts were less than \$1 million and 22% reported gross receipts of \$1.5 million or more.

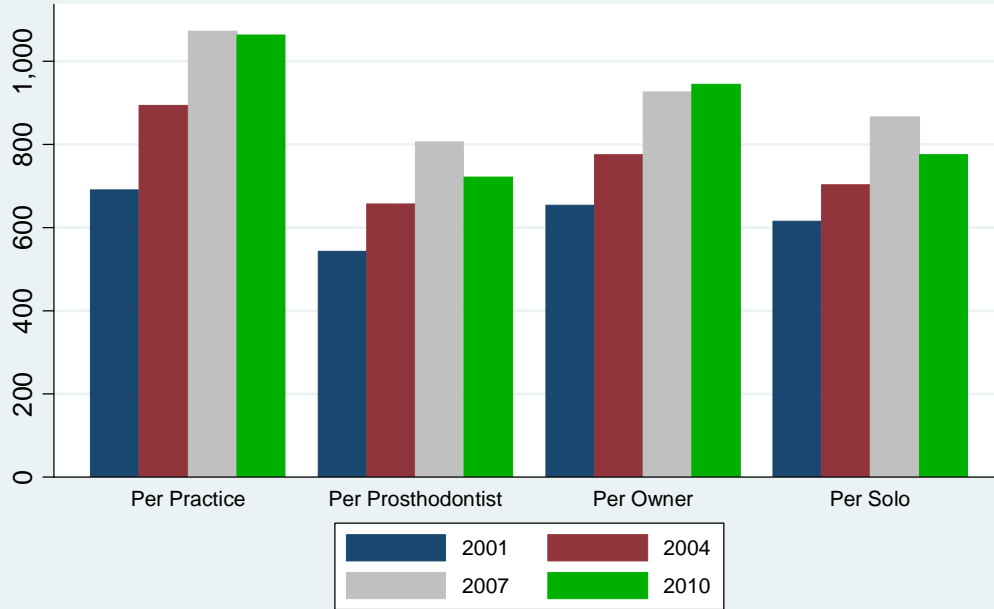


**Mean Gross Receipts for Selected Groups of Prosthodontists
Private Practitioners, 2011 Survey of Prosthodontists**

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
95% C. Interval	\$40,376	\$28,090	\$34,765	\$34,038
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
95% C. Interval	\$99,387	\$55,133	\$70,438	\$60,548
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
95% C. Interval	\$110,246	\$61,603	\$72,235	\$76,551
Number	280	274	261	193
Year: 2010				
Mean	\$1,063,108	\$721,970	\$944,206	\$775,441
Std Deviation	\$871,750	\$422,610	\$641,600	\$393,888
95% C. Interval	\$134,240	\$66,964	\$102,335	\$77,984
Number	162	153	151	98

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 2010 were \$721,970 per prosthodontist, \$944,200 per owner, and \$775,441 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. Compared to the year 2007, gross receipts per practice increased, gross receipts per prosthodontist decreased, gross receipts per practice owner increased and solo gross receipts declined.

Mean Gross Receipts for Selected Groups,
Private Practitioners, 2001, 2004, 2007, 2010

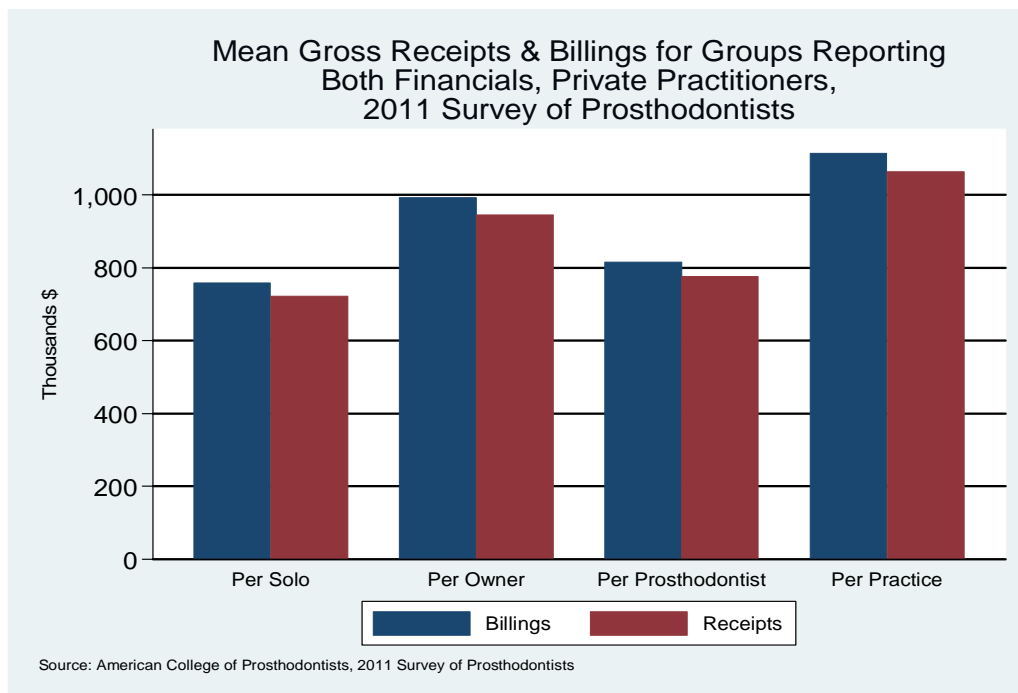


Source: American College of Prosthodontists, 2002, 2005, 2008 & 2011 Survey of Prosthodontists

**Mean Gross Receipts for Groups of Prosthodontists Reporting both Financials,
Private Practitioners, 2011 Survey of Prosthodontists**

	Gross	Gross		Gross	Gross
Statistic	Billings	Receipts	Statistic	Billings	Receipts
Per Practice			Per Owner		
Mean	\$1,113,520	\$1,063,108	Mean	\$992,079	\$944,206
Std Deviation	\$902,973	\$871,750	Std Deviation	\$680,107	\$641,600
Number	162	162	Number	151	151
Per Prosthodontist			Per Solo		
Mean	\$758,087	\$721,970	Mean	\$815,712	\$775,441
Std Deviation	\$448,318	\$422,610	Std Deviation	\$420,330	\$393,888
Number	153	153	Number	98	98

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. The average billings and receipts shown in this table are also shown in the previous two tables.

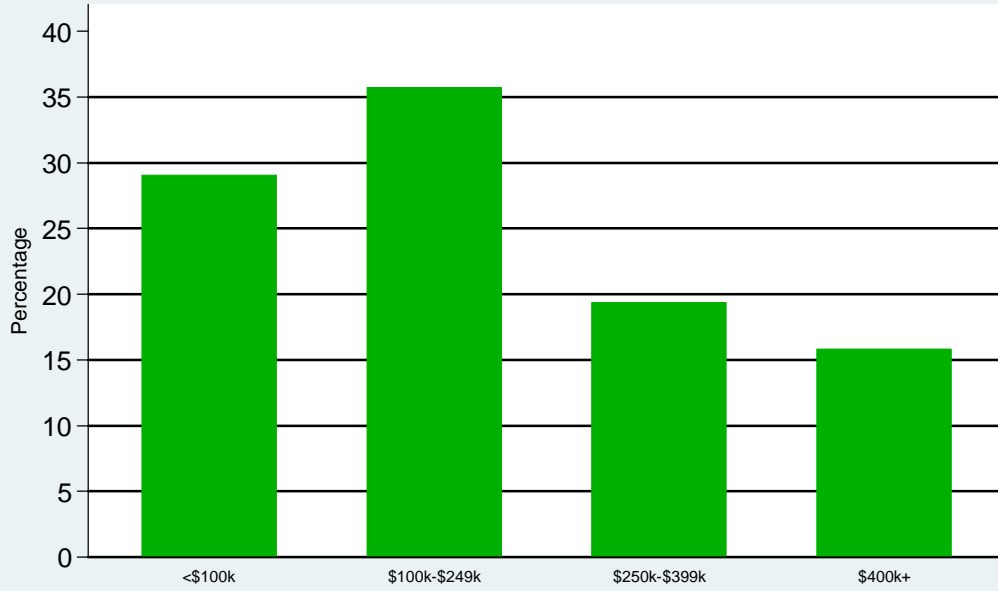


Mean Net Income and Percentage of Prosthodontists by Net Income Groups, Private Practitioners, 2010

Net Income Group (Thousands \$)	Net		Mean		95%
	Number	Percentage	Net Income	Standard Deviation	Confidence Interval
<\$100k	55	28.80	\$49,638	\$29,170	\$7,709
\$100k-\$249k	70	36.65	\$167,481	\$44,886	\$10,515
\$250k-\$399k	38	19.90	\$298,945	\$38,913	\$12,372
\$400k+	28	14.66	\$668,960	\$290,782	\$107,705
Total	191	100.00	\$238,014	\$238,031	\$33,757

The average net income from private practice reported by respondents was \$238,010 in 2010 with a 95% confidence interval of plus or minus \$33,757. Almost 30% of respondents reported less than \$100,000 net income and 15% reported net incomes of \$400,000 or more.

Percentage of Prosthodontists by Net Income from Practice, Private Practitioners, 2010

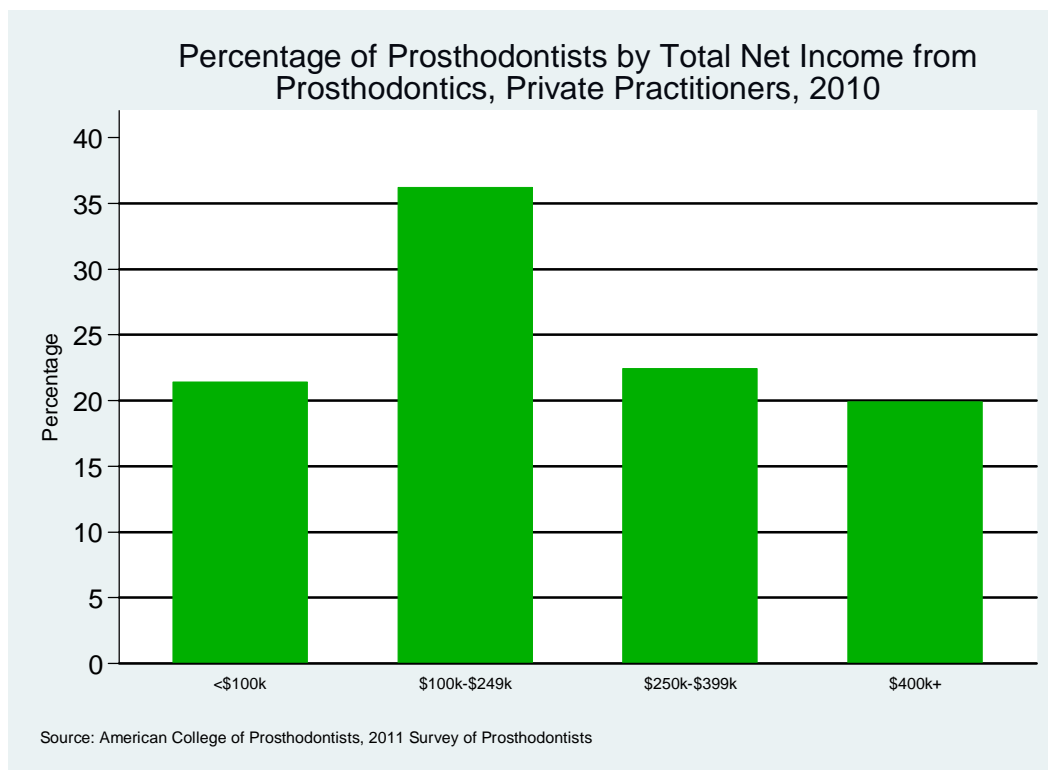


Source: American College of Prosthodontists, 2011 Survey of Prosthodontists

Mean “Total” Net Income and Percentage of Prosthodontists by “Total” Net Income Groups, Private Practitioners, 2010

Net Income Group (Thousands \$)			Mean		95%
	Number	Percentage	Net Income	Standard Deviation	Confidence Interval
<\$100k	42	21.43	\$51,747	\$30,697	\$9,284
\$100k-\$249k	71	36.22	\$173,533	\$43,503	\$10,119
\$250k-\$399k	44	22.45	\$301,441	\$42,965	\$12,695
\$400k+	39	19.90	\$659,257	\$269,443	\$84,564
Total	196	100.00	\$272,799	\$244,130	\$34,178

Total net income of prosthodontists includes the net income from private practice (see previous table) plus all other income received from the practice of prosthodontics (e.g., teaching, hospital staff, consulting, etc.). In 2010, respondents reported an average of \$272,799 in total net income with a 95% confidence interval of plus or minus \$34,178. About 58% of respondents reported total net income of less than \$250,000 and 20% reported total net income of \$400,000 or more.



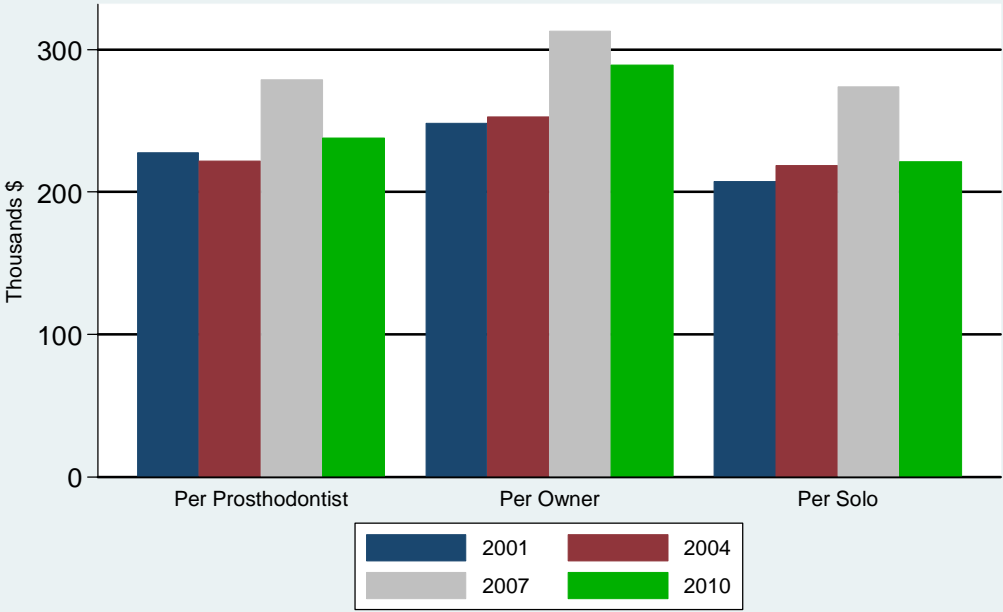
**Mean Net Income from Private Practice for Selected Groups,
Private Practitioners, 2001, 2004, 2007, 2010**

Statistic	Per	Per	Per
	Prosthodontist	Owner	Solo
Year: 2001			
Mean	\$227,400	\$248,290	\$207,540
Std Deviation	\$320,207	\$337,796	\$152,290
95% C. Interval	\$23,603	\$26,784	\$13,470
Number	707	611	491
Year: 2004			
Mean	\$221,849	\$252,984	\$218,422
Std Deviation	\$210,717	\$220,770	\$172,703
95% C. Interval	\$23,765	\$27,873	\$23,758
Number	302	241	203
Year: 2007			
Mean	\$278,745	\$312,859	\$273,871
Std Deviation	\$235,158	\$241,727	\$215,893
95% C. Interval	\$28,529	\$32,387	\$31,716
Number	261	214	178
Year: 2010			
Mean	\$238,014	\$289,226	\$221,481
Std Deviation	\$238,031	\$259,619	\$197,608
95% C. Interval	\$33,757	\$44,122	\$37,097
Number	191	133	109

The net income data shown in the table and chart are in nominal⁵ dollar terms and unadjusted for general inflation. While the average net income among all prosthodontists is \$268,247 in 2010, the mean net income for practice owners is higher at \$271,710 and lower for solo prosthodontists at \$208,960. Mean net incomes for all three groups show a decline from the levels reported in 2007. The

⁵ Nominal means that the mean net incomes over the period 2001-2007 have not been adjusted for general inflation in consumer price levels.

Mean Net Income for Selected Groups,
Private Practitioners, 2001, 2004, 2007, 2010



Source: American College of Prosthodontists, 2002, 2005, 2008 & 2011 Survey of Prosthodontists

**Mean Total Net Income from Practice for Selected Groups,
Private Practitioners, 2001, 2004, 2007, 2010**

Statistic	Per	Per	Per
	Prosthodontist	Owner	Solo
Year: 2001			
Mean	249443.4	265399.1	223507
Std Deviation	324181.3	343254.1	161067.1
95% C. Interval	\$24,189	\$27,558	\$14,394
Number	690	596	481
Year: 2004			
Mean	285090.2	310600.5	273498.7
Std Deviation	259746.7	280314	232236.6
95% C. Interval	\$29,691	\$35,916	\$32,430
Number	294	234	197
Year: 2007			
Mean	324584	355441.2	308627.5
Std Deviation	283432.4	298345.1	264846.6
95% C. Interval	\$34,386	\$39,972	\$38,907
Number	261	214	178
Year: 2010			
Mean	272799.3	315650.5	249635.3
Std Deviation	244130.3	265845.7	213122.6
95% C. Interval	\$34,622	\$45,012	\$40,010
Number	191	134	109

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 \$258,710 in 2010, the mean net income for practice owners is higher at \$197,135 and lower for solo prosthodontists at \$237,690. Similar to the mean net income in the previous table, the mean total net incomes in 2010 have declined from the levels reported in 2007.

Mean Total Income for Selected Groups,
Private Practitioners, 2001, 2004, 2007 & 2010



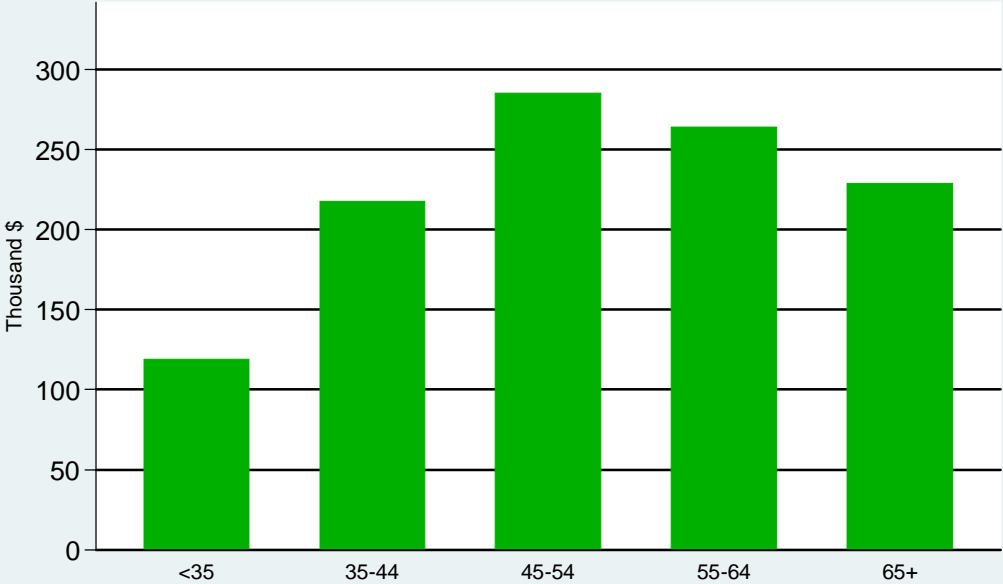
Source: American College of Prosthodontists, 2002, 2005, 2008 & 2011 Survey of Prosthodontists

**Mean Net Income from Practice of Prosthodontists by Age,
Private Practitioners, 2010**

Age		Mean		95%	
Group	Number	Percentage	Net Income	Standard Deviation	Confidence Interval
<35	25	12.76	\$119,073	\$101,109	\$39,634
35-44	33	16.84	\$217,470	\$168,072	\$57,344
45-54	48	24.49	\$285,078	\$244,741	\$69,236
55-64	63	32.14	\$264,144	\$269,770	\$66,615
65+	27	13.78	\$228,612	\$280,966	\$105,979
Total	196	100.00	\$238,014	\$238,031	\$33,324

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 Net Income from Practice by Prosthodontist Age Groups,
Private Practitioners, 2010

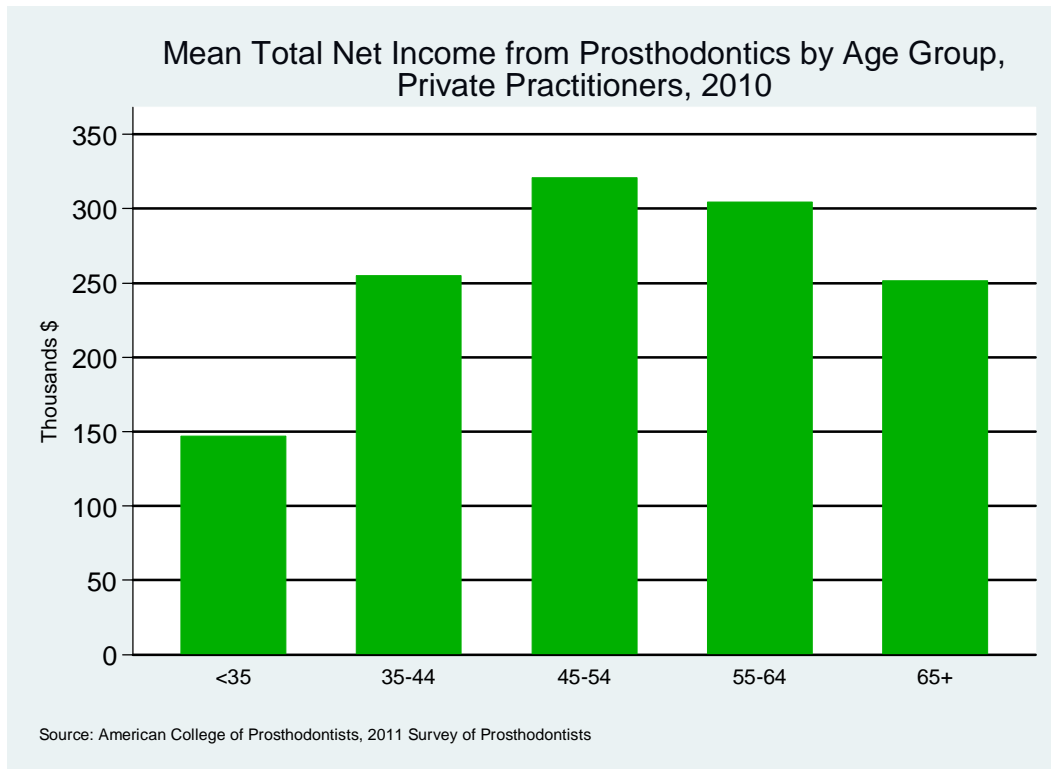


Source: American College of Prosthodontists, 2011 Survey of Prosthodontists

**Mean Total Net Income from Practice of Prosthodontists by Age,
Private Practitioners, 2010**

			Mean	95%	
Age			Net	Standard	Confidence
Group	Number	Percentage	Income	Deviation	Interval
<35	25	12.76	\$147,073	\$104,361	\$40,909
35-44	33	16.84	\$254,925	\$159,314	\$54,356
45-54	48	24.49	\$321,013	\$261,357	\$73,937
55-64	63	32.14	\$304,347	\$270,165	\$66,713
65+	27	13.78	\$251,734	\$292,243	\$110,233
Total	196	100	\$272,799	\$244,130	\$34,178

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 (\$321,010).



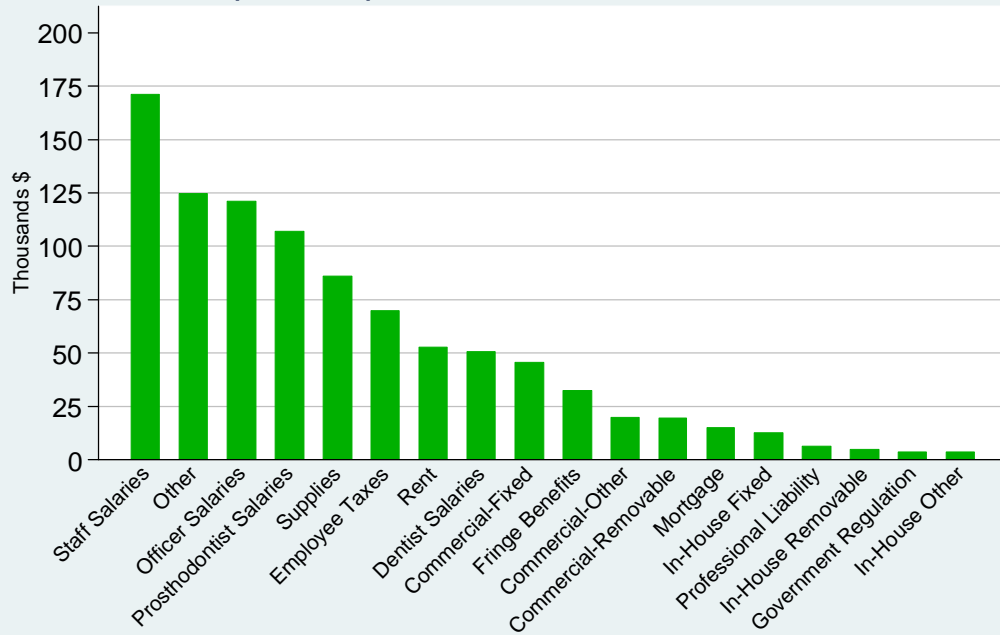
**Mean Expenses per Practice for All Prosthodontists,
Private Practitioners, 2010**

					95%
	Mean	Median	Standard		Confidence
Expense Category	Expense	Expense	Deviation	Number	Interval
Total staff salaries	\$171,043	\$125,000	\$180,829	123	\$31,957
Other expenses	\$124,648	\$57,968	\$180,143	60	\$45,582
Officer/shareholder salaries	\$121,054	\$33,600	\$171,068	71	\$39,791
Salaries employed prosthodontists	\$119,188	\$80,000	\$145,166	87	\$30,504
Total dental supplies expense	\$86,133	\$38,000	\$167,936	95	\$33,770
Salaries employed dentists	\$74,426	\$0	\$212,308	66	\$51,220
Total employee taxes	\$69,974	\$34,000	\$108,914	97	\$21,674
Commercial lab-fixed lab	\$57,383	\$42,002	\$62,281	100	\$12,207
Annual rental expense	\$52,890	\$38,000	\$61,478	125	\$10,777
Commercial lab-other labs	\$40,004	\$7,000	\$83,517	63	\$20,623
Total cost fringe benefits	\$32,379	\$15,000	\$48,177	107	\$9,129
In-house lab-fixed lab	\$28,475	\$0	\$65,998	56	\$17,286
Commercial lab-removable lab	\$26,130	\$16,005	\$33,644	94	\$6,801
Annual mortgage plus interest	\$15,006	\$0	\$34,671	74	\$7,899
In-house lab-removable lab	\$10,584	\$587	\$21,200	59	\$5,410
In-house lab-other lab	\$10,382	\$0	\$32,426	44	\$9,581
Professional liability expense	\$6,478	\$3,500	\$8,575	113	\$1,581
Governmental regulation expense	\$3,774	\$1,400	\$7,621	73	\$1,748
Total operating expenses	\$737,117	\$553,599	\$852,132	102	\$165,369

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. Average salaries expenses represented about 66% of total practice expenses. Staff salaries alone averaged \$171,045 in 2010 and was 23% of total operating expenses. Other than salaries and all other expenses, the five largest practice expenses included dental supplies (\$86,135), employee taxes (\$69,975), commercial lab-fixed lab (\$57,385), rental expense (\$52,890), and commercial lab-other (\$40,005). Based on total operating expenses of \$737,117 reported by respondents and mean gross receipts of \$1,063,108, the estimated overhead rate was 63% in 2010. This overhead rate compares to 57.8% in 2007, 56.6% in 2004, and a reported overhead rate of 60.9% in 2001.⁶

⁶ In 2002, respondents reported the overhead rate as a survey question. In the other surveys, the overhead rate was calculated based on survey reported expenses and practice gross receipts.

Mean Expenses per Practice, Private Practitioners, 2010



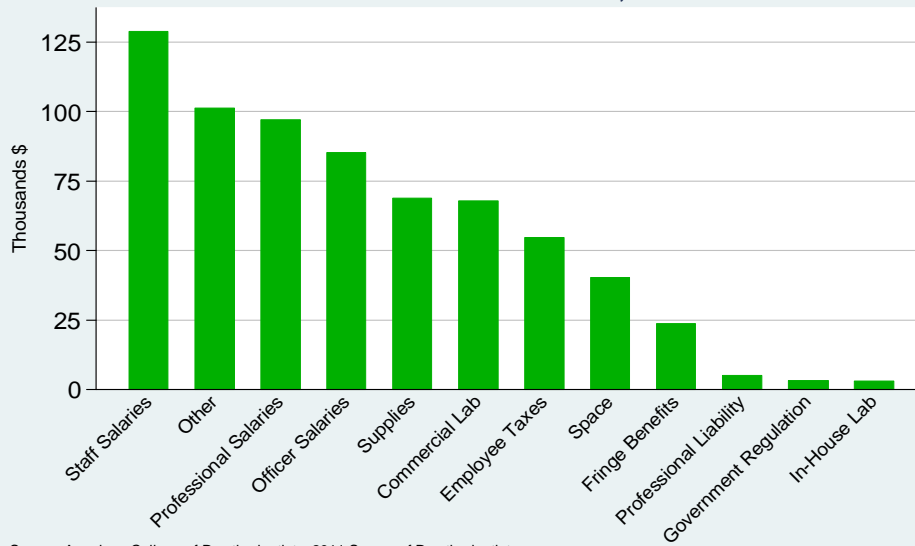
Source: American College of Prosthodontists, 2011 Survey of Prosthodontists

**Mean Expenses per Prosthodontist in Practice,
Private Practitioners, 2010**

	Mean	Median	Standard		95%
Expense Category	Expense	Expense	Deviation	Number	Confidence Interval
Staff Salaries	\$128,799	\$110,000	\$117,121	117	\$21,222
Other	\$101,301	\$52,800	\$162,902	57	\$42,290
Officer Salaries	\$96,997	\$39,524	\$164,371	90	\$33,959
Commercial Lab	\$85,334	\$32,000	\$103,902	66	\$25,067
Employee Taxes	\$68,763	\$35,743	\$159,122	92	\$32,515
Fringe Benefits	\$67,727	\$50,625	\$77,835	120	\$13,926
Professional Salaries	\$54,689	\$21,139	\$94,968	91	\$19,512
Space	\$40,339	\$31,688	\$38,460	124	\$6,769
Supplies	\$23,668	\$10,200	\$31,514	101	\$6,146
Professional Liability	\$5,147	\$2,550	\$7,086	107	\$1,343
Government Regulation	\$3,228	\$1,200	\$7,451	70	\$1,745
In-House Lab	\$3,124	\$8	\$7,003	13	\$3,807

The respondents who 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 table for other combinations). The median expense is the amount of expense for which 50% of respondents reported above the median expense and 50% of respondents reported below the median. The 95% confidence intervals range from a low of \$1,343 for professional liability expense and a high of \$42,290 for all other expenses. Note that based on the reported in-house lab expenses reported by respondents we cannot reject that the average in-house expense is zero.

Mean Expenses per Prosthodontist in the Practice, Private Practitioners, 2010



Source: American College of Prosthodontists, 2011 Survey of Prosthodontists

Mean Wages of Dental Hygienists for Different Years of Experience in the Primary Practice and Prior Employment, Private Practitioners, 2010

Hygienist	Mean		Number	Mean Years of Experience	Mean Years of Prior Employment	95%
	Hourly	Standard				Confidence
Wages	Hourly Wage	Deviation				Interval (wages)
<\$30	\$25.05	\$3.82	21	6.17	7.86	\$1.63
\$30-\$34	\$32.76	\$1.55	22	7.96	7.75	\$0.65
\$35-\$39	\$37.30	\$1.57	22	7.30	6.48	\$0.66
\$40-\$44	\$41.80	\$1.40	30	6.52	11.10	\$0.50
\$45+	\$65.65	\$55.45	50	9.72	7.14	\$15.37
Total	\$45.55	\$35.90	145	7.92	8.05	\$5.84

The hygienist wages reported by respondents reached an average \$45.55 per hour. Experience of the dental hygienist in the practice where the respondent was located average about 8 years compared to an average 8 years of employment prior to the practice. Average hourly wages of hygienists tend to increase with increases in the mean number of years of experience in the practice.

A comparison of the mean hourly wages of dental hygienists employed in prosthodontist practices is shown below (unadjusted for inflation). The mean hygienist wage has increased over the 6 year period but the standard deviation of wages has also increased. The change in mean hygienist wages shown in the table represents an average annual increase of 4.69% per year

Year	Mean Wage	Standard Deviation	Number
2010	\$45.55	\$35.90	145
2007	\$38.76	\$21.53	189
2004	\$34.59	16.24	196

Mean Hourly Wages for Dental Hygienists,
Employed by Private Practitioners, 2010

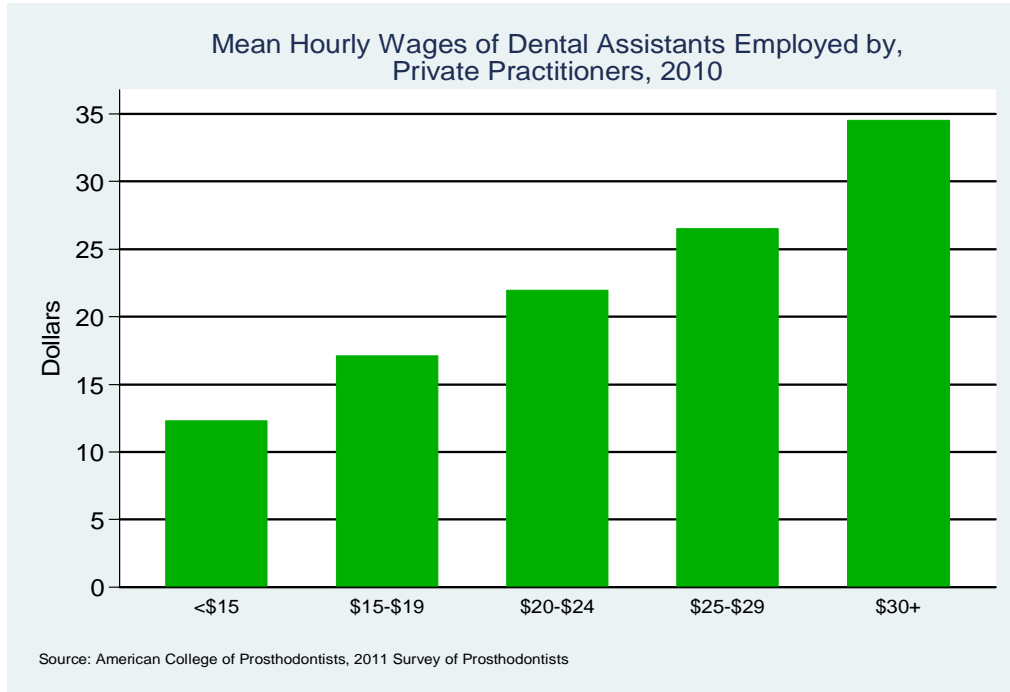


Source: American College of Prosthodontists, 2011 Survey of Prosthodontists

Mean Wages of Dental Assistants for Different Years of Experience in the Practice and Prior Employment, Private Practitioners, 2010

Assistant	Mean		Number	Mean Years of Experience	Mean Years of Prior Employment	95%
	Hourly	Standard				Confidence
Hourly Wages	Hourly Wage	Deviation		Years of Experience	of Prior Employment	Interval (wages)
<\$15	\$12.29	\$2.16	29	2.83	4.64	\$0.78
\$15-\$19	\$17.12	\$1.57	40	5.06	8.34	\$0.49
\$20-\$24	\$21.94	\$1.40	32	7.81	6.25	\$0.49
\$25-\$29	\$26.50	\$1.54	32	12.38	10.98	\$0.53
\$30+	\$34.54	\$7.85	20	10.49	6.70	\$3.44
Total	\$21.45	\$7.68	153	7.45	7.61	\$1.22

The assistant wages reported by respondents reached an average \$21.45 per hour. Experience of the dental assistant in the practice where the respondent was located averaged about 7.5 years compared to an average 7.6 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). Also, the average assistant wages are less than the average hourly wage of hygienists.



Mean Wages of Dental Laboratory Technicians for Different Years of Experience in the Practice and Prior Employment, Private Practitioners, 2010

Lab Tech	Mean			Mean	Mean Years	95%
Hourly	Hourly	Standard		Years of	of Prior	Confidence
Wages	Wage	Deviation	Number	Experience	Employment	Interval
						(wages)
Total	\$34.68	\$17.66	32	10.85	12.09	\$6.12

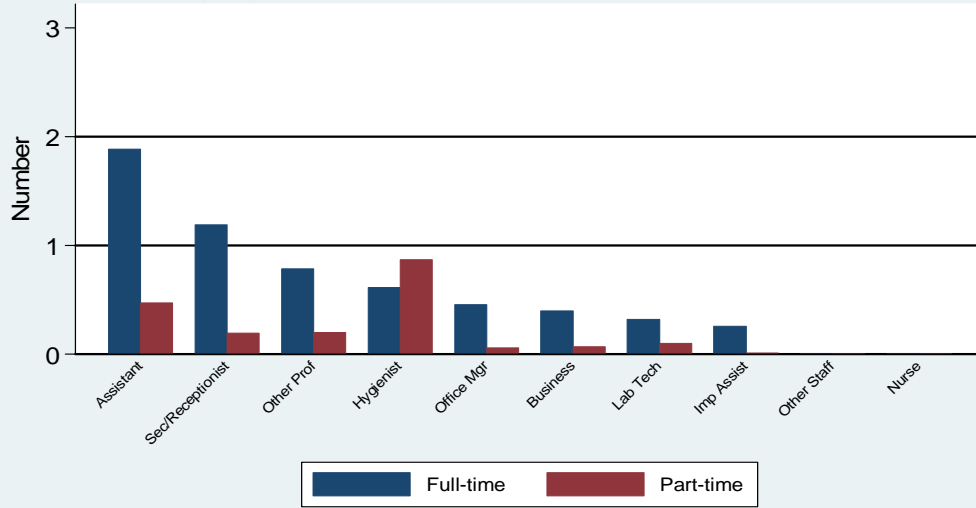
Only 32 prosthodontists reported the hourly wages paid to lab technicians. The laboratory technician wages reported by respondents reached an average \$34.68 per hour. Experience of the lab tech in the practice where the respondent was located averaged about 11 years compared to an average 12 years of 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. While the average technician wage reported was \$34.68, the 95% confidence interval was \$6.12.

**Mean Number of Full- and Part-time Staff Employed in the Practice by Type of Staff
Private Practitioners, 2010**

Type of Staff	Number	FULL-TIME			PART-TIME		
		Mean Number Staff	Standard Deviation	Confidence Interval	Mean Number Staff	Standard Deviation	Confidence Interval
Dental Hygienist	230	0.61	0.95	0.12	0.87	1.07	0.14
Dental Assistant	230	1.88	2.98	0.39	0.47	1.05	0.14
Lab Technician	230	0.32	0.93	0.12	0.10	0.41	0.05
Implant Assistant	230	0.26	2.66	0.34	0.01	0.11	0.01
Secretary/Receptionist	230	1.19	2.77	0.36	0.20	0.50	0.06
Business Staff	230	0.40	1.02	0.13	0.07	0.27	0.03
Office Manager	230	0.46	0.56	0.07	0.06	0.24	0.03
Nurse	230	0.00	0.07	0.01	0.00	0.07	0.01
Other Professional	230	0.79	4.08	0.53	0.20	0.83	0.11
Other Staff	230	0.01	0.09	0.01	0.00	0.07	0.01

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 1.9 dental assistants followed by 1.2 secretary/receptionists, and 0.6 dental hygienists. Among part-time staff, respondents reported 0.9 dental hygienists followed by 0.5 dental assistants and 0.2 secretary/receptionists.

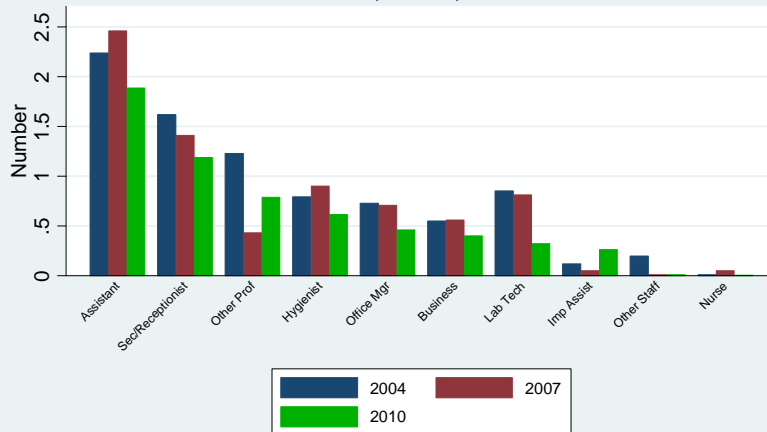
Mean Number of Full- and Part-Time Practice Staff, by Type of Staff, Private Practitioners, 2010



Source: American College of Prosthodontists, 2011 Survey of Prosthodontists

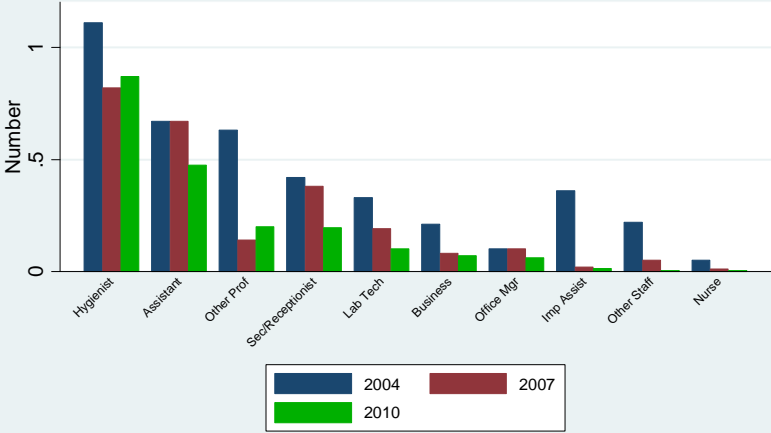
The following two charts show a comparison of employment of staff by type of staff among the respondent prosthodontists. The first chart below compares the mean number of full-time staff employed in the practice. In general, employment of full-time staff in 2010 is lower than employment in 2004 and 2007 (except for other professionals and implant assistants). The second chart compares employment of part-time staff. Compared to 2004 levels of employment, the mean number of part-time staff employed in 2010 is lower for every type of staff. Except for hygienists and other professionals, employment of part-time staff in 2010 is lower than employment in 2007.

Mean Number of Full-Time Practice Staff, by Type of Staff, Private Practitioners, 2004, 2007, 2010



Source: American College of Prosthodontists, 2005, 2008, 2011 Survey of Prosthodontists

Mean Number of Part-Time Practice Staff,
by Type of Staff, Private Practitioners,
2004, 2007, 2010



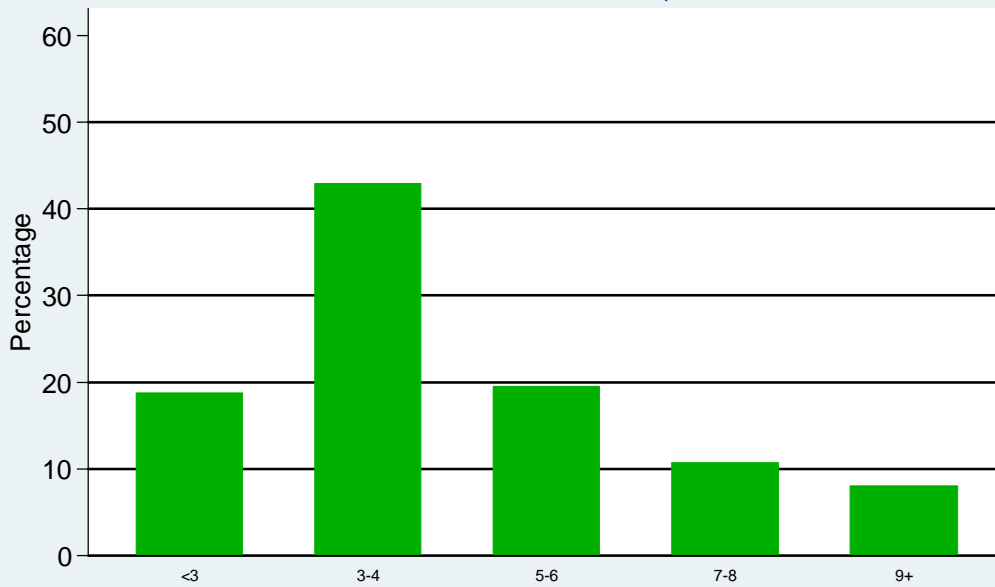
Source: American College of Prosthodontists, 2005, 2008, 2011 Survey of Prosthodontists

**Mean Number of Operatories in the Practice
Private Practitioners, 2010**

Number of Operatories	Number	Percentage	Mean		95%
			Number of Operatories	Standard Deviation	Confidence Interval
<3	49	18.77	1.82	0.39	0.11
3-4	112	42.91	3.46	0.50	0.09
5-6	51	19.54	5.47	0.50	0.14
7-8	28	10.73	7.50	0.51	0.19
9+	21	8.05	13.81	5.75	2.46
Total	261	100.00	4.81	3.55	0.43

The mean number of operatories reported by respondents was 4.8 operatories in the practice. Almost 19 percent of respondents reported less than 3 operatories in the practice and 8% reported 9 or more operatories. The largest percentage of respondents (61%) reported having 3-4 operatories in the practice.

Percentage of Prosthodontists by Number of Operatories Private Practitioners, 2010



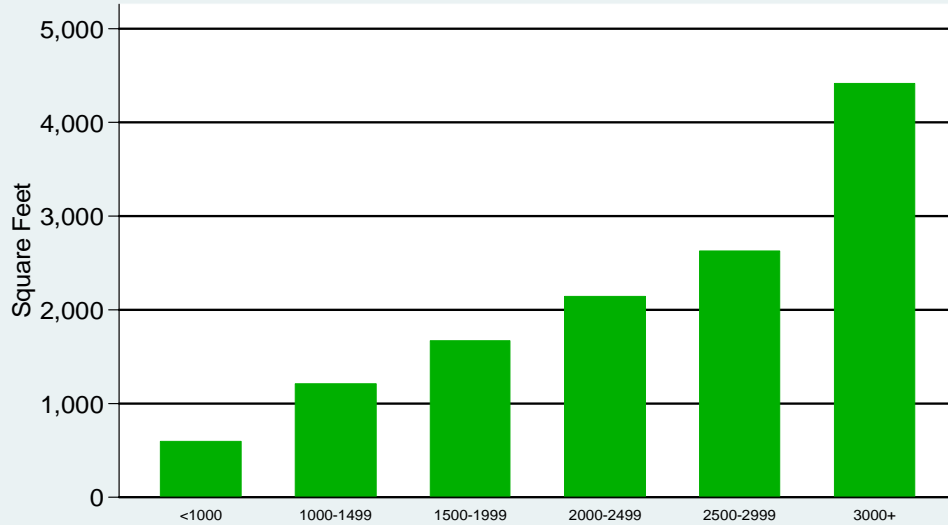
Source: American College of Prosthodontists, 2011 Survey of Prosthodontists

Mean Square Feet of Office Space in the Practice Private Practitioners, 2010

Office Square Feet	Number	Percentage	Mean Square Feet	Standard Deviation	95% Confidence Interval
<1000	27	11.95	597.81	300.01	113.16
1000-1499	53	23.45	1212.57	121.27	32.65
1500-1999	42	18.58	1669.05	147.63	44.65
2000-2499	44	19.47	2145.00	168.72	49.85
2500-2999	19	8.41	2628.95	157.51	70.82
3000+	41	18.14	4418.73	1700.13	520.40
Total	226	100.00	2106.22	1426.09	185.93

The mean square feet of office space reported by prosthodontists was 2,110 square feet. About 12% of respondents reported less than 1,000 square feet. Twenty-three percent of respondents reported having 1000-1499 square feet and another 19% reported 1500-1999 square feet. About 18% indicated they had 3000 or more square feet of office space.

Mean Square Feet of Space by Space Size Categories Private Practitioners, 2010



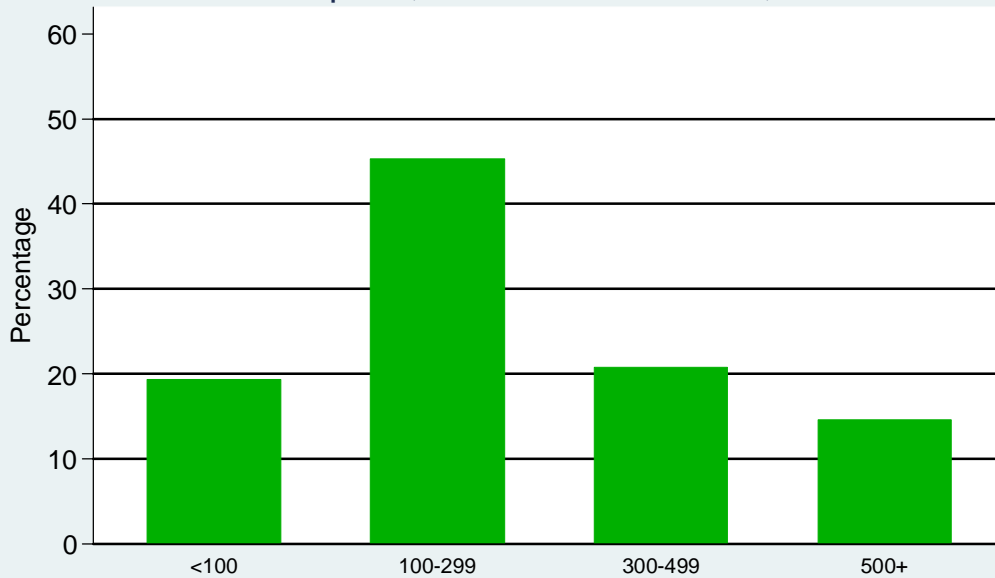
Source: American College of Prosthodontists, 2011 Survey of Prosthodontists

Mean Square Feet of In-Office Laboratory Space Private Practitioners, 2010

Lab Square Feet	Number	Percentage	Mean Square Feet	Standard Deviation	95% Confidence Interval
<100	41	19.34	45.34	29.57	8.69
100-299	96	45.28	167.10	51.03	9.80
300-499	44	20.75	353.98	51.32	14.55
500+	31	14.62	951.61	858.24	289.91
Total	212	100.00	297.06	436.14	56.34

The average amount of in-office laboratory space was 297 square feet. More than 65% of respondents reported the amount of lab space in their office was less than 300 square feet. About 15% of respondents reported 500 or more square feet of in-office laboratory space.

Percentage of Prosthodontists by Square Feet of Lab Space, Private Practitioners, 2010



Source: American College of Prosthodontists, 2011 Survey of Prosthodontists

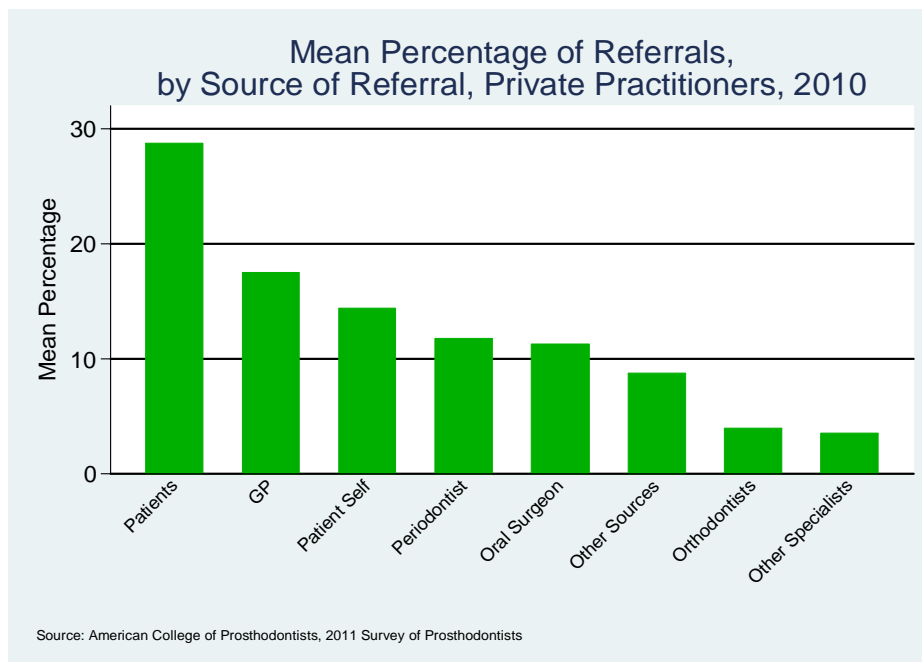
Percentage of Referrals to Prosthodontists by Source of Referral Private Practitioners, 2010

Referral Source	Mean	Standard Deviation	95% Confidence Interval
	Percentage Referrals		
General Dentist	17.51	21.00	249 2.61
Periodontist	11.78	12.36	249 1.54
Oral Surgeons	11.27	12.93	249 1.61
Orthodontists	3.99	6.24	249 0.78
Other Specialist	3.55	6.02	249 0.75
Patients	28.76	22.09	249 2.74
Patient Self Referral	14.40	18.66	249 2.32
Other Sources	8.74	18.37	249 2.28

General dentists refer about 18% of all referrals to prosthodontists. Patients refer about 29% of all referrals, and patient self referrals represent about 14% of referrals. Oral & maxillofacial surgeons, periodontists, orthodontists and other specialists refer about 32% of all referrals made to prosthodontists. All other sources represent about 9% of all referrals to prosthodontists.

A comparison of the percent of prosthodontists by source of referral is shown in the following table. Over the six year period, referrals from general dentists have generally declined while patient self referrals have generally increased. The six referral sources shown in the table represent more than 85% of all referrals to prosthodontists.

Referral Source	2010	2007	2004
	%	%	%
General Dentist	17.5	17.9	19.3
Periodontist	11.8	14.4	12.9
Oral Surgeon	11.3	12.5	10.3
Other Specialist	7.5	6.1	8.1
Patients	28.8	29.3	26.3
Patient Self Referral	14.4	12.8	11.4



Attachment A

2011 Survey of Prosthodontists
Survey Questionnaire

Private Practice

9. Which of the following best describes your employment situation in your primary practice during the year 2010?
(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

10. **Including yourself**, please indicate the total number of prosthodontists in your 2010 primary practice who were owners or non-owners of the practice.

- a. Total Number of **OWNERS** of the practice (i.e., sole proprietor, partner or shareholder) number
- b. Number of **OWNERS** who are prosthodontists in the practice number
- c. Number of **NON-OWNER** prosthodontists, dentists, or other specialists (i.e., employed, associates, independent contractors) number

11. How many office locations were there for this primary practice in 2010? number

12. Please answer each of the following about the amount of time you spent in your 2010 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

Patients and Patient Visits

13. Please answer the following about the number of patients **you** treated in your primary practice during 2010? [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

14. For your primary practice in 2010, 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

15. Approximately what percentage of your patients treated in your primary private practice during 2010 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%

16. Approximately what percentage of your patients treated in your primary private practice during 2010 were: [If a category is none, please enter a zero (0)]

- a. Covered by a PRIVATE insurance plan that reimburses or partially reimburses for care %
 - b. Covered by a PUBLIC assistance plan that reimburses or partially reimburses for care (e.g., Medicaid) %
 - c. NOT COVERED by any plan that reimburses or partially reimburses for care (i.e., self pay) %
- TOTAL**
- 100%**

17. a. What was the average length of a scheduled appointment in your practice during 2010? minutes

b. What was the average length of a scheduled appointment in your practice during 2010 **excluding** recall exams and postoperative treatment minutes

Practice Expenses

18. For each expense item, please report the **annual practice expense for the entire primary practice** during 2010. 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	\$ _____

I.	ALL Other expenses	\$ _____
m.	TOTAL operating expenses of the primary practice during 2010	\$ _____

Gross Billings and Receipts

19. What were the annual *gross billings* (i.e., total fees charged) for the **entire** primary private practice for patient care rendered during 2010?..... \$ _____

20. What were the annual *gross receipts* (i.e., total fees actually collected) in the **entire** primary private practice for patient care during 2010? \$ _____

21. Of the **annual gross receipts** collected in 2010, 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 %**

Net Income

22. What was **your** net income (after all practice expenses and business taxes) from your primary private practice during 2010? [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 2010]

- 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)

Prosthodontic Procedures Rendered

23. During a typical week in your primary practice during the year 2010, 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. Orthodontic Treatments	_____ %
n. Periodontal treatments	_____ %
o. Other miscellaneous treatments	_____ %
TOTAL	100%

Procedure Revenues

24. What percentage of the annual gross receipts received by your practice in 2010 was attributable to each of the following procedure categories?

Procedures	Percentage of Revenue
a. Diagnostic	_____ %
b. Preventive	_____ %
c. Operative treatments	_____ %
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. Orthodontic treatments	_____ %
n. Periodontal treatments	_____ %
o. Other miscellaneous treatments	_____ %
TOTAL	100%

Employment of Staff, Experience and Wages

25. Please provide the following information for each of the following staff positions in your primary practice during 2010. Provide the information for up to two (2) positions in each category. If someone was not employed in a position, check the appropriate "Do Not Employ" 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"/>	\$ _____	_____	_____	_____	_____	_____	_____
		-			-	-	-	-
Dental Assistant:								
Position #1:	<input type="checkbox"/>	\$ _____	_____	_____	_____	_____	_____	_____
Position #2:	<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"/>	\$ _____	_____	_____	_____	_____	_____	_____
		-			-	-	-	-

26. Please indicate the **total number** of full- and part-time employees in your primary practice during 2010. [If none, please enter a zero (0)]

Employee	Full-time (32 hours per week or more)	Part-time (less than 32 hours per week)
	(number)	(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_____	_____	_____

Referral Sources for Prosthodontists

28. What percentage of the patients in your primary practice during 2010 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. Orthodontists..... _____%
- e. All other dental specialists combined _____%
- f. Referrals from patients..... _____%
- g. Patient self-referrals..... _____%
- h. All other referral sources..... _____%
- TOTAL 100 %**

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

Practice Operatories and Size

27. In your primary practice during 2010, 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