

# Aspen Dental

Dentist Profit Sharing Oct-21

4200 - Riverhead, NY

	Jul-21	Aug-21	Sep-21	Oct-21	YTD
90 Day Patient Satisfaction	4.49	4.58	4.59	4.65	22.62
Practice Days Open	24	23	22	22	96
Deposit as a % of Net Revenue	104.1%	104.7%	94.9%	113.6%	112.5%
Prosthetics	40,476	41,427	40,085	21,859	147,546
Crown & Bridge	3,847	20,345	25,485	43,199	92,875
Dentistry	49,826	45,602	49,096	44,359	195,654
Hygiene	24,790	21,702	29,662	22,576	103,464
Oral Surgery	-	16,818	40,153	7,697	64,668
Endodontist	-	-	-	2,665	2,665
Practice Net Revenue	\$ 129,011	\$ 148,747	\$ 185,349	\$ 144,222	\$ 624,728
Practice Deposit, net	134,344	155,768	175,946	163,783	702,894
Net Revenue & Deposit Average	131,678	152,258	180,647	154,002	663,811
Less: Patient Financing Fees	5,070	5,745	6,744	3,814	21,646
<b>Adjusted Net Revenue &amp; Deposit Average</b>	<b>126,608</b>	<b>146,512</b>	<b>173,903</b>	<b>150,188</b>	<b>642,165</b>
Orthodontics Deferred Revenue					
Orthodontics Fees					
Dental Assistant Wages	16,016	22,070	14,064	20,560	74,969
Dental Supplies	7,172	1,744	4,033	9,387	25,234
Processing Fees	109	2,429	2,013	5,039	9,589
Implant Supplies	1,023	177	362	70	1,633
Lab Technician Salaries	5,392	(835)	3,211	1,370	10,010
Lab Supplies	817	293	784	1,051	3,266
Denture Provisions	2,060	3,437	2,593	951	9,329
Hygienist Wages	8,452	8,693	9,312	10,219	38,449
Hygienist Bonus				31	31
Hygiene Supplies	2,885	1,732	2,375	2,645	9,649
Oral Surgeon Compensation	-	6,371	15,997	3,129	26,386
Endodontist Compensation			500	569	1,069
Specialist & Implant Supplies	1,043	91	3,863	536	5,533

Operations Support Fee	2,500	4,700	5,900	5,300	10,900
<b>Total Controllable Expenses</b>	<b>47,469</b>	<b>50,902</b>	<b>65,007</b>	<b>60,857</b>	<b>226,048</b>
<b>Associate Gross Profit</b>	<b>79,139</b>	<b>95,610</b>	<b>108,896</b>	<b>89,331</b>	<b>416,117</b>
<b>Associate Earnings:</b>					
Associate Profit Share %	-	-	-	10.0%	10.0%
Associate Profit Share % * Associate Gross Profit	-	-	-	8,933	41,612
Associate Prorated Profit Sharing	-	-	-	5,685	6,068
Associate Total Days Paid				14	14
Associate Daily Rate				600	600
Associate Draw	-	-	-	8,400	8,400
<b>Associate Profit Sharing Due</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(2,715)</b>	<b>(2,332)</b>
<b>Deviation to Standard Plan Adjustment</b>					
<b>FINAL Associate Profit Sharing Due</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(2,715)</b>	<b>(2,332)</b>
non-Eligible Doctor Wages	13,600	9,400	13,200	-	36,200
<b>MCD Gross Profit</b>	<b>65,539</b>	<b>86,210</b>	<b>95,696</b>	<b>80,931</b>	<b>371,517</b>
<b>MCD Earnings:</b>					
MCD Profit Share %	18.0%	18.0%	18.0%	18.0%	72.0%
MCD Profit Share % * MCD Gross Profit	11,797	15,518	17,225	14,568	267,493
MCD Total Days Paid	22	22	16	20	80
MCD Daily Rate	700	700	700	700	2,800
MCD Draw	15,400	15,400	11,200	14,000	224,000
<b>MCD Profit Sharing Due</b>	<b>(3,603)</b>	<b>118</b>	<b>6,025</b>	<b>568</b>	<b>43,493</b>
<b>Deviation to Standard Plan Adjustment</b>					
<b>FINAL MCD Profit Sharing Due</b>	<b>(3,603)</b>	<b>118</b>	<b>6,025</b>	<b>568</b>	<b>43,493</b>
<b>MCD Annual Compensation Estimate</b>					
MCD Wages	15,400	15,400	11,200	14,000	224,000
MCD Profit Sharing	-	118	6,025	568	43,493
MCD Benefit Costs	322	421	241	-	1,538
<b>Total Monthly Compensation</b>	<b>15,722</b>	<b>15,939</b>	<b>17,466</b>	<b>14,568</b>	<b>269,031</b>
<b>Annualized Compensation</b>	<b>!</b>	<b>!</b>	<b>!</b>	<b>!</b>	<b>3,228,367</b>
<b>Associate Annual Compensation Estimate</b>					
Associate Wages	-	-	-	8,400	8,400
Associate Profit Sharing	-	-	-	-	-

Associate Benefit Costs	-	-	-	(146)		(146)	
Total Monthly Compensation	-	-	-	8,254		8,254	
Annualized Compensation	!	!	!	!		99,051	

% of Revenue						Top 20% F/(U) v. Practice YTD %	
Oct-21	Oct-21 Bud	Oct-21 Var	YTD	YTD Bud	YTD Var	% of Rev	
		-			-		-
		-			-		-
		-			-		-
15.2%	30.1%	(14.9)%	23.6%	30.1%	(6.5)%	-	23.6%
30.0%	14.8%	15.2%	14.9%	14.8%	0.1%	-	14.9%
30.8%	30.7%	0.1%	31.3%	30.7%	0.6%	-	31.3%
15.7%	18.4%	(2.7)%	16.6%	18.4%	(1.8)%	-	16.6%
5.3%	3.5%	1.8%	10.4%	3.5%	6.9%	-	10.4%
1.8%	0.5%	1.3%	0.4%	0.5%	(0.1)%	-	0.4%
100.0%	100.0%	-	100.0%	100.0%	-	-	100.0%
113.6%	-	113.6%	112.5%	-	112.5%	-	112.5%
106.8%	100.0%	6.8%	106.3%	100.0%	6.3%	-	106.3%
2.6%	3.4%	0.8%	3.5%	3.4%	(0.1)%	-	(3.5)%
<b>104.1%</b>	<b>46.6%</b>	<b>57.5%</b>	<b>102.8%</b>	<b>46.6%</b>	<b>56.2%</b>	<b>-</b>	<b>102.8%</b>
-	-	-	-	-	-	-	-
-	0.6%	(0.6)%	-	0.6%	(0.6)%	-	-
14.3%	7.1%	(7.1)%	12.0%	7.1%	(4.9)%	-	(12.0)%
6.5%	2.5%	(4.0)%	4.0%	2.5%	(1.5)%	-	(4.0)%
3.5%	1.6%	(1.9)%	1.5%	1.6%	0.0%	-	(1.5)%
0.0%	-	(0.0)%	0.3%	-	(0.3)%	-	(0.3)%
1.0%	3.1%	2.2%	1.6%	3.1%	1.5%	-	(1.6)%
0.7%	0.8%	0.1%	0.5%	0.8%	0.3%	-	(0.5)%
0.7%	3.1%	2.5%	1.5%	3.1%	1.6%	-	(1.5)%
7.1%	-	(7.1)%	6.2%	-	(6.2)%	-	(6.2)%
0.0%	0.6%	0.5%	0.0%	0.6%	0.6%	-	(0.0)%
1.8%	1.8%	(0.1)%	1.5%	1.8%	0.2%	-	(1.5)%
2.2%	1.4%	(0.8)%	4.2%	1.4%	(2.9)%	-	(4.2)%
0.4%	0.2%	(0.2)%	0.2%	0.2%	0.0%	-	(0.2)%
0.4%	0.1%	(0.2)%	0.9%	0.1%	(0.7)%	-	(0.9)%

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