Economic Outlook and Emerging Issues in Dentistry Week of December 12, 2022

Table of Contents

	Page
About This Study	2

Results for the questions below are reported in two sections:

- All Respondents Combined includes overall results for all respondents.
- Select Breakout of Results includes results by ownership status, DSO affiliation, practice size, geography, sex, age, & race/ethnicity.

	All Respondents Combined	Select Breakouts of Results
Looking ahead to the next six months, how confident are you in the recovery of: (Your particular dental practice, The dental care sector in general, The U.S. economy)	3	9
How full was you dental practice's appointment schedule last week?	3	16
Which of the following factors prevented your dental practice's appointment schedule from reaching 100% last week? (Patient cancellations, Not enough patients making appointments, Trouble filling vacant staff positions, COVID safety protocols, Other)	4	16
[Owners only] Currently, how many business days does the average <i>patient of record</i> have to wait for an appointment (excluding emergencies)?	5	30
[Owners only] Currently, how many business days deos the average <i>new patient</i> have to wait for an initial appointment (excluding emergencies)?	5	30
Have you recently or are you currently recruiting any of the following positions in your dental practice? (Dental hygienists, Dental assistants, Dentists, Administrative staff)	6	36
How challenging has it been to recruit the position(s) below? (Dental hygienists, Dental assistants, Dentists, Administrative staff)	6	36
Have you ever received any patient reviews online?	7	48
[If yes] Have you ever responded to an online patient review (i.e., included a reply in the review)?	7	51
[If yes] Have you ever been unable to respond to an online review due to HIPPA regulations?	7	53
Do you have plans to do any of the following in 2023? (Check all that apply.)	8	55
[If plan to affiliate with large group or DSO] Please indicate the approximate number of	0	
locations in the group practice or DSO with which you plan to affiliate in 2023.	8	

Economic Outlook and Emerging Issues in Dentistry Week of December 12, 2022

ADA American Dental Association®

About This Study

To better understand the economic and operational conditions in dental practices and public health clinics over time, and to measure the impact of the COVID-19 pandemic and other emerging issues in dentistry, the ADA Health Policy Institute launched a tracking poll in January 2022. For the initial wave over the week of January 17, 2022, we invited nearly 80,000 dentists from across the U.S. to join a panel in which they will complete a survey once a month; over 3,000 have opted to participate. The number of respondents in each wave, along with the number of responses in each reporting category in the current wave, can be found at the end of this report.

Below are the results from the latest wave of this study, the week of December 12, for dentists working in private dental practices. The report includes breakouts by ownership status, DSO affiliation, practice size, geographic location, sex, age group, and race/ethnicity. Unless noted otherwise, charts reflect the results from the latest wave of data collection. Please note that we only include graphics representing at least 30 responses. Because of this, we were not able to include results for respondents in the following categories: under age 35, large group (10+dentists) and Black. The number of respondents by demographics can be found at the end of this report.

This report was published in December 2022 by the American Dental Association's Health Policy Institute.

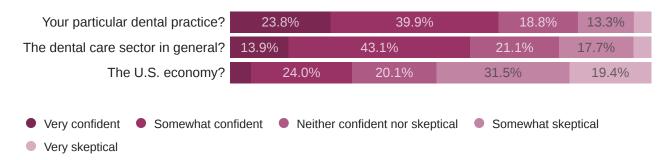
211 E. Chicago Avenue Chicago, Illinois 60611 312.440.2928 hpi@ada.org

For more information on other publications, products and services, please visit our website, ADA.org/HPI.

All Respondents

Looking ahead to the next six months, how confident are you in the recovery of:

1138 Responses



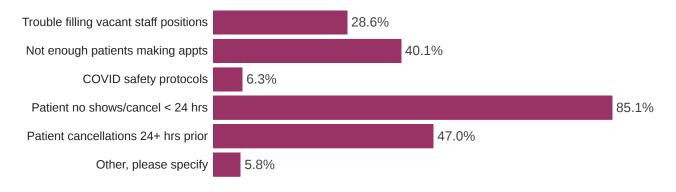
How full was your dental practice's appointment schedule last week?



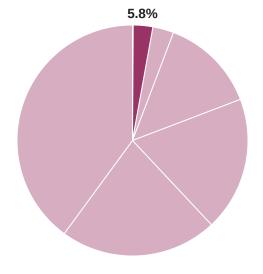
Mean % of appointment schedule filled

Which of the following factors prevented your dental practice's appointment schedule from reaching 100% last week? (Select all that apply.)

958 Responses



56 respondents (5.8%) selected "other, please specify." Their responses are categorized below.



Other, please specify:	Percentage of Responses
STAFF OUT WITH COVID/QUARANTINE/OTHER ILLNESS	28.6%
PATIENTS POSTPONING TREATMENT DUE TO COST	14.3%
STAFF OUT ON VACATION / LEAVE	8.9%
BAD ECONOMIC CONDITIONS	8.9%
STAFF SHORTAGES	7.1%
PATIENTS AWAY / OFFICE CLOSED FOR BREAK OR HOLIDAY	7.1%
INCLEMENT WEATHER	7.1%
INEXPERIENCED / INEFFICIENT STAFF	3.6%
DROPPED DENTAL PLAN / LOW REIMBURSEMENT / INSURANCE ISSUES	1.8%
MISCELLANEOUS	12.5%

[Owners only] Currently, how many business days does the average *patient of record* have to wait for an appointment (excluding emergencies)?

4196 Responses



Mean number of days

[Owners only] Currently, how many business days does the average *new patient* have to wait for an initial appointment (excluding emergencies)?

5324 Responses

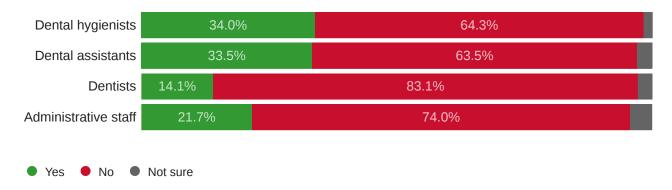


Mean number of days

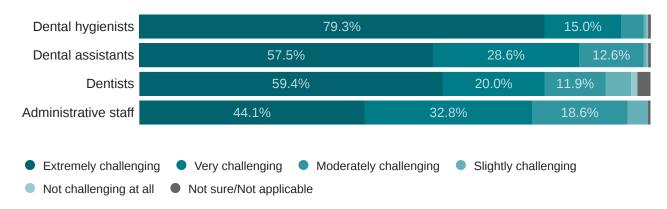


Have you recently or are you currently recruiting any of the following positions in your dental practice?

1138 Responses



How challenging has it been to recruit the position(s) below?



Have you ever received any patient reviews online?

1138 Responses



[If yes] Have you ever responded to an online patient review (i.e., included a reply in the review)?

1003 Responses

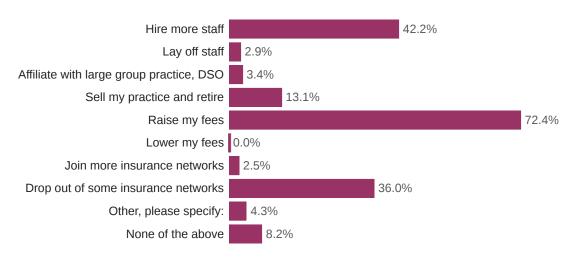


[If yes] Have you ever been unable to respond to an online review due to HIPAA regulations?

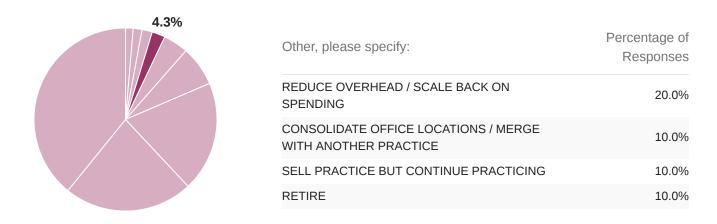
Yes [39%, 396]	No [61%, 607]

Do you have plans to do any of the following in 2023? (Check all that apply.)

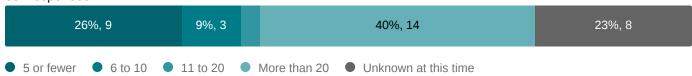
1041 Responses



45 respondents (4.3%) selected "other, please specify." Their responses are categorized below.



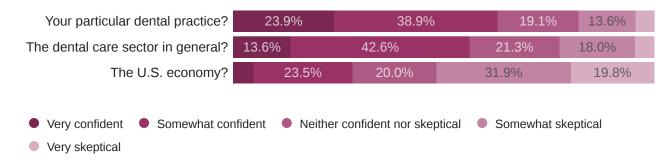
[If plan to affiliate with large group or DSO] Please indicate the approximate number of locations in the group practice or DSO with which you plan to affiliate in 2023.



BY OWNERSHIP STATUS

Looking ahead to the next six months, how confident are you in the recovery of:

Owner



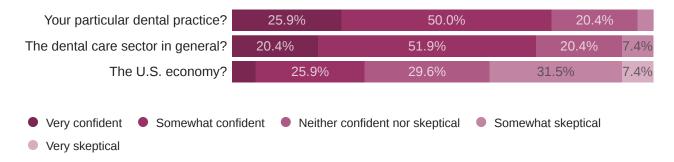
Non-owner

Your particular dental practice?	22.7%	50.5%			15.5%	6 10.3%
The dental care sector in general?	16.5%	49.5%			18.6%	14.4%
The U.S. economy?	28	.9%	21.6%		27.8%	15.5%

BY DSO AFFILIATION

Looking ahead to the next six months, how confident are you in the recovery of:

DSO



Non-DSO

Your particular dental practice?	23.7%	23.7% 39.4%		8.7%	13.8%	
The dental care sector in general?	13.6%	42.7%	21.19	6	18.2%	
The U.S. economy?	23.9%	19.6%	31.5%		20.0%	

BY PRACTICE SIZE

Looking ahead to the next six months, how confident are you in the recovery of:

Solo dentists

Your particular dental practice?	19.8% 36.2%			22.8%	15.5%	
The dental care sector in general?	12.0%	39.3%		22.9%	20.5%	
The U.S. economy?	19.8%	19.2% 34.7%		21.4%		
Very confidentSomewhat corVery skeptical	nfident • Neith	er confident nor sk	eptical	Somewhat	ıt skeptical	

2 to 9 dentists

Your particular dental practice?	30.3	30.3% 45.0%				12.9	% 9.7%
The dental care sector in general?	16.7%	48.6%			18.6	%	13.3%
The U.S. economy?	3	30.3%	21.5%	4	26.5%		17.2%

BY GEOGRAPHY

Looking ahead to the next six months, how confident are you in the recovery of:

Top 20 cities

Your particular dental practice?	21.6%	39.8%	19.3%	18.2%
The dental care sector in general?	15.9%	42.0%	21.6%	17.0%
The U.S. economy?	21.6	5% 27.3%	31.8%	12.5%
Very confidentSomewhat corVery skeptical	ifident • N	either confident nor skeptical	Somewhat ske	eptical

Other urban

Your particular dental practice?	22.8%	41.0%		18.3%	13.1%	
The dental care sector in general?	13.6%	44.0%	2	21.0%	16.9%	
The U.S. economy?	24.2%	20.5%	32	2.8%	18.1%)

Suburban

Your particular dental practice?	30	0.2%	37.7%		37.7%		L%	11.3%	
The dental care sector in general?	15.1%		37.7%		22.6%		2	0.8%	
The U.S. economy?	7.5%	20.8%	17.0%		30.2%			24.5%	

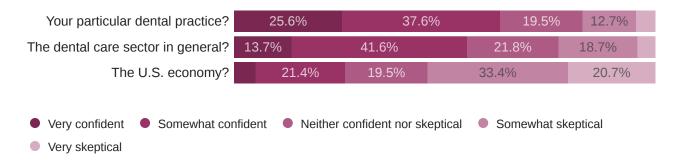
Rural

Your particular dental practice?	rticular dental practice? 28.1% 35.3%		.1% 35.3%		22.	2%	12.0%
The dental care sector in general?	13.8%	41.3%		3% 21.0%		21	.0%
The U.S. economy?		25.1%	15.6%	25.7%		28.	1%

BY SEX

Looking ahead to the next six months, how confident are you in the recovery of:

Male



Female

Your particular dental practice?	20.4%	44.8%		17.3%	14.4%	
The dental care sector in general?	14.4%	46.3%		19.6%	15.4%	
The U.S. economy?	2	29.3%	21.5%	27.7%	16.8%	

BY AGE GROUP

Looking ahead to the next six months, how confident are you in the recovery of:

35 to 44

Your particular dental practice?	26.3%	46.0%		18.29	7.6%				
The dental care sector in general?	16.2%	46.5%	21	.2%	14.1%				
The U.S. economy?	26.8% 23.7%		30.3%		15.7%				
 Very confident Somewhat confident Neither confident nor skeptical Very skeptical 									

45 to 54

Your particular dental practice?	25.3%	25.3% 40.8%)	17.0%	14.4%
The dental care sector in general?	16.2%	6 43.0%		2	20.6%	16.6%
The U.S. economy?	27	.4%	18.1%	30.3	%	20.2%

55 to 64

Your particular dental practice?	22.9% 36.0%			21.1%		14.7%	
The dental care sector in general?	12.5% 40.5%		4	21.6%		20.5%	
The U.S. economy?	22.1%	18.7% 32.8%		20.0%			

65 or older

Your particular dental practice?	20.8% 40.0%			17.7%	15.4%	
The dental care sector in general?	11.5%		21.1%	18.8%		
The U.S. economy?	19.5%	21.5%	21.5% 32.2%		21.5%	

BY RACE/ETHNICITY

Looking ahead to the next six months, how confident are you in the recovery of:

White

Your particular dental practice?	25.3%	38.7%		18.2%	13.3%			
The dental care sector in general?	14.1%	42.9%	2	20.6%	18.1%			
The U.S. economy?	The U.S. economy? 24.7% 18.7%				19.5%			
 Very confident Somewhat confident Neither confident nor skeptical Somewhat skeptical 								

Asian

Your particular dental practice?	18.7%	46.2%		19.8%	1	5.4%
The dental care sector in general?	14.3%	45.1%		22.0%	17.	.6%
The U.S. economy?	9.9%	18.7% 36.3%		24.2%		11.0%

Hispanic

Your particular dental practice?	12.8%	55.3%			17.0%	14	.9%
The dental care sector in general?	17.0%	53.2%			14.9%	10.6	5%
The U.S. economy?	8.5%	38.3% 12.8%		31.9%		8.5%	

Appointment Schedule

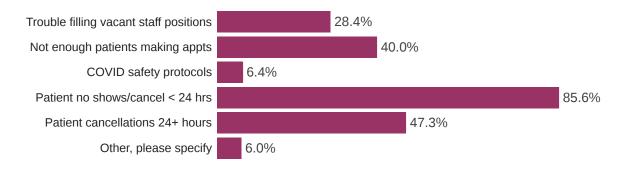
BY OWNERSHIP STATUS

Owner

How full was your dental practice's appointment schedule last week?



Mean % of schedule filled



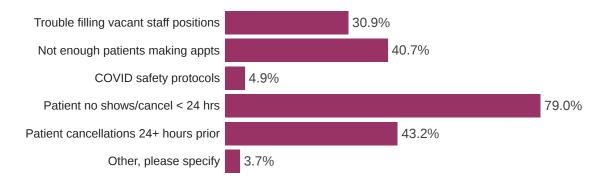
BY OWNERSHIP STATUS (continued)

Non-owner

How full was your dental practice's appointment schedule last week?



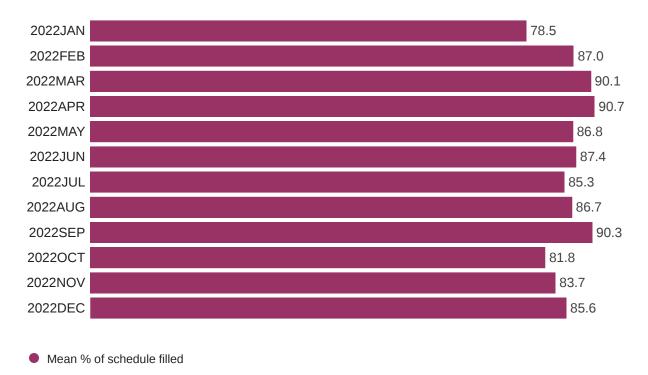
Mean % of schedule filled

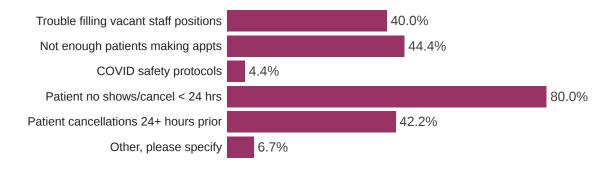


BY DSO AFFILIATION

DSO

How full was your dental practice's appointment schedule last week?

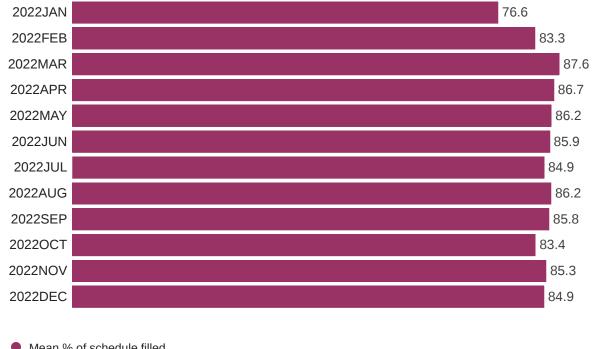




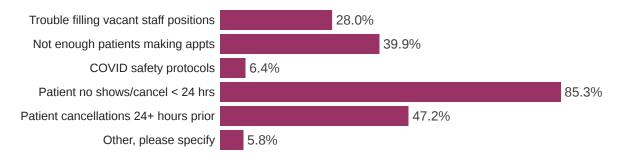
BY DSO AFFILIATION (continued)

Non-DSO

How full was your dental practice's appointment schedule last week?



Mean % of schedule filled



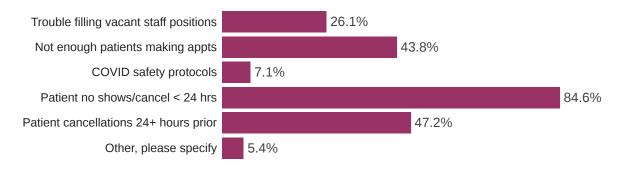
BY PRACTICE SIZE

Solo dentists

How full was your dental practice's appointment schedule last week?



Mean % of schedule filled



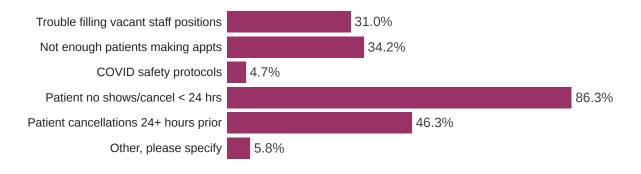
BY PRACTICE SIZE (continued)

2 to 9 dentists

How full was your dental practice's appointment schedule last week?



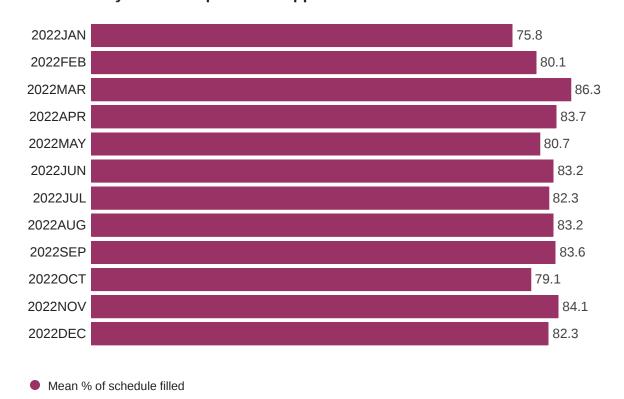
Mean % of schedule filled

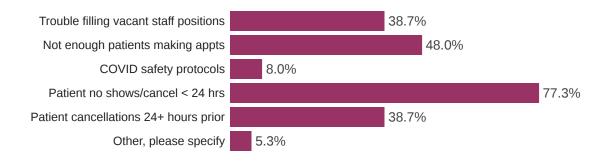


BY GEOGRAPHY

Top 20 cities

How full was your dental practice's appointment schedule last week?

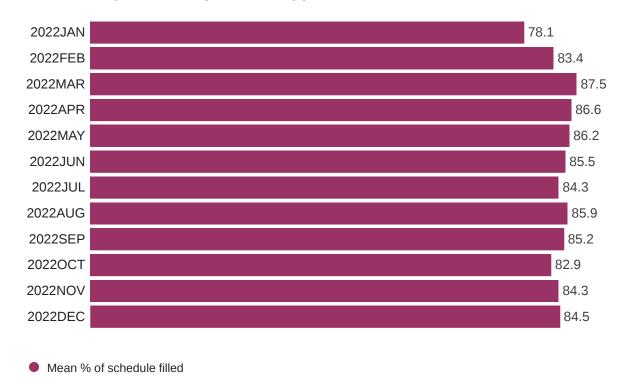


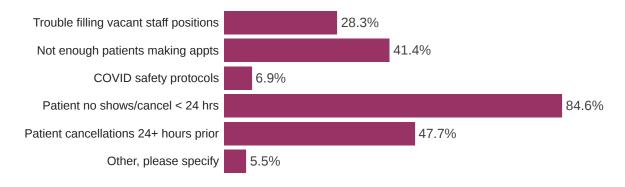


BY GEOGRAPHY (continued)

Other Urban

How full was your dental practice's appointment schedule last week?





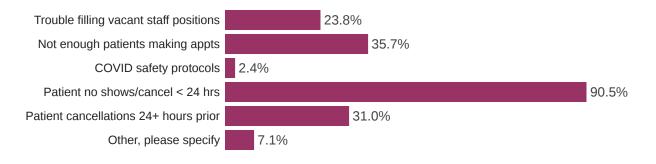
BY GEOGRAPHY (continued)

Suburban

How full was your dental practice's appointment schedule last week?



Mean % of schedule filled



BY GEOGRAPHY (continued)

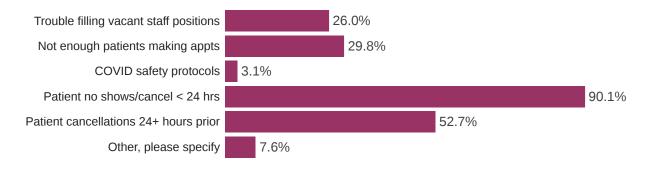
ADA American Dental Association®

Rural

How full was your dental practice's appointment schedule last week?



Mean % of schedule filled



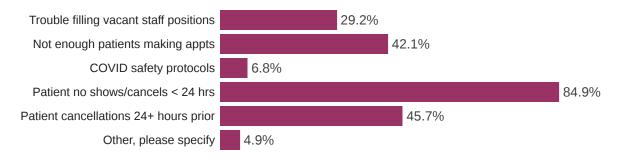
BY SEX

Male

How full was your dental practice's appointment schedule last week?



Mean % of schedule filled



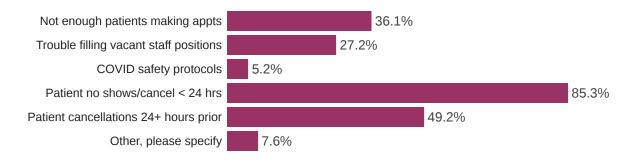
BY SEX (continued)

Female

How full was your dental practice's appointment schedule last week?



Mean % of schedule filled



BY AGE

How full was your dental practice's appointment schedule last week? 1125 Responses



Field	Trouble filling vacant staff positions	Not enough patients trying to make appointments	COVID safety protocols are limiting the capacity	Patient no shows/cancellations < 24 hrs	Patient cancellations 24+ hours prior	Other, please specify
35- 44	29.0%	33.3%	2.5%	92.0%	42.6%	3.7%
45- 54	28.4%	34.7%	5.0%	88.7%	55.0%	7.2%
55- 64	29.4%	39.0%	4.9%	84.7%	46.9%	3.7%
65+	27.3%	52.0%	12.8%	77.1%	41.0%	8.4%

BY RACE/ETHNICITY

How full was your dental practice's appointment schedule last week?

1124 Responses



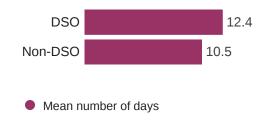
Field	Trouble filling vacant staff positions	Not enough patients trying to make appointments	COVID safety protocols are limiting the capacity	Patient no shows/cancellations < 24 hrs	Patient cancellations 24+ hours prior	Other, please specify
White	27.9%	39.9%	5.4%	86.0%	45.9%	5.4%
Asian	30.7%	40.0%	18.7%	81.3%	50.7%	5.3%
Hispanic	28.6%	28.6%	2.4%	83.3%	42.9%	7.1%

BY DSO AFFILIATION

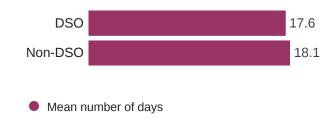
Patient Wait Times

[Owners only] Currently, how many business days does the average *patient of record* have to wait for an appointment (excluding emergencies)?

1041 Responses



[Owners only] Currently, how many business days does the average *new patient* have to wait for an initial appointment (excluding emergencies)?



BY PRACTICE SIZE

[Owners only] Currently, how many business days does the average *patient of record* have to wait for an appointment (excluding emergencies)?

1040 Responses



Mean number of days

[Owners only] Currently, how many business days does the average *new patient* have to wait for an initial appointment (excluding emergencies)?

1040 Responses

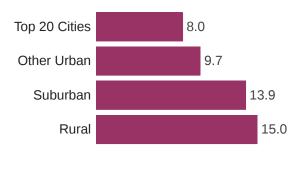


Mean number of days

BY GEOGRAPHY

[Owners only] Currently, how many business days does the average *patient of record* have to wait for an appointment (excluding emergencies)?

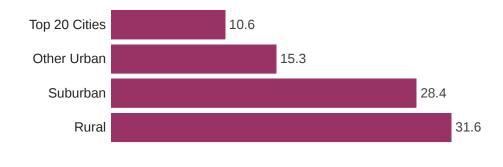
1041 Responses



Mean number of days

[Owners only] Currently, how many business days does the average *new patient* have to wait for an initial appointment (excluding emergencies)?

1041 Responses

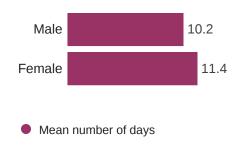


Mean number of days

BY SEX

[Owners only] Currently, how many business days does the average *patient of record* have to wait for an appointment (excluding emergencies)?

1040 Responses



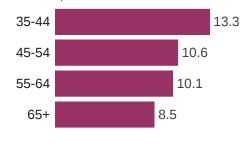
[Owners only] Currently, how many business days does the average *new patient* have to wait for an initial appointment (excluding emergencies)?



BY AGE GROUP

[Owners only] Currently, how many business days does the average *patient of record* have to wait for an appointment (excluding emergencies)?

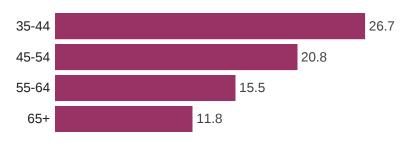




Mean number of days

[Owners only] Currently, how many business days does the average *new patient* have to wait for an initial appointment (excluding emergencies)?

1041 Responses

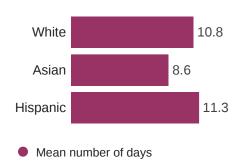


Mean number of days

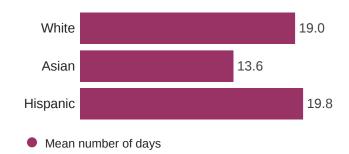
BY RACE / ETHNICITY

[Owners only] Currently, how many business days does the average *patient of record* have to wait for an appointment (excluding emergencies)?

1040 Responses



[Owners only] Currently, how many business days does the average *new patient* have to wait for an initial appointment (excluding emergencies)?

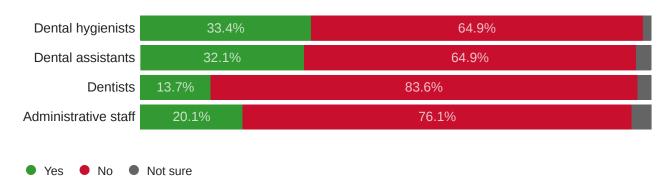


Staff Recruitment

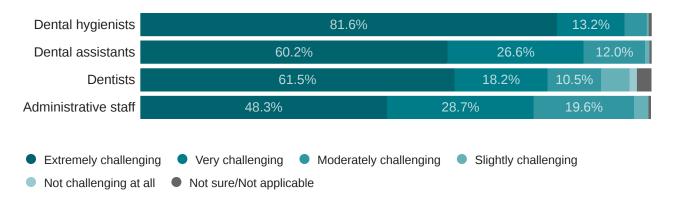
BY OWNERSHIP STATUS

Owner dentists

Have you recently or are you currently recruiting any of the following positions in your dental practice?



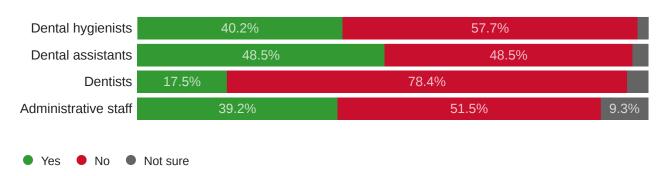
How challenging has it been to recruit the position(s) below?

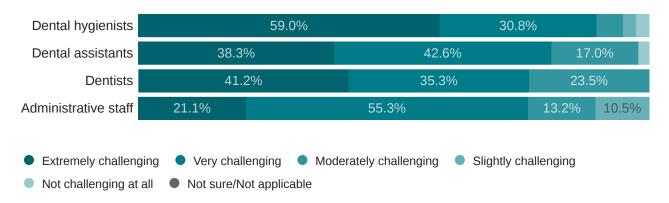


BY OWNERSHIP STATUS (continued)

Non-owner dentists

Have you recently or are you currently recruiting any of the following positions in your dental practice?

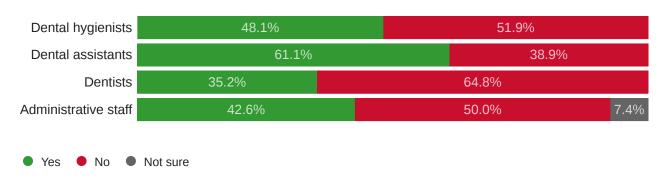


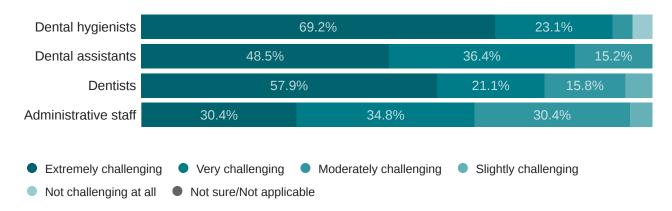


BY DSO AFFILIATION

DSO

Have you recently or are you currently recruiting any of the following positions in your dental practice?



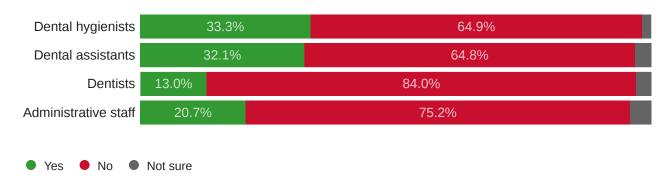


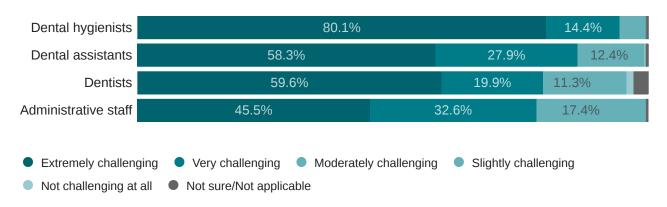


BY DSO AFFILIATION (continued)

Non-DSO

Have you recently or are you currently recruiting any of the following positions in your dental practice?

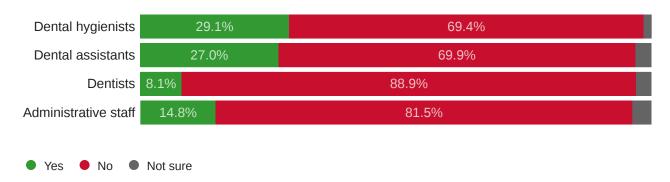


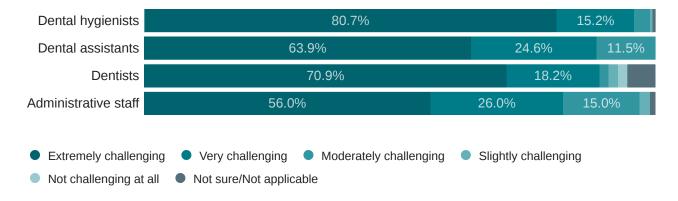


BY PRACTICE SIZE

Solo dentists

Have you recently or are you currently recruiting any of the following positions in your dental practice?



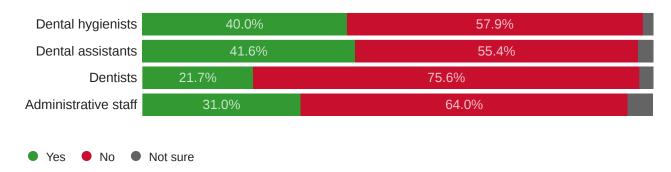


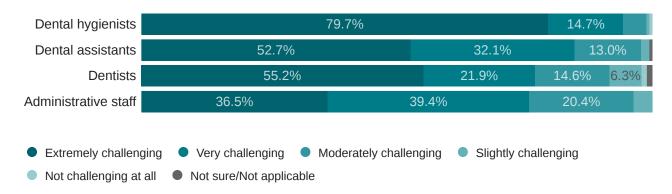


BY PRACTICE SIZE (continued)

2 to 9 dentists

Have you recently or are you currently recruiting any of the following positions in your dental practice?

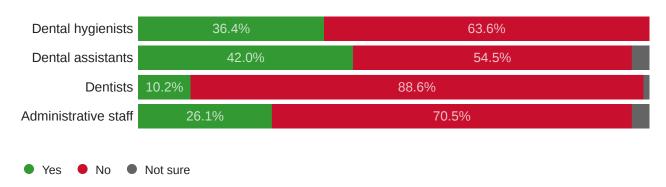


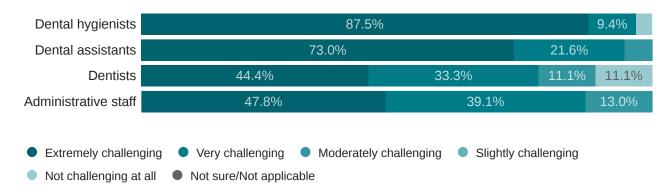


BY GEOGRAPHY

Top 20 Cities

Have you recently or are you currently recruiting any of the following positions in your dental practice?

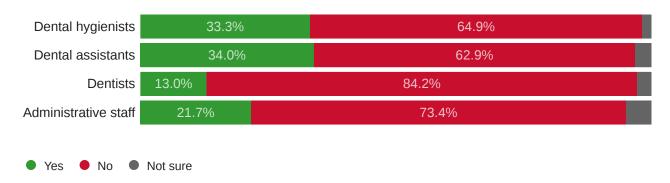


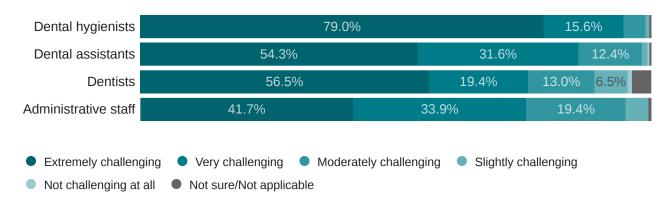


BY GEOGRAPHY (continued)

Other Urban

Have you recently or are you currently recruiting any of the following positions in your dental practice?

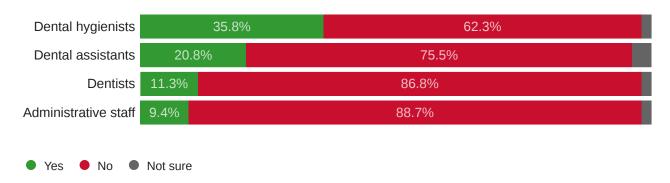


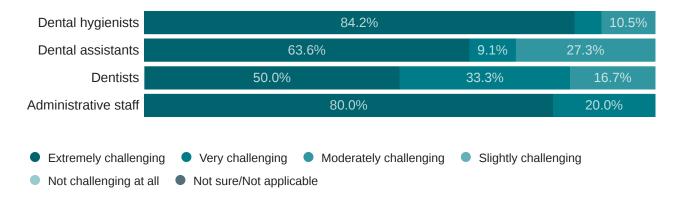


BY GEOGRAPHY (continued)

Suburban

Have you recently or are you currently recruiting any of the following positions in your dental practice?





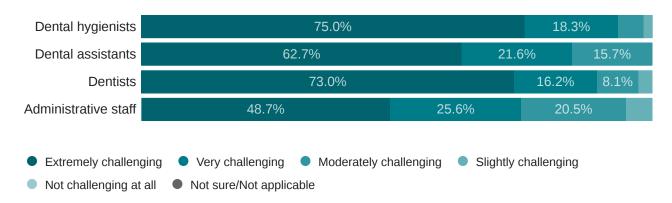


BY GEOGRAPHY (continued)

Rural

Have you recently or are you currently recruiting any of the following positions in your dental practice?



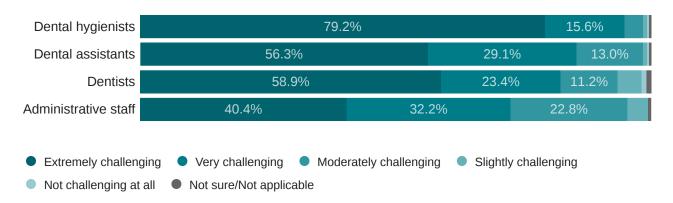


BY SEX

Male

Have you recently or are you currently recruiting any of the following positions in your dental practice?





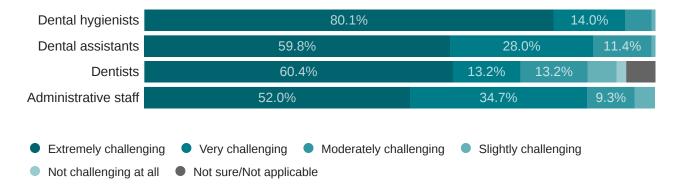


BY SEX (continued)

Female

Have you recently or are you currently recruiting any of the following positions in your dental practice?





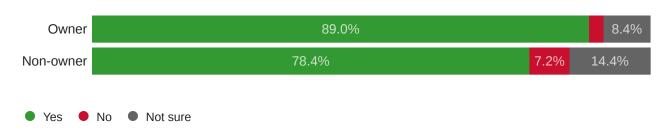
Questions of the Week

Online Patient Reviews

Have you ever received any patient reviews online?

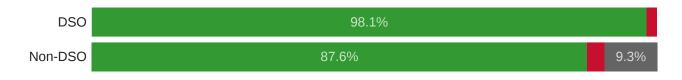
BY OWNER STATUS

1138 Responses

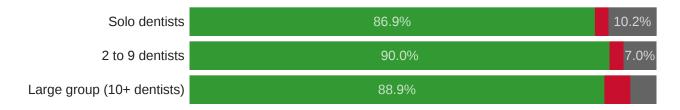


BY DSO AFFILIATION

1138 Responses



BY PRACTICE SIZE

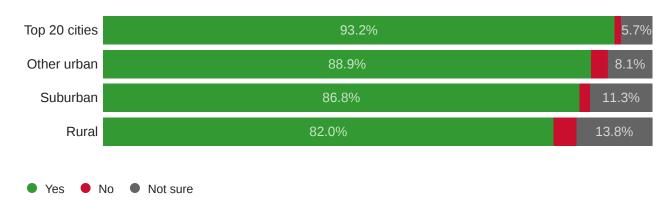




Have you ever received any patient reviews online? (continued)

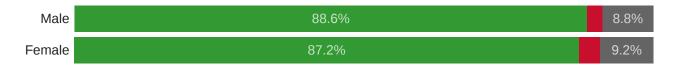
BY GEOGRAPHY

1138 Responses

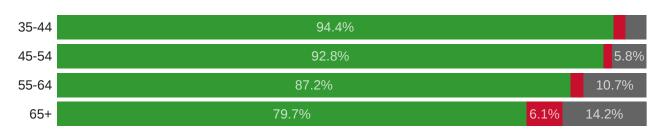


BY SEX

1136 Responses

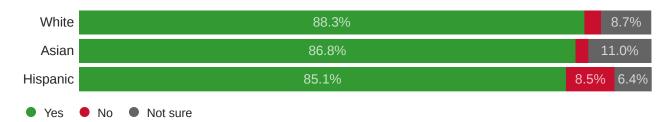


BY AGE GROUP



Have you ever received any patient reviews online? (continued)

BY RACE/ETHNICITY





[If yes] Have you ever responded to an online patient review (i.e., included a reply in the review)?

BY OWNERSHIP STATUS

1003 Responses



BY DSO AFFILIATION

1003 Responses



BY PRACTICE SIZE

1002 Responses



BY GEOGRAPHY





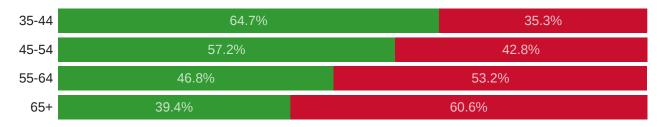
[If yes] Have you ever responded to an online patient review (i.e., included a reply in the review)? (continued)

BY SEX 1001 Responses



BY AGE GROUP

1003 Responses



BY RACE/ETHNICITY



[If yes] Have you ever been unable to respond to an online review due to HIPAA regulations?

BY OWNERSHIP STATUS

1003 Responses



BY DSO AFFILIATION

1003 Responses



BY PRACTICE SIZE

1002 Responses



BY GEOGRAPHY





[If yes] Have you ever been unable to respond to an online review due to HIPAA regulations? (continued)

BY SEX 1001 Responses



BY AGE GROUP

1003 Responses



BY RACE/ETHNICITY

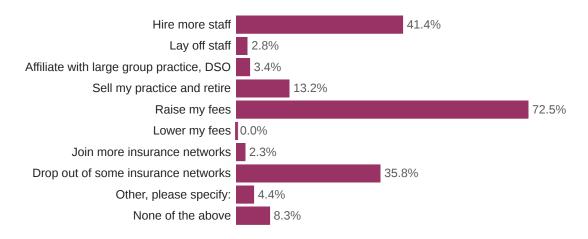


Practice Plans for 2023

[Owners only] Do you have plans to do any of the following in 2023? (Check all that apply.)

BY DSO AFFILIATION

NON-DSO 1019 Responses



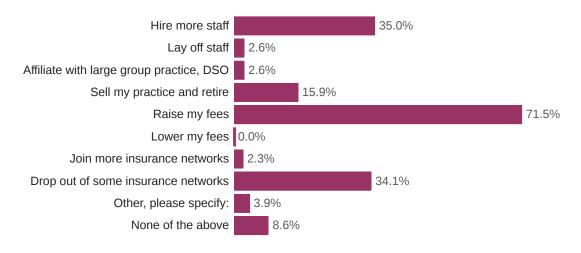


[Owners only] Do you have plans to do any of the following in 2023? (Check all that apply.) (continued)

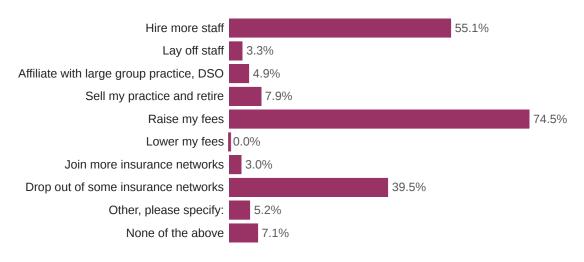
BY PRACTICE SIZE

SOLO DENTISTS

666 Responses



2 TO 9 DENTISTS



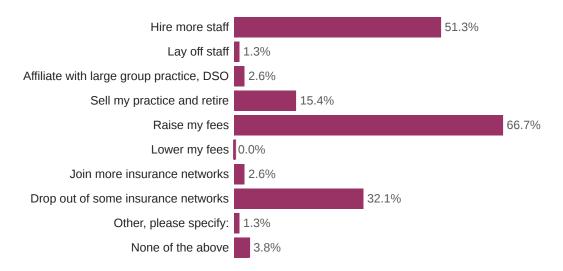


[If owner dentist] Do you have plans to do any of the following in 2023? (Check all that apply.) (continued)

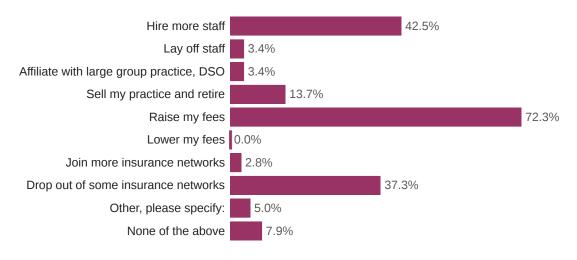
BY GEOGRAPHY

TOP 20 CITIES

78 Responses



OTHER URBAN

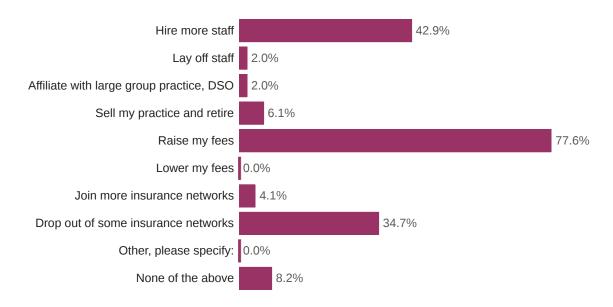




[If owner dentist] Do you have plans to do any of the following in 2023? (Check all that apply.) (continued)

SUBURBAN

49 Responses



RURAL 156 Responses

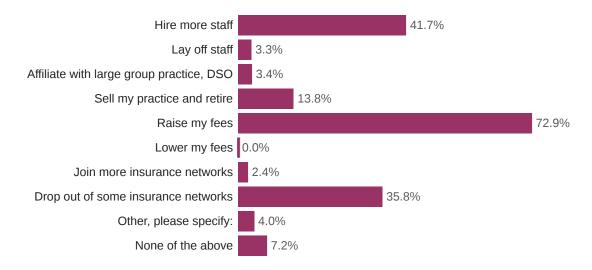
35.9% Hire more staff Lay off staff 1.3% 3.8% Affiliate with large group practice, DSO Sell my practice and retire 10.9% 74.4% Raise my fees Lower my fees 0.0% Join more insurance networks 0.6% Drop out of some insurance networks 32.1% 3.8% Other, please specify: None of the above 11.5%



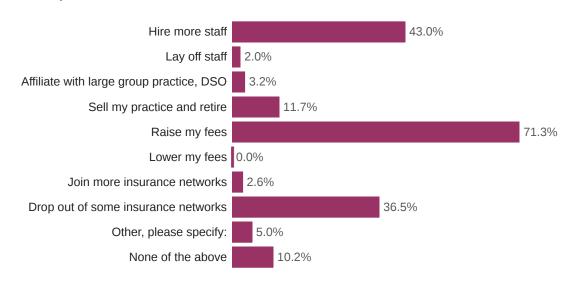
[If owner dentist] Do you have plans to do any of the following in 2023? (Check all that apply.) (continued)

BY SEX

MALE



FEMALE 342 Responses

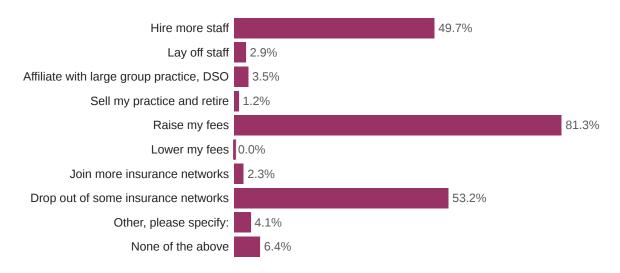




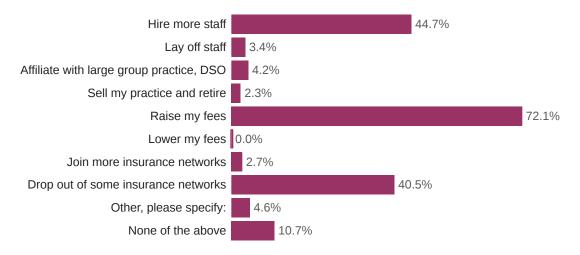
[If owner dentist] Do you have plans to do any of the following in 2023? (Check all that apply.) (continued)

BY AGE GROUP

35 TO 44 171 Responses



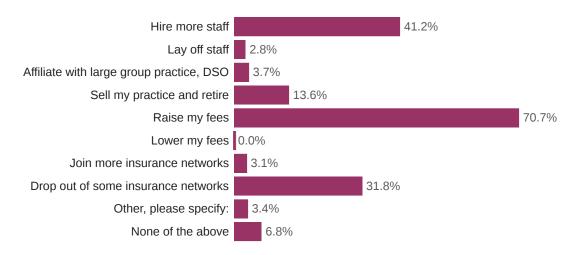
45 TO 54 262 Responses



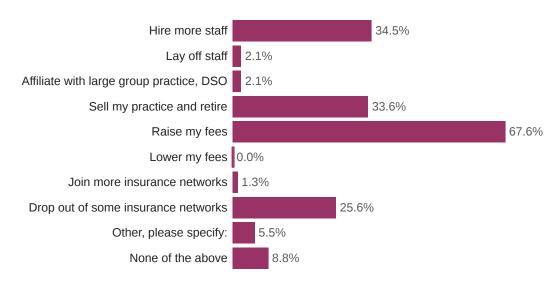


[If owner dentist] Do you have plans to do any of the following in 2023? (Check all that apply.) (continued)

55 TO 64 352 Responses



65 OR OLDER



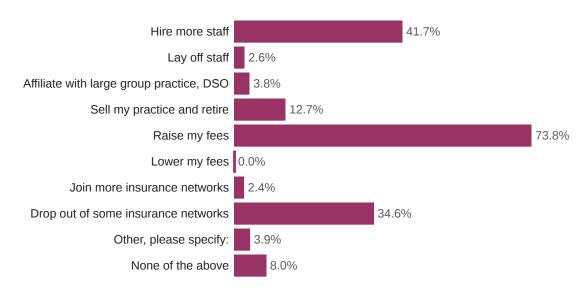


[If owner dentist] Do you have plans to do any of the following in 2023? (Check all that apply.) (continued)

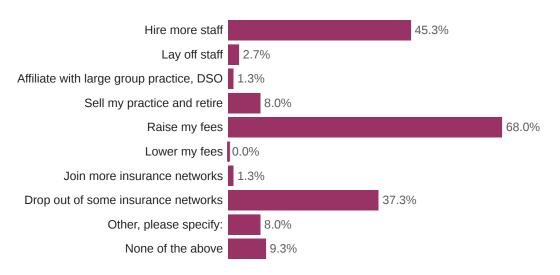
BY RACE/ETHNICITY

WHITE

817 Responses



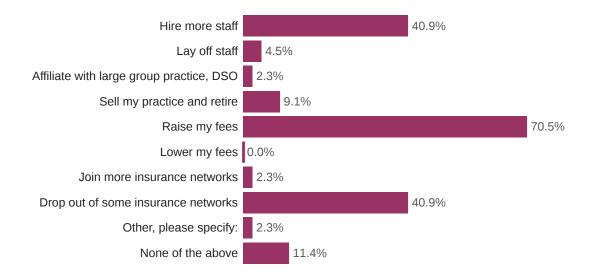
ASIAN





[If owner dentist] Do you have plans to do any of the following in 2023? (Check all that apply.) (continued)

HISPANIC 44 Responses



Economic Outlook and Emerging Issues in Dentistry Week of December 12, 2022

ADA American Dental Association®

Number of Responses by Wave

Wave	Responses
2022JAN	1,883
2022FEB	1,386
2022MAR	1,916
2022APR	1,423
2022MAY	1,389
2022JUN	1,203
2022JUL	1,162
2022AUG	1,204
2022SEP	1,102
2022OCT	1,170
2022NOV	1,137
2022DEC	1,138

Number of Responses by Group - Week of December 12

Ownership staus	Choice Count
Owner dentist (i.e., sole owner, partner, or shareholder)	1,041
Employee dentist (nonowner)	52
Associate dentist (nonowner)	26
Independent contractor	19
DSO Affiliation	Choice Count
DSO	54
Non-DSO	1,084

Week of December 12, 2022

ADA American Dental Association®

Number of Responses by Group - Week of December 12 (continued)

Practice Size	Choice Count
Solo dentists	677
2 to 9 dentists	442
Large group (10+ dentists)	18
Geography	Choice Count
Top 20 Cities	88
Other Urban	830
Suburban	53
Rural	167
Sex	Choice Count
Sex Male	Choice Count
Male	754
Male	754
Male Female	754 382
Male Female Age	754 382 Choice Count
Male Female Age <35	754 382 Choice Count 27
Male Female Age <35 35-44	754 382 Choice Count 27 198

Economic Outlook and Emerging Issues in Dentistry Week of December 12, 2022

ADA American Dental Association®

Number of Responses by Group - Week of December 12 (continued)

Race/Ethnicity	Choice Count
White	882
Asian	91
Hispanic	47
Black	13
Native Hawaiian / Pacific Islander	3
American Indian / Alaska Native	3
Other	19
Unknown	79