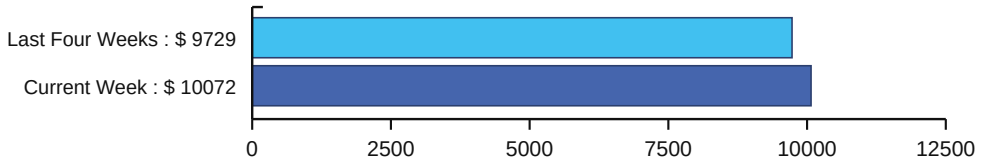
Hobsons Gate Medical Centre

Mon, 16 Nov 2026 – Sun, 22 Nov 2026

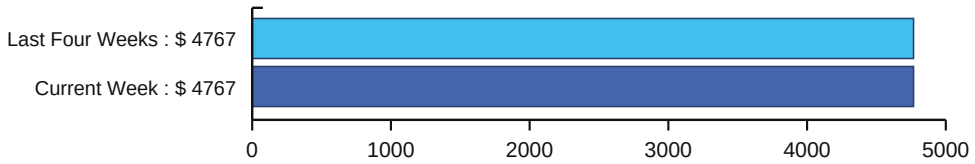
Booking Percentage	92.29%
Per Patient Average	$ 96.75
New Patients	8
Total Wages	$ 4767.41
Wage Ratio	14.20%
Online Appointments	116
Online Appointments Percentage	30.85%
Online Appointments Savings	$ 1470.80
Nurse Ratio	1

Utilization	57.83%
Total Fees	$ 33572
Management Fees	$ 10071.69
Operating Expense	$ 10673
Gross Profit	$ -601.52
Other Income	$ 4528
Net Income	$ 3926.04
Net Profit Margin	11.69%

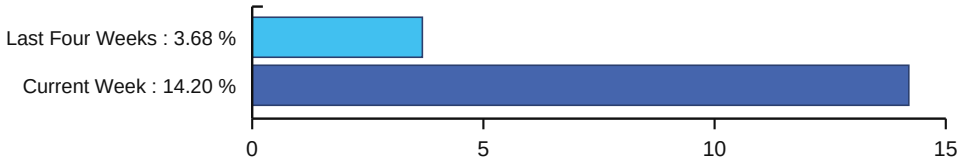
Management Fees



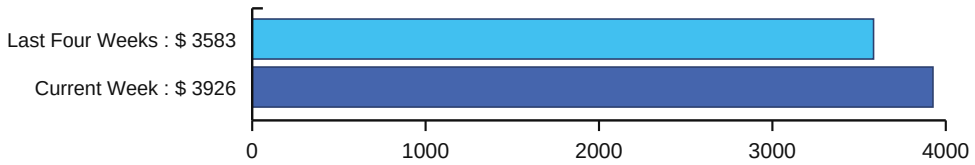
Total Wage



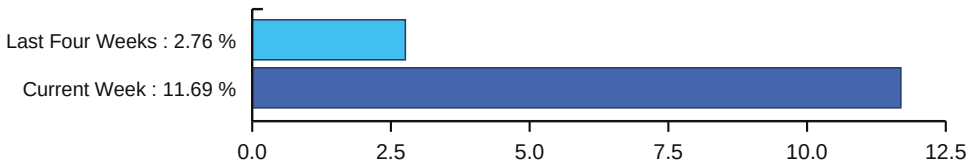
Wage Percentage



Net Profit



Net Profit Margin



Appointment Details

Doctor Name	Booked	Completed	DNA	Free Appts.	Book. %
Bishoy Boutrus	90	79	11	0	87.78%
Jennifer Cornell	17	17	0	0	100.00%
Jordan Fitz-Gerald	1	0	1	0	0.00%
Kym Buttsworth	162	160	2	0	98.77%
Mariette Smit	54	53	1	74	98.15%
Salwa Uzair	52	38	14	0	73.08%
TOTAL	**376**	**347**	**29**	**74**	**92.29%**

Allied Appointment Details

Health Care Team	Booked	Completed	DNA	Free Appts.	Book. %
TR Room	23	0	23	88	0.00%
TOTAL	**23**	**0**	**23**	**88**	**0.00%**

Billing Summary

Doctor Name	P.P.A	Fees
Bishoy Boutrus	$ 87.13	$ 6883
Jennifer Cornell	$ 69.99	$ 1190
Jordan Fitz-Gerald	$ 0.00	$ 0
Kym Buttsworth	$ 84.37	$ 13500
Mariette Smit	$ 170.61	$ 9042
Salwa Uzair	$ 77.82	$ 2957
TOTAL	**$ 96.75**	**$ 33572**

Allied Billing Details

Health Care Team	P.P.A	Fees
TR Room	$ 0.00	$ 0
TOTAL	**$ 0.00**	**$ 0**

Predictor - Week One (23-11-2026 To 29-11-2026)

Doctor Name	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Total	PPA	P.E.
Bishoy Boutrus	0	16	26	13	9	9	0	73	$ 83.53	$ 6227.40
Jennifer Cornell	0	15	0	0	0	0	0	15	$ 104.54	$ 1111.09
Jordan Fitz-Gerald	0	0	0	0	0	0	0	0	$ 0.00	$ 0.00
Kym Buttsworth	32	15	32	31	0	29	0	139	$ 92.16	$ 11840.40
Mariette Smit	0	32	32	32	32	0	0	128	$ 70.18	$ 22127.08
Salwa Uzair	18	9	18	0	0	0	0	45	$ 78.24	$ 3708.32
TOTAL	**50**	**87**	**108**	**76**	**41**	**38**	**0**	**400**	**$ 82.45**	**$ 39142.93**

Allied Predictor - Week One (23-11-2026 To 29-11-2026)

Health Care Team	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Total	PPA	P.E.
TR Room	0	32	32	32	15	0	0	111	$ 0.00	$ 0.00
TOTAL	**0**	**32**	**32**	**32**	**15**	**0**	**0**	**111**	**$ 0.00**	**$ 0.00**

Predictor - Week Two (30-11-2026 To 06-12-2026)

Doctor Name	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Total	PPA	P.E.
Bishoy Boutrus	0	16	26	13	9	9	0	73	$ 66.60	$ 6227.40
Jennifer Cornell	0	15	0	0	0	0	0	15	$ 96.48	$ 1111.09
Jordan Fitz-Gerald	0	0	0	0	0	0	0	0	$ 0.00	$ 0.00
Kym Buttsworth	32	15	32	31	0	29	0	139	$ 92.88	$ 11840.40
Mariette Smit	0	32	32	32	32	0	0	128	$ 81.12	$ 22127.08
Salwa Uzair	18	9	18	0	0	0	0	45	$ 77.56	$ 3708.32
TOTAL	**50**	**87**	**108**	**76**	**41**	**38**	**0**	**400**	**$ 82.73**	**$ 39142.93**

Allied Predictor - Week Two (30-11-2026 To 06-12-2026)

Health Care Team	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Total	PPA	P.E.
TR Room	0	32	32	32	15	0	0	111	$ 0.00	$ 0.00
TOTAL	**0**	**32**	**32**	**32**	**15**	**0**	**0**	**111**	**$ 0.00**	**$ 0.00**

Wage Report

Health Care Team	Role	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Total	Wages
Kelly Brosnan	Nurse	04:00	08:30	09:30	07:30	09:30	00:00	00:00	39:00	$ 1627.47
Tania Lloyd	Staff	06:00	00:00	08:45	06:30	09:45	08:30	00:00	39:30	$ 1135.38
Fiona Milne	Staff	06:30	09:00	00:00	00:00	09:15	00:00	00:00	24:45	$ 654.04
Sheena Buchan	Staff	09:00	05:45	06:30	09:15	00:00	00:00	00:00	30:30	$ 810.52
Isobelle Wilkinson	Staff	00:00	04:45	07:30	05:45	00:00	00:00	00:00	18:00	$ 540.00
TOTAL		**25:30**	**28:00**	**32:15**	**29:00**	**28:30**	**08:30**	**00:00**	**151:45**	**$ 4767.41**

Role	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Total	Wages
Nurse Total	04:00	08:30	09:30	07:30	09:30	00:00	00:00	39:00	$ 1627.47
Staff Total	21:30	19:30	22:45	21:30	19:00	08:30	00:00	112:45	$ 3139.94
TOTAL	**25:30**	**28:00**	**32:15**	**29:00**	**28:30**	**08:30**	**00:00**	**151:45**	**$ 4767.41**

Roster - Week One (16-11-2026 To 22-11-2026)

Name	Role	Mon		Tue		Wed		Thu		Fri		Sat		Sun	
		Start	End	Start	End	Start	End	Start	End	Start	End	Start	End	Start	End
Kelly Brosnan	Nurse	14:00	18:00	07:30	16:00	07:30	17:00	07:30	15:00	07:30	17:00				
Tania Lloyd	Staff	07:15	13:15			07:15	16:00	12:30	19:00	07:45	17:30	07:30	16:00		
Fiona Milne	Staff	12:30	19:00	08:00	17:00					07:15	16:30				
Sheena Buchan	Staff	08:00	17:00	07:15	13:00	12:30	19:00	08:00	17:15						
Isobelle Wilkinson	Staff			13:00	17:45	08:30	16:00	07:15	13:00						
TOTAL		**25:30**		**28:00**		**32:15**		**29:00**		**28:30**		**08:30**		**00:00**	

Roster - Week Two (23-11-2026 To 29-11-2026)

Name	Role	Mon		Tue		Wed		Thu		Fri		Sat		Sun	
		Start	End	Start	End	Start	End	Start	End	Start	End	Start	End	Start	End
Kelly Brosnan	Nurse	14:00	18:00	07:30	16:00	07:30	17:00	07:30	15:00	07:30	17:00				
Tania Lloyd	Staff	07:15	13:15			07:15	16:00	12:30	19:00	07:45	17:30	07:30	16:00		
Fiona Milne	Staff	12:30	19:00	08:00	17:00					07:15	16:30				
Sheena Buchan	Staff	08:00	17:00	07:15	13:00	12:30	19:00	08:00	17:15						
Isobelle Wilkinson	Staff			13:00	17:45	08:30	16:00	07:15	13:00						
TOTAL		**25:30**		**28:00**		**32:15**		**29:00**		**28:30**		**08:30**		**00:00**	

Staff Report - Works

Staff Name	Appt./Hr	Mon		Tue		Wed		Thu		Fri		Sat		Sun		Total	
		Apt.	Hrs	Apt.	Hrs	Apt.	Hrs	Apt.	Hrs	Apt.	Hrs	Apt.	Hrs	Apt.	Hrs	Apt.	Hrs
Bishoy Boutrus	0	24	00:00	12	00:00	24	00:00	21	00:00	0	00:00	9	00:00	0	00:00	90	00:00
Jennifer Cornell	0	0	00:00	17	00:00	0	00:00	0	00:00	0	00:00	0	00:00	0	00:00	17	00:00
Jordan Fitz-Gerald	0	0	00:00	1	00:00	0	00:00	0	00:00	0	00:00	0	00:00	0	00:00	1	00:00
Kym Buttsworth	0	40	00:00	18	00:00	35	00:00	35	00:00	0	00:00	34	00:00	0	00:00	162	00:00
Mariette Smit	0	8	00:00	12	00:00	11	00:00	11	00:00	12	00:00	0	00:00	0	00:00	54	00:00
Salwa Uzair	0	15	00:00	7	00:00	13	00:00	13	00:00	0	00:00	4	00:00	0	00:00	52	00:00
TR Room	0	4	00:00	4	00:00	9	00:00	5	00:00	1	00:00	0	00:00	0	00:00	23	00:00
TOTAL	**0**	**91**	**00:00**	**71**	**00:00**	**92**	**00:00**	**85**	**00:00**	**13**	**00:00**	**47**	**00:00**	**0**	**00:00**	**399**	**00:00**

Nurse Report

Staff Name	Mon		Tue		Wed		Thu		Fri		Sat		Sun		Total		Booking %
	Bkd.	Fre.	Bkd.	Fre.	Bkd.	Fre.	Bkd.	Fre.	Bkd.	Fre.	Bkd.	Fre.	Bkd.	Fre.	Bkd.	Fre.	
Bishoy Boutrus	24	0	12	4	24	2	21	0	0	9	9	0	0	0	90	15	85.71%
Jennifer Cornell	0	0	17	0	0	0	0	0	0	0	0	0	0	0	17	0	100.00%
Jordan Fitz-Gerald	0	0	1	0	0	0	0	0	0	0	0	0	0	0	1	0	100.00%
Kym Buttsworth	40	0	18	0	35	0	35	0	0	0	34	0	0	0	162	0	100.00%
Mariette Smit	8	0	12	20	11	21	11	21	12	20	0	0	0	0	54	82	39.71%
Salwa Uzair	15	3	7	2	13	5	13	0	0	0	4	0	0	0	52	10	83.87%
TR Room	4	0	4	28	9	23	5	27	1	14	0	0	0	0	23	92	20.00%
TOTAL	**91**	**3**	**71**	**54**	**92**	**51**	**85**	**48**	**13**	**43**	**47**	**0**	**0**	**0**	**399**	**199**	**66.72%**

Nurse Ratio	Doctor Hours	Nurse Hours
1	186:10	39:00

Profitability Analysis

Based on your data, here are the top five actions to improve profitability, each with a clear description:

1. **Increase Utilization of Available Appointments**

Currently, utilization percentage is only 57.83%, meaning nearly half of potential appointment slots go unused. Increasing utilization by improving scheduling efficiency, reducing gaps, and promoting under-filled sessions (especially for allied health, which has 0% utilization) will directly raise revenue without increasing fixed costs.

2. **Optimize Allied Health Services**

Allied health (TR Room) has 111 available slots but 0 completed appointments and 0 fees generated. This represents lost income. Focus should be on marketing allied health, integrating it into patient pathways, and incentivizing referrals from doctors to fill these slots and generate new revenue streams.

3. **Reduce DNA (Did Not Attend) Rates**

Across doctors, there are 29 DNAs out of 376 booked appointments (7.7%). For Salwa Uzair and TR Room, DNA rates are particularly high. Implementing reminder systems, charging DNA fees, or improving patient engagement will reduce DNAs, ensuring revenue from booked slots and improving overall operational efficiency.

4. **Review and Control Management Fees**

Management fees are $10,071.69, which is a significant portion of operating expenses and, notably, higher than gross profit (which is negative, at -$601.52). Negotiating lower management fees, switching to more cost-effective management solutions, or reassessing the value received can immediately improve net profit margin.

5. **Expand New Patient Acquisition**

Only 8 new patients were added, which is low given total volume. Increasing new patient marketing (digital, community outreach, referral programs) will fill unused slots, improve utilization, and boost average revenue per patient. This is especially important given the high cost per appointment ($12.68); more patients can spread fixed costs and drive profitability.

Summary:

Improving profitability in your practice requires (1) better utilization of all available appointment slots, (2) activating allied health services, (3) reducing DNA rates, (4) controlling management fees, and (5) increasing new patient acquisition. Each action directly addresses underperformance or cost inefficiency in your current operations and will drive both short-term and long-term profitability.