

# SOMSA BENCHMARKING 2023

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# STATISTICS

Current Membership 275  
Participation 63 (23%)

\*\*FTE for each practice are redefined to 35 hours a week

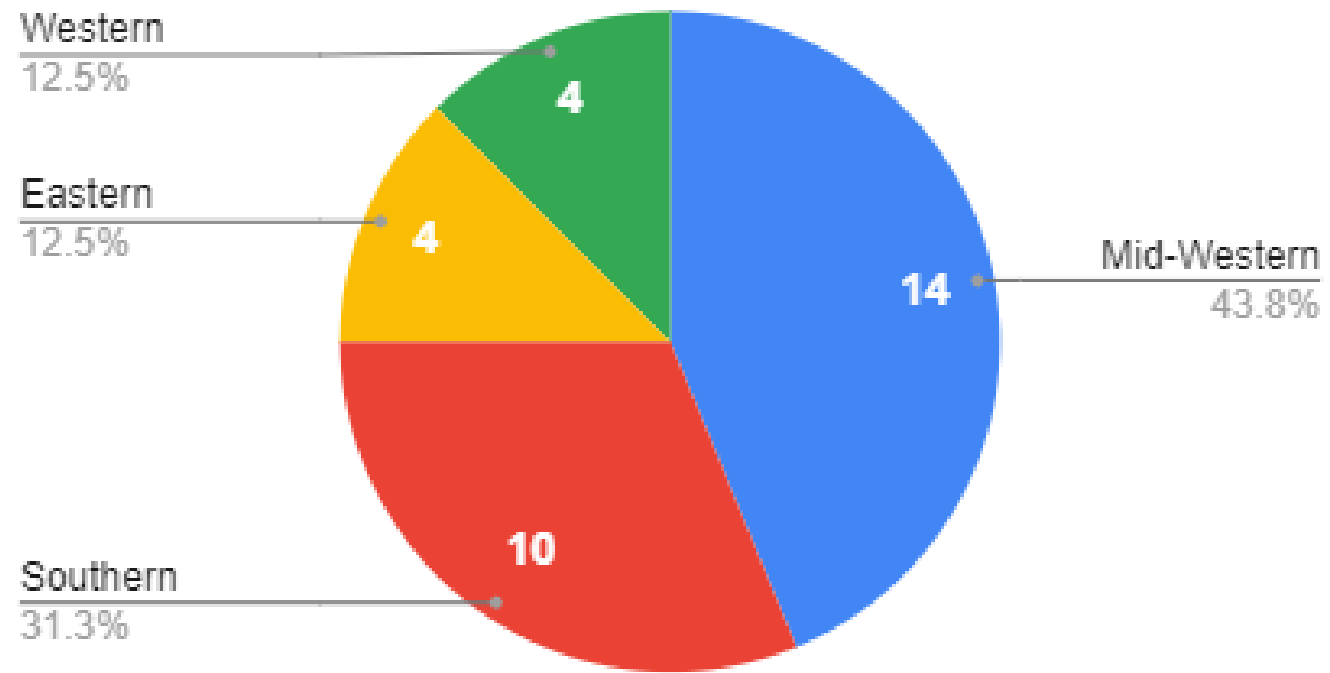
↑ 52%

COMPARED TO '22 SURVEY

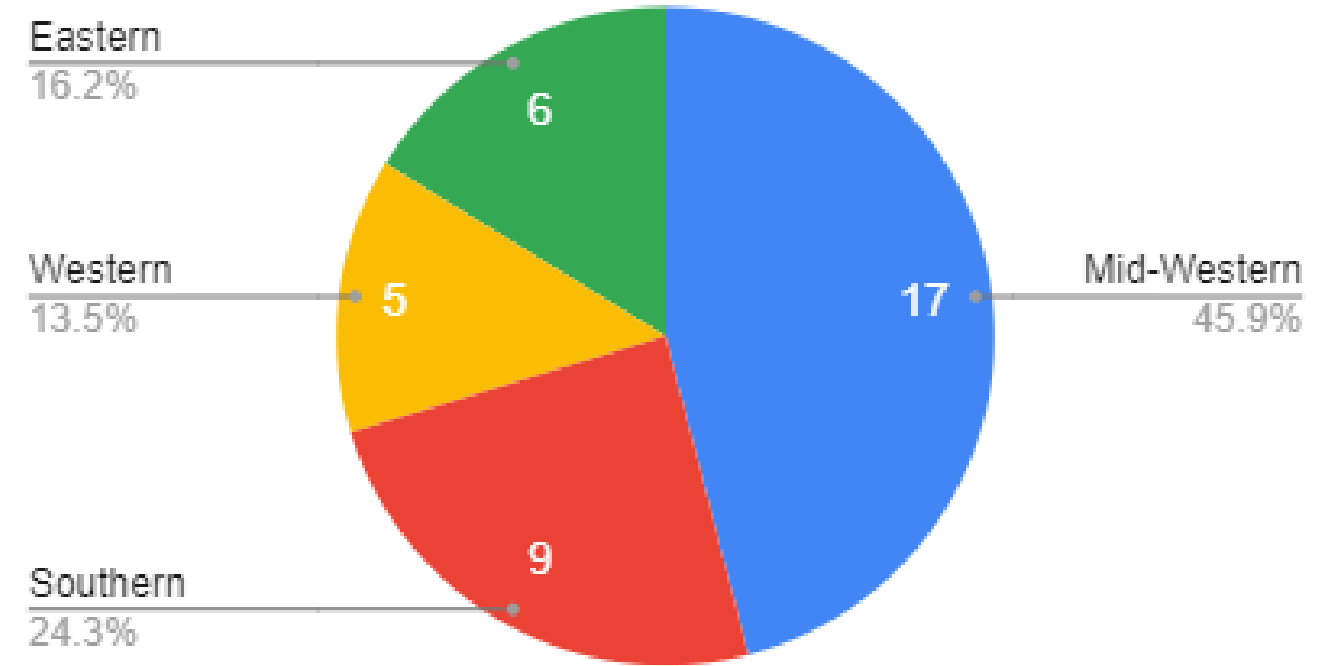


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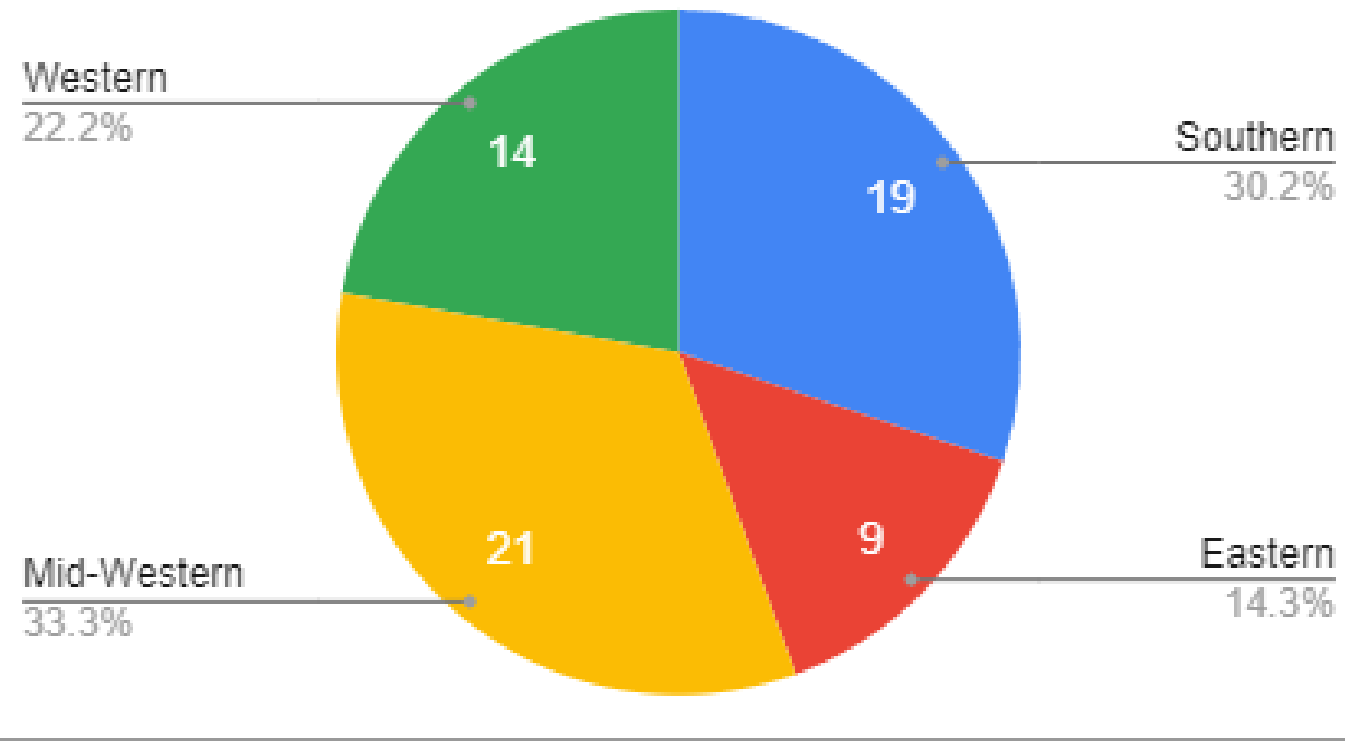
### Demographics- FY20



### Demographics - FY21



### Demographics - FY22



# GOALS AND OBJECTIVES

## Objective n° 1

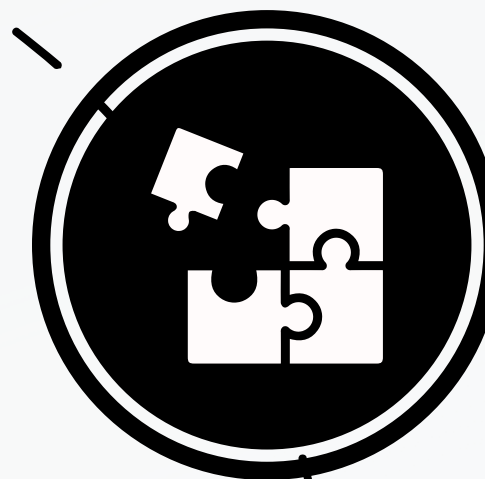
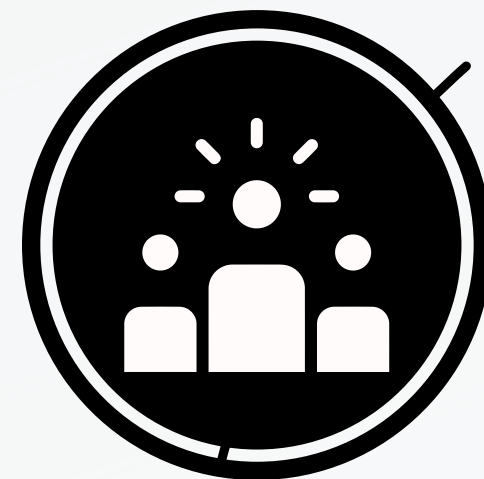
Data for our membership to benchmark their own practice; and provide data to respective doctors/practices.

## Objective n° 2

Membership recruitment-if SOMSA is the only current source for benchmarking, we can increase our membership participation.

## Objective n° 3

Grow survey participation to understand more about regional trends/comparisons, types of practices, & more



	FY20	FY21	FY22	FY20	FY21	FY22	FY20	FY21	FY22
<b>PRODUCTION</b>		<b>HIGH</b>			<b>AVERAGE</b>			<b>LOW</b>	
Production Per Surgeon FTE (Non Adjusted)	\$5,158,193	\$6,996,276	\$6,307,585	\$2,682,805	\$3,204,670	\$3,041,855	\$1,288,793	\$1,490,980	\$1,447,547
Production Per Surgeon FTE (Adjusted)	\$5,066,907	\$6,996,276	\$6,124,572	\$2,289,815	\$2,631,345	\$2,458,204	\$1,182,752	\$921,961	\$1,137,849
Per Hour Surgeon FTE Production (Non Adjusted)	\$2,834	\$3,844	\$3,466	\$1,474	\$1,761	\$1,671	\$708	\$819	\$795
Per Hour Surgeon FTE Production (Adjusted)	\$2,784	\$3,185	\$3,365	\$1,258	\$1,377	\$1,348	\$650	\$507	\$625
Adjustments Per Surgeon FTE	\$1,072,793	\$1,670,608	\$2,036,355	\$405,667	\$590,761	\$634,500	\$9,349	\$16,824	\$8,025
Total Adjustments/Production	45.90%	46.30%	41.80%	16.70%	20.10%	18.90%	0.30%	0.40%	0.50%

### Production

	High	Average	Low
Production Per Surgeon FTE (Non Adjusted)	\$6,307,585	\$3,041,855	\$1,447,547
Production Per Surgeon FTE (Adjusted)	\$6,124,572	\$2,458,204	\$1,137,849
Per Hour Surgeon FTE Production (Non Adjusted)	\$3,466	\$1,671	\$795
Per Hour Surgeon FTE Production (Adjusted)	\$3,365	\$1,348	\$625
Adjustments Per Surgeon FTE	\$2,036,355	\$634,500	\$8,025
Total Adjustments/Production	41.8%	18.9%	0.5%

\*FTE's Adjusted to 35 Hour Week

	FY20	FY21	FY22	FY20	FY21	FY22	FY20	FY21	FY22
<b>Collection</b>		<b>HIGH</b>			<b>AVERAGE</b>			<b>LOW</b>	
Non Adjusted Collection Rate	98.10%	99.70%	101.30%	79.80%	80.60%	78.90%	52.70%	54.90%	51.90%
Adjusted Collection Rate	111.50%	137.60%	107.50%	100.70%	103.40%	100.00%	88.10%	93.50%	84.50%

<b>Collection</b>	High	Average	Low
Non Adjusted Collection Rate	101.3%	78.9%	51.9%
Adjusted Collection Rate	107.5%	100.0%	84.5%

**AAOMS (2011): FORTY-SIX PERCENT OF SURVEY PARTICIPANTS HAD AN ADJUSTED FEE-FORSERVICE COLLECTION PERCENTAGE BETWEEN 98-102%.**



	FY20	FY21	FY22	FY20	FY21	FY22	FY20	FY21	FY22
<b>Costs</b>		<b>HIGH</b>		<b>AVERAGE</b>			<b>LOW</b>		
Cost of Clinical & Surgical Supplies (Excluding Implants) per Surgeon FTE	\$336,192	\$940,658	\$344,541	\$117,659	\$145,115	\$115,429	\$20,037	\$12,536	\$16,326
Cost of Implant Supply Per Surgeon FTE	\$660,203	\$403,813	\$798,658	\$124,245	\$125,758	\$121,326	\$22,284	\$3,960	\$14,253

**Costs**

	High	Average	Low
Cost of Clinical & Surgical Supplies (Excluding Implants) per Surgeon FTE	\$344,541	\$115,429	\$16,326
Cost of Implant Supply Per Surgeon FTE	\$798,658	\$121,326	\$14,253

\*FTE's Adjusted to 35 Hour Week



	FY20	FY21	FY22	FY20	FY21	FY22	FY20	FY21	FY22
<b>Charges</b>		<b>HIGH</b>			<b>AVERAGE</b>			<b>LOW</b>	
Implants charges based on code D6010 as a percentage of Production	51%	42%	52%	18%	18%	19%	6%	1%	7%
Extraction charges based on codes D7140, D7210, D7220, D7230, D7240, D7241 and D7250 as a percentage of Production	53%	60%	58%	42%	42%	38%	23%	23%	12%
All other charges (excluding implants and extractions) as a percentage of Production	55%	64%	65%	40%	42%	42%	25%	24%	13%

### Charges

	High	Average	Low
Implants charges based on code D6010 as a percentage of Production	52%	19%	7%
Extraction charges based on codes D7140, D7210, D7220, D7230, D7240, D7241 and D7250 as a percentage of Production	58%	38%	12%
All other charges (excluding implants and extractions) as a percentage of Production	65%	41%	13%



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	FY20	FY21	FY22	FY20	FY21	FY22	FY20	FY21	FY22
<b>AR as % of Total AR</b>		<b>HIGH</b>			<b>AVERAGE</b>			<b>LOW</b>	
0-30 days	77.40%	93.50%	93.20%	49.40%	49.40%	46.90%	6.20%	5.00%	3.70%
31-60 days	32.60%	31.40%	45.70%	16.50%	15.70%	14.00%	7.00%	1.10%	0.30%
61-90 days	21.10%	35.20%	26.40%	8.90%	10.70%	8.60%	3.40%	0.50%	0.30%
91-120 days	43.90%	20.80%	34.00%	7.00%	7.00%	7.20%	0.60%	0.80%	-0.60%
121+ days	44.40%	53.40%	87.10%	18.20%	17.20%	23.30%	0.00%	0.00%	0.00%
<b>Total AR % of Production</b>		<b>HIGH</b>			<b>AVERAGE</b>			<b>LOW</b>	
Total AR as Percentage of Unadjusted Production	21.80%	15.80%	22.10%	8.10%	6.40%	6.80%	2.50%	1.00%	0.50%

### AR as % of Total AR

	High	Average	Low
0-30 days	93.2%	46.9%	3.7%
31-60 days	45.7%	14.0%	0.3%
61-90 days	26.4%	8.6%	0.3%
91-120 days	34.0%	7.2%	-0.6%
121+ days	87.1%	23.3%	0.0%

### Total AR % of Production

	High	Average	Low
Total AR as Percentage of Unadjusted Production	22.1%	6.9%	0.5%



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## Average Staff Costs

Average Staff costs per clinical/admin FTE (includes salaries, payroll taxes, and benefits, such as employer retirement contributions, health/dental/vision insurance, long term disability, life insurance)

NOTE: Staff data collected was converted to a 35 hour per week to compare practices.

4.3 / (1.1 + 1.2) Formula used below

	FY20	FY21	FY22	FY20	FY21	FY22	FY20	FY21	FY22
Region		<b>HIGH</b>			<b>AVERAGE</b>			<b>LOW</b>	
All	\$82,201	\$130,432	\$135,903	\$53,130	\$63,143	\$66,386	\$31,668	\$21,924	\$37,677
Eastern	\$48,847	\$83,722	\$135,903	\$45,240	\$57,608	\$57,563	\$40,025	\$45,049	\$45,222
Mid-Western	\$81,160	\$130,432	\$88,017	\$55,965	\$64,442	\$60,526	\$42,163	\$45,558	\$44,466
Southern	\$63,935	\$62,803	\$127,946	\$46,788	\$46,727	\$45,712	\$31,668	\$21,924	\$37,677
Western	\$82,201	\$85,271	\$98,756	\$66,233	\$69,660	\$47,261	\$49,063	\$49,135	\$51,340

\*FTE's Adjusted to 35 Hour Week

	FY20	FY21	FY22	FY20	FY21	FY22	FY20	FY21	FY22
		<b>HIGH</b>			<b>AVERAGE</b>			<b>LOW</b>	
FT Clinical Staff per surgeon	12.1	10.8	10.9	4.7	4.1	4.0	2.8	1.9	1.3
FT Admin Staff per Surgeon	10.0	10.4	6.8	4.3	4.1	3.5	0.8	1.0	0.5

\*FTE's Adjusted to 35 Hour Week



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2.5 Overhead. See graphic for calculation steps. \*

To obtain this information, you will need access to your company financial statements. If you do not have access to this information, please check with someone who does (i.e. Accountant or bookkeeper) to have them provide this information. If it is not available to you, please enter "0" (zero) on your survey.

**OVERHEAD =**

$$\frac{\text{adjusted expenses}}{\text{net receipts}}$$

**ADJUSTED EXPENSES =**  
total expenses - (doctor salary +  
doctor's payroll taxes +  
doctor's benefits + doctors's  
pension)  
*exclude liability/malpractice,  
licensing, and dues*

**NET RECEIPTS =**  
collections - refunds

## OMS Overhead Results:

49.14%

60% reported data

**AAOMS PRACTICE MANAGEMENT NOTES FROM MARCH/APRIL 2009:  
"THE LATEST STATISTICS (2007 DATA) OF THE NATIONAL SOCIETY OF CERTIFIED HEALTHCARE  
CONSULTANTS PRESENT THE FOLLOWING REVEALING INFORMATION RELATIVE TO AVERAGE,  
MATURE ORAL AND MAXILLOFACIAL SURGERY PRACTICES: GROSS REVENUES**

**\$1,107,028  
LESS : \$586,725 (53 % OVERHEAD)  
PROFIT: \$520,303 (47%)"**



*Make opportunities*

# The next step.

Lookout for 'micro surveys' in the future to expand on data/feedback we receive as a committee!



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# THANK'S FOR WATCHING

*Join us in increasing participation!*

