

Table of Contents

About This Study..... 2

All Respondents Combined

How full was your dental practice’s appointment schedule last week? 3

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)..... 3

Have you recently or are you currently recruiting any of the following positions in your dental practice? (Dental hygienists, Dental assistants, Dentists, Administrative staff) 4

How challenging has it been to recruit the position(s) below? (Dental hygienists, Dental assistants, Dentists, Administrative staff)..... 4

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)..... 4

Looking forward to the next six months, what are the top 3 challenges facing your dental practice?..... 5

Select Breakouts of Results

Appointment Schedule

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

Which of the following factors prevented your dental practice’s appointment schedule from reaching 100% last week?

By Ownership Status.....	6	By DSO Affiliation.....	8
By Practice Size.....	10	By Geography.....	13
By Sex.....	17	By Age.....	19
By Race/Ethnicity.....	20		

Staff Recruitment

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.....	21	By DSO Affiliation.....	23
By Practice Size.....	25	By Geography.....	28
By Sex.....	32		

Economic Confidence

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)

By Ownership Status.....	34	By DSO Affiliation.....	35
By Practice Size.....	36	By Geography.....	37
By Sex.....	38	By Age.....	39
By Race/Ethnicity.....	41		

Number of Responses by Wave/by Group..... 42

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 this 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; nearly 2,000 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 first wave of this study, 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.

This report was published in January 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](https://ada.org/HPI).

All Respondents

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

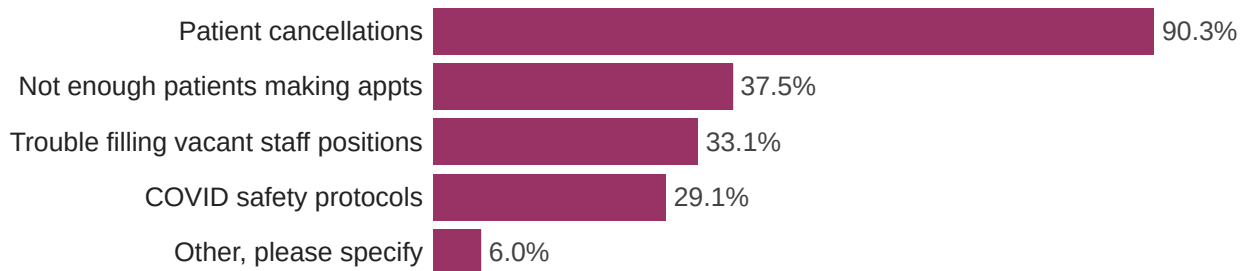
1871 Responses



● 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.)

1672 Responses

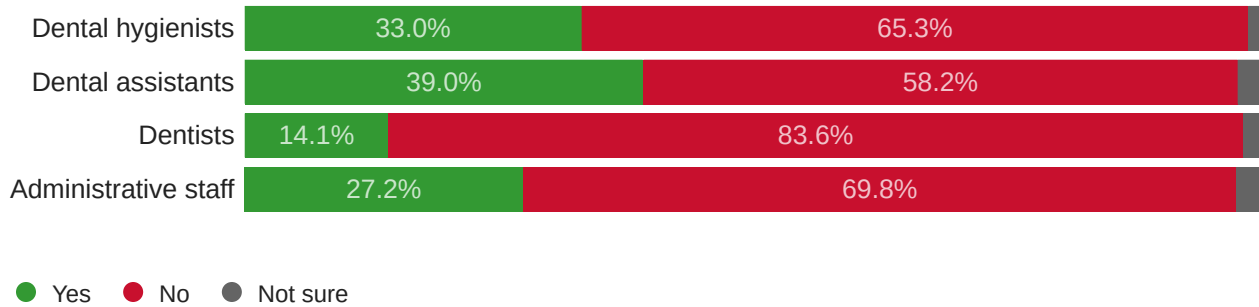


100 Responses

Other, please specify:	Percentage of Responses
INCLEMENT WEATHER	39.0%
SURGE IN COVID CASES	29.0%
PATIENT FEAR / HESITANCY TO VISIT DENTIST	10.0%
BAD ECONOMIC CONDITIONS	4.0%
DROPPED DENTAL PLAN / LOW REIMBURSEMENT	4.0%
MISCELLANEOUS	14.0%

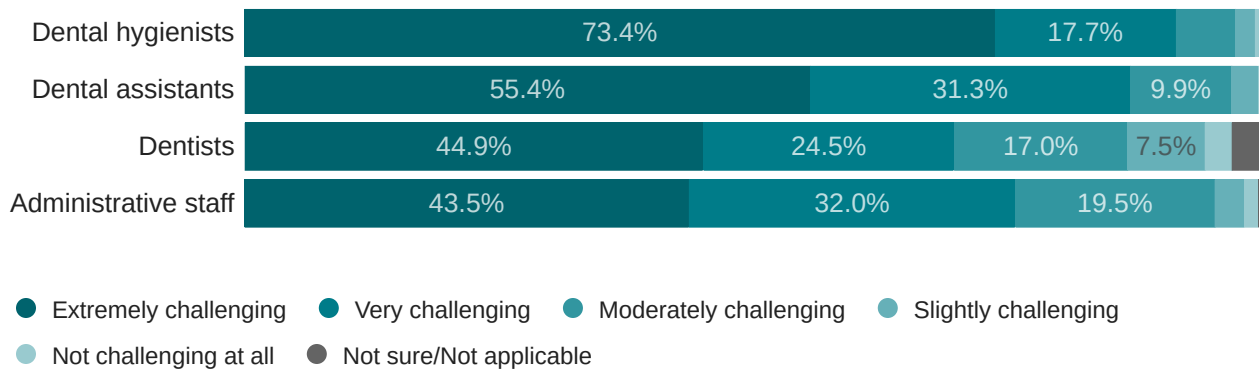
Have you recently or are you currently recruiting any of the following positions in your dental practice?

1883 Responses



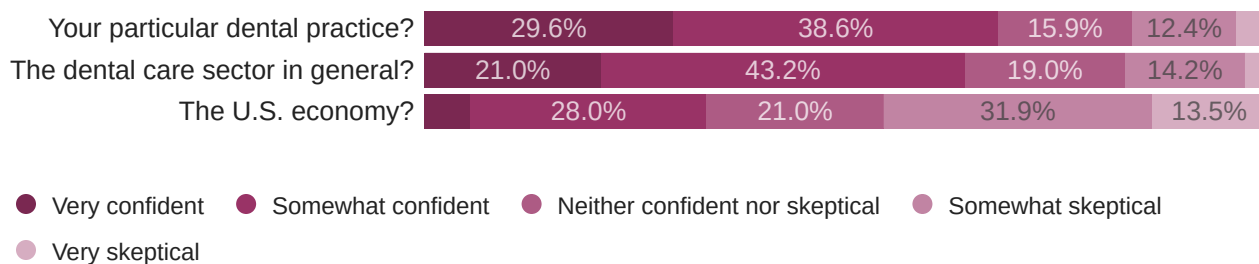
How challenging has it been to recruit the position(s) below?

1134 Responses

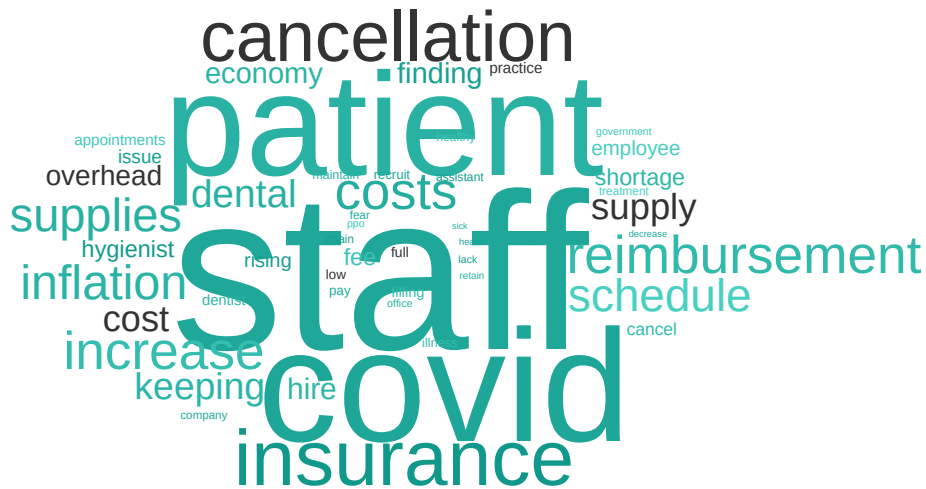


Looking ahead to the next six months, how confident are you in the recovery of:

1883 Responses



Looking forward to the next six months, what are the top 3 challenges facing your dental practice?



1883 Responses

Challenges	Percentage of Responses
STAFFING	66.1%
INFLATION / OVERHEAD / RISING COSTS	33.8%
INSURANCE OR MEDICAID ISSUES / LOW REIMBURSEMENT	22.4%
PATIENT CANCELLATIONS DUE TO COVID / SCHEDULING	20.8%
LOW PATIENT VOLUME / ENROLLING NEW PATIENTS	7.7%
PERFORMANCE OF US ECONOMY	7.4%
COVID-RELATED REGULATIONS AND PROTOCOLS	6.3%
MAINTAINING PRODUCTION AND CASH FLOW	6.2%
SUPPLY CHAIN ISSUES / SHORTAGES	6.1%
AVOIDING BURNOUT OF SELF AND/OR STAFF	3.9%
MORE COVID CASES / NEW VARIANTS	3.7%
PATIENTS AFRAID TO RETURN	2.6%
KEEPING STAFF AND SELF HEALTHY	2.5%
PRACTICE TRANSITION / RETIREMENT	1.9%
COMPETITION / CORPORATE DENTISTRY	1.3%
PATIENT ABILITY TO PAY FOR / ACCEPT TREATMENT	1.2%

Select Breakouts of Results

Appointment Schedule

BY OWNERSHIP STATUS

Owner

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

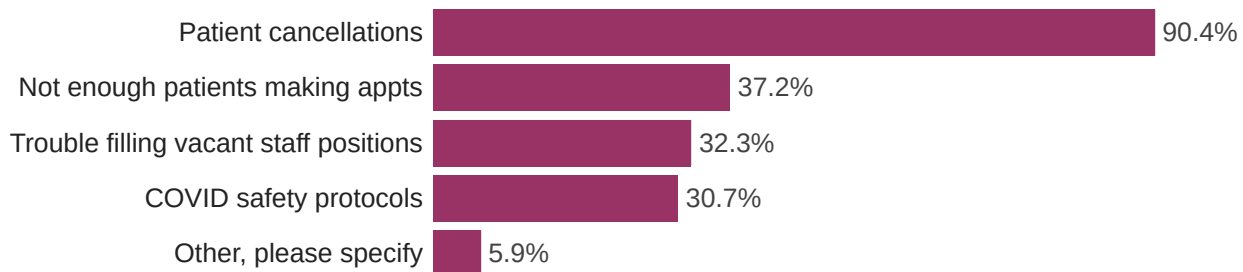
1683 Responses



● Mean % of schedule filled

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

1504 Responses



Non-owner

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

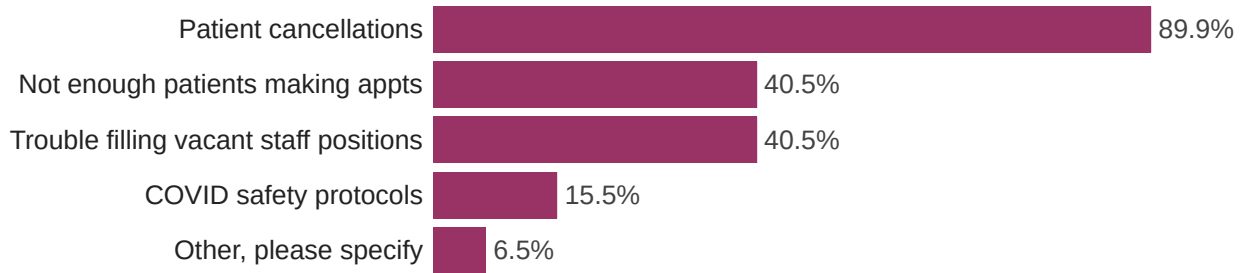
188 Responses



● Mean % of schedule filled

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

168 Responses



BY DSO AFFILIATION

DSO

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

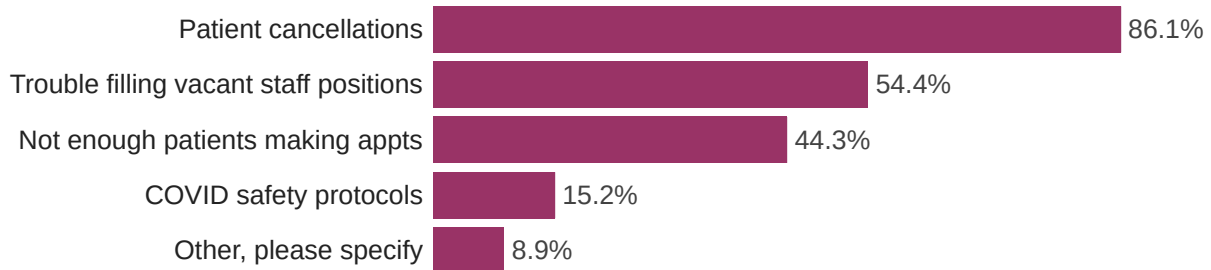
91 Responses



● Mean % of schedule filled

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

79 Responses



Non-DSO

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

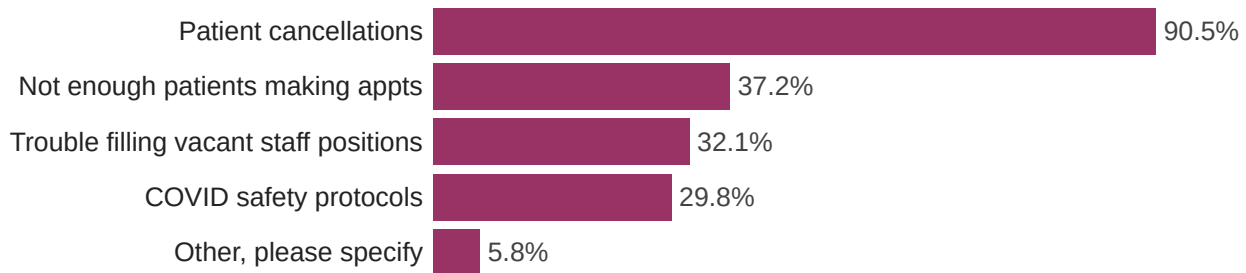
1780 Responses



● Mean % of schedule filled

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

1593 Responses



BY PRACTICE SIZE

Solo dentists

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

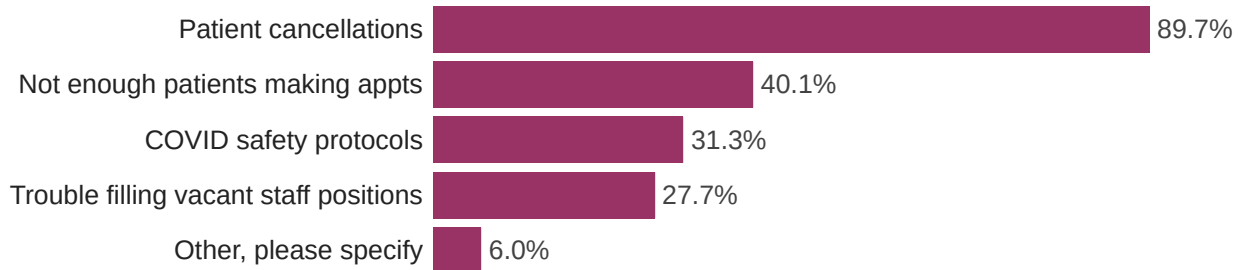
1081 Responses



● Mean % of schedule filled

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

971 Responses



2 to 9 dentists

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

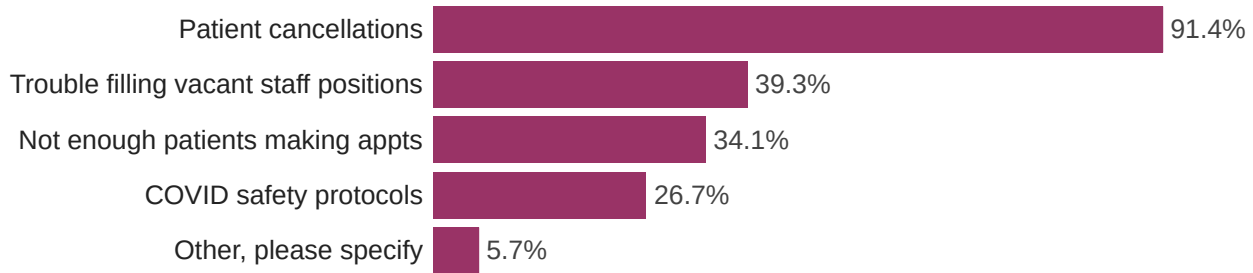
756 Responses



● Mean % of schedule filled

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

671 Responses



Large group (10+ dentists)

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

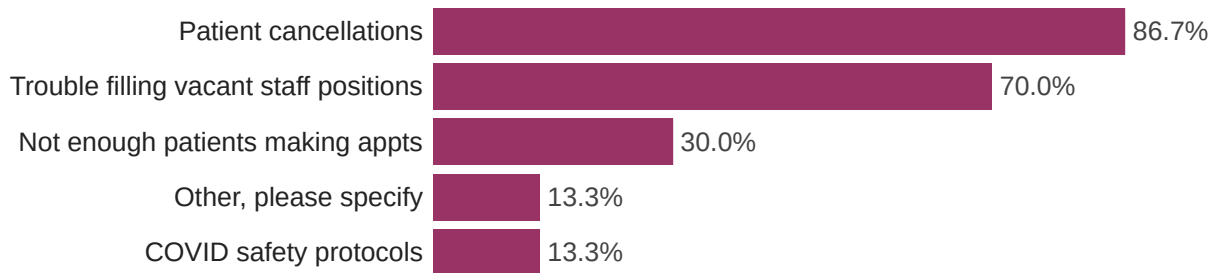
34 Responses



● Mean % of schedule filled

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

30 Responses



BY GEOGRAPHY

Top 20 cities

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

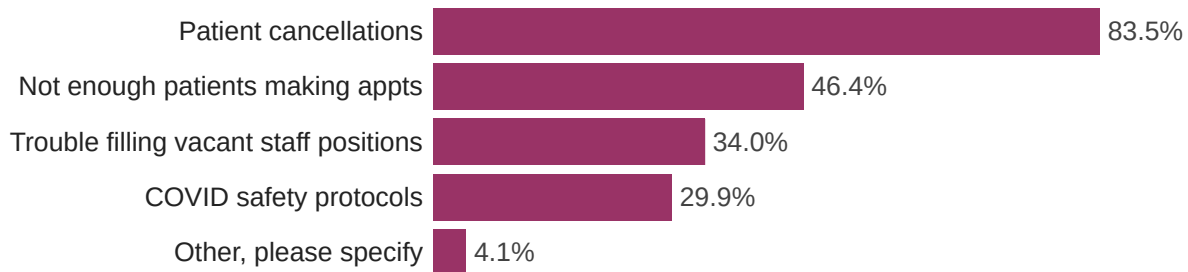
112 Responses



● Mean % of schedule filled

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

97 Responses



Other Urban

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

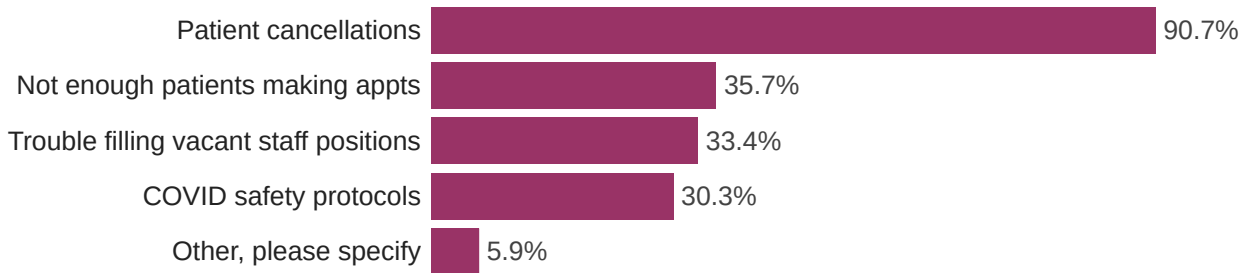
987 Responses



● Mean % of schedule filled

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

874 Responses



Suburban

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

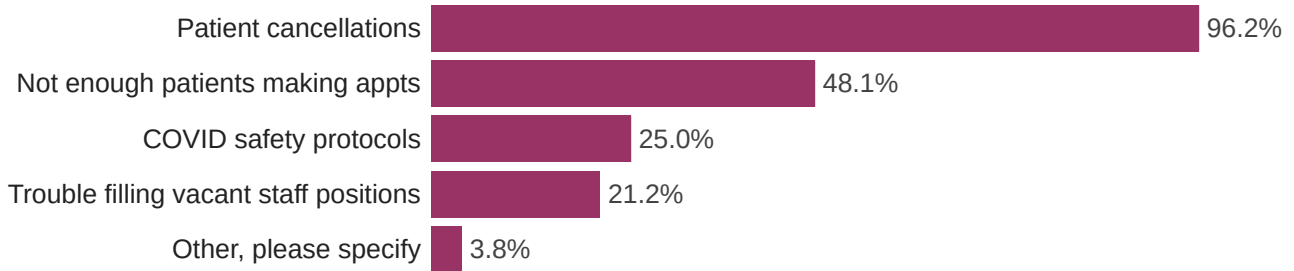
63 Responses



● Mean % of schedule filled

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

52 Responses



Rural

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

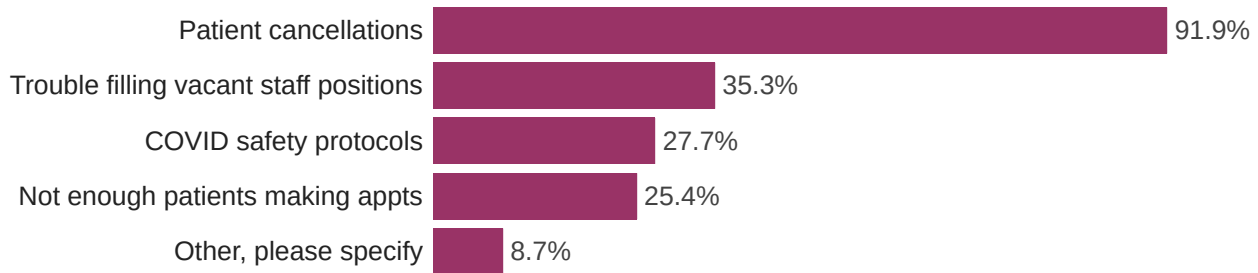
193 Responses



● Mean % of schedule filled

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

173 Responses



BY SEX

Male

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

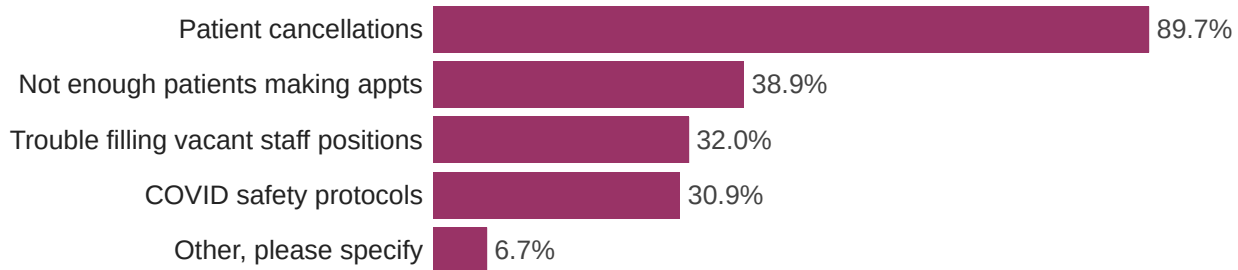
1170 Responses



● Mean % of schedule filled

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

1035 Responses



Female

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

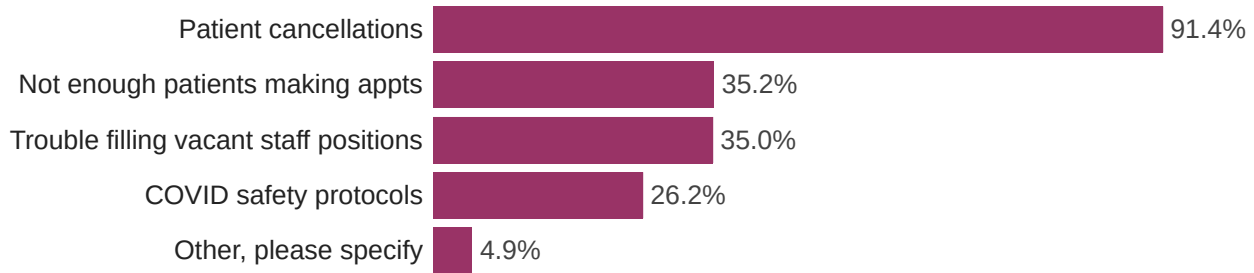
700 Responses



● Mean % of schedule filled

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

637 Responses



BY AGE

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

1868 Responses



● Mean % of schedule filled

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

1669 Responses

Field	Patient cancellations	Not enough patients trying to make appointments	Trouble filling vacant staff positions	COVID safety protocols are limiting the capacity	Other, please specify
<35	96.8%	43.6%	35.1%	11.7%	1.1%
35-44	93.9%	33.3%	36.4%	26.5%	3.4%
45-54	90.7%	33.1%	35.6%	27.8%	3.3%
55-64	89.9%	36.8%	30.4%	31.7%	6.7%
65+	85.7%	45.3%	30.9%	33.5%	11.5%

BY RACE/ETHNICITY

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

1871 Responses



● Mean % of schedule filled

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

1672 Responses

Field	Patient cancellations	Not enough patients trying to make appointments	Trouble filling vacant staff positions	COVID safety protocols are limiting the capacity	Other, please specify
White or Caucasian	91.0%	35.8%	32.0%	27.7%	6.1%
Asian	86.9%	48.3%	35.8%	38.6%	2.8%
Latino or Hispanic	86.0%	39.0%	33.0%	32.0%	5.0%
Black or African-American	86.2%	34.5%	27.6%	24.1%	17.2%

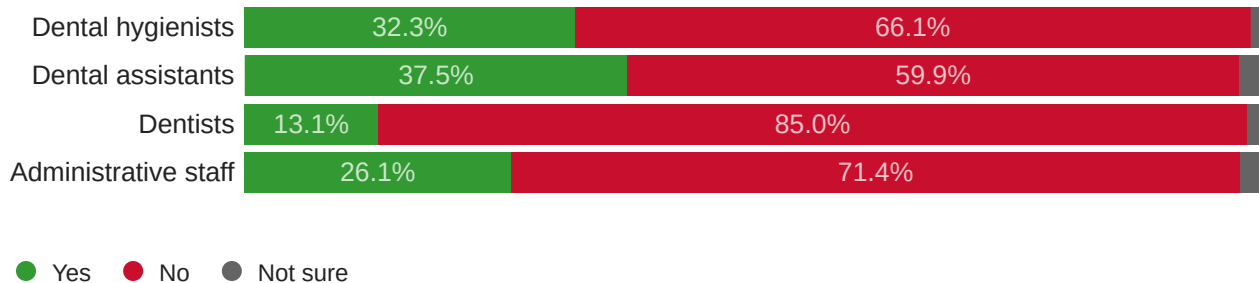
Staff Recruitment

BY OWNERSHIP STATUS

Owner dentists

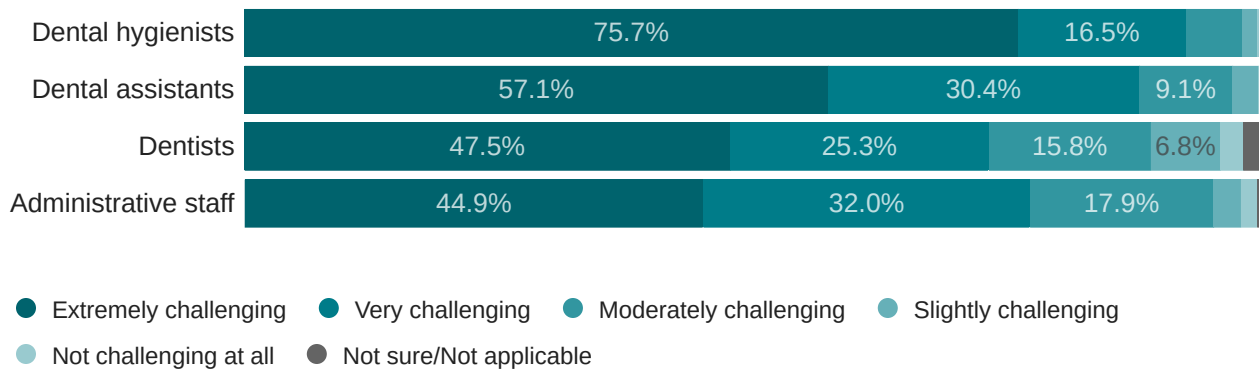
Have you recently or are you currently recruiting any of the following positions in your dental practice?

1692 Responses



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

997 Responses



Non-owner dentists

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

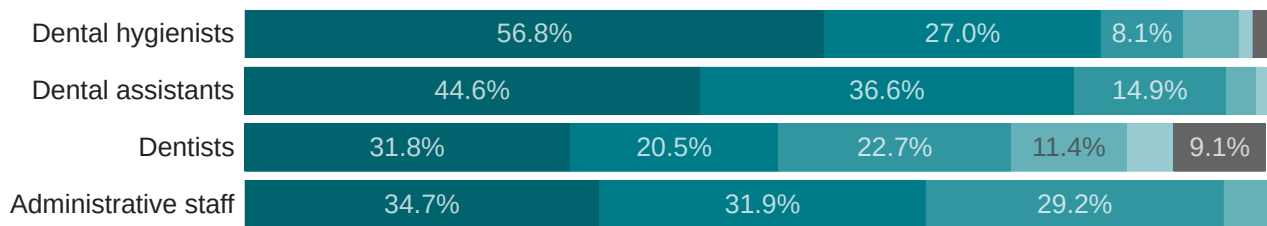
191 Responses



● Yes ● No ● Not sure

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

137 Responses



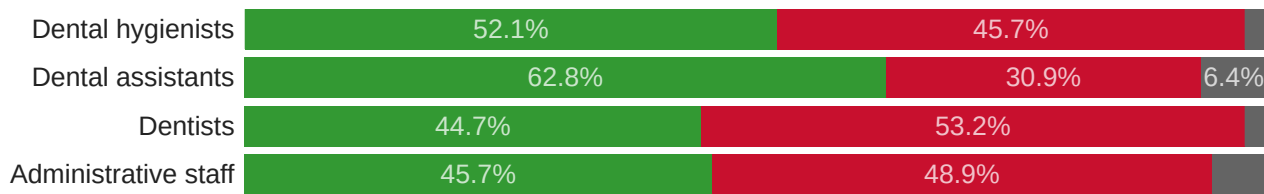
● Extremely challenging ● Very challenging ● Moderately challenging ● Slightly challenging
 ● Not challenging at all ● Not sure/Not applicable

BY DSO AFFILIATION

DSO

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

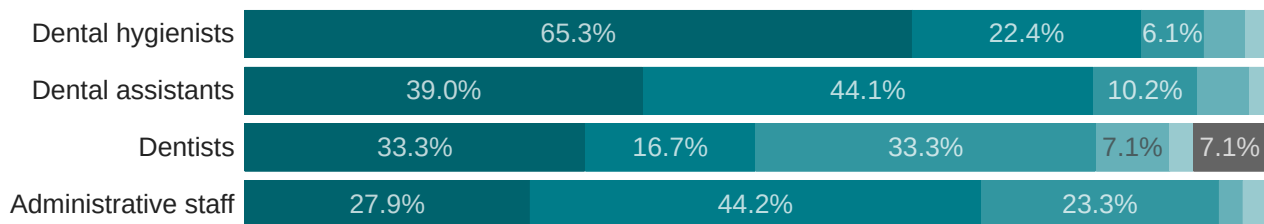
94 Responses



● Yes ● No ● Not sure

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

79 Responses



● Extremely challenging ● Very challenging ● Moderately challenging ● Slightly challenging
 ● Not challenging at all ● Not sure/Not applicable

Non-DSO

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

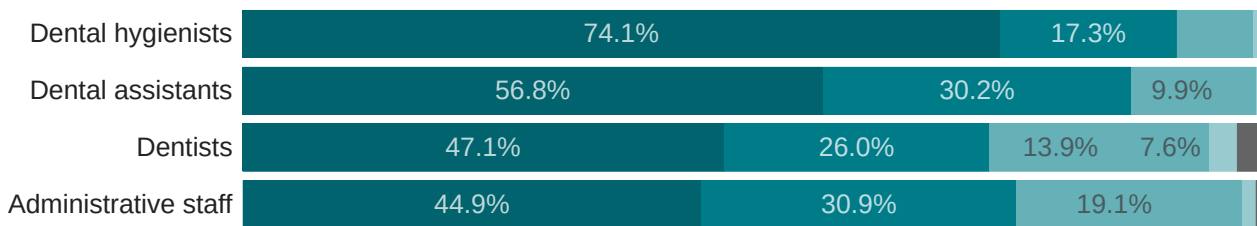
1789 Responses



● Yes ● No ● Not sure

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

1055 Responses



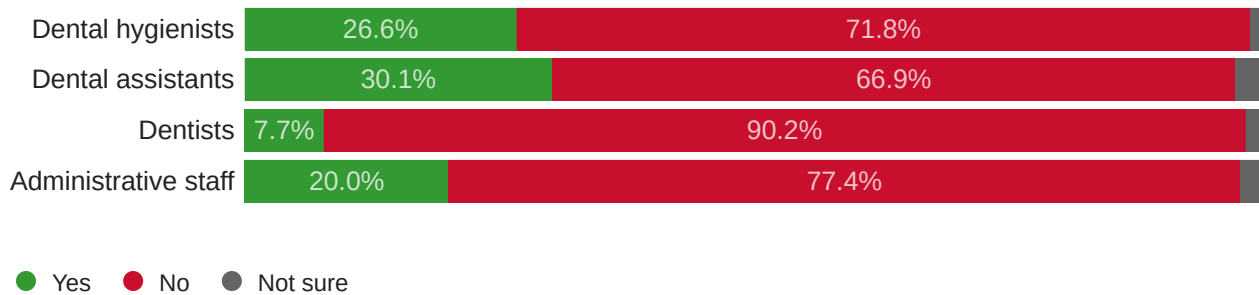
● Extremely challenging ● Very challenging ● Moderately challenging ● Slightly challenging
 ● Not challenging at all ● Not sure/Not applicable

BY PRACTICE SIZE

Solo dentists

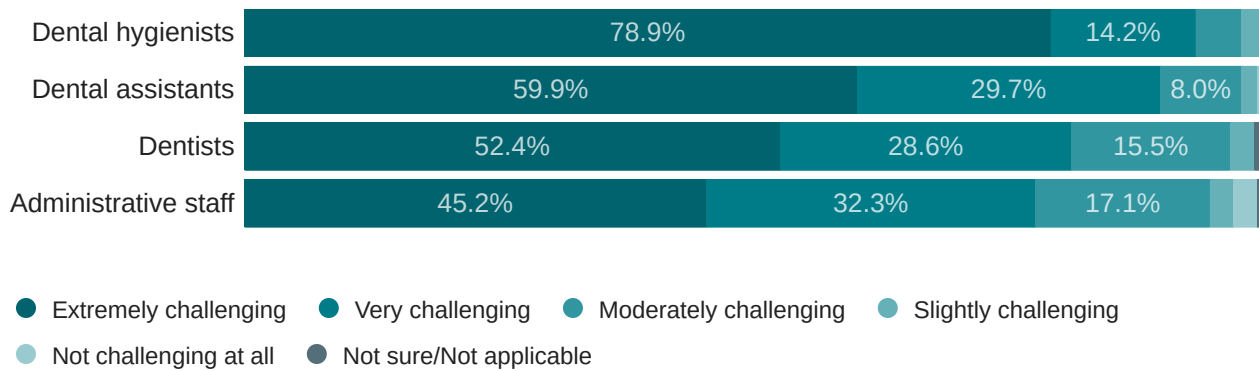
Have you recently or are you currently recruiting any of the following positions in your dental practice?

1086 Responses



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

549 Responses



2 to 9 dentists

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

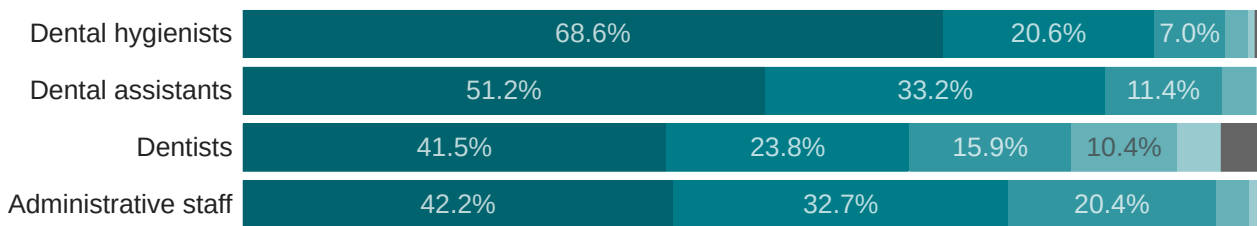
763 Responses



● Yes ● No ● Not sure

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

558 Responses

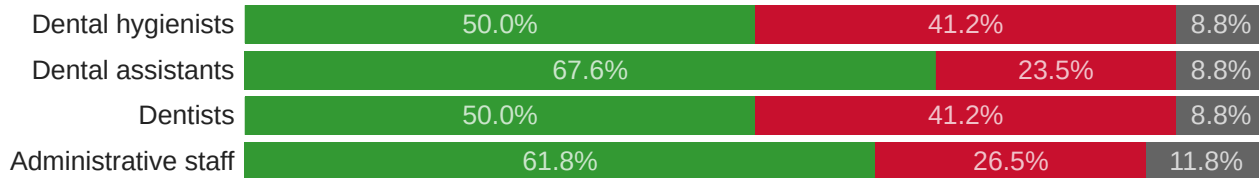


● Extremely challenging ● Very challenging ● Moderately challenging ● Slightly challenging
 ● Not challenging at all ● Not sure/Not applicable

Large group (10+ dentists)

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

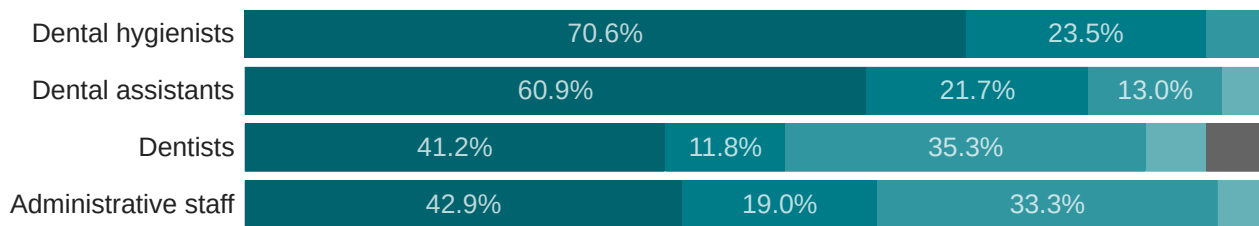
34 Responses



● Yes ● No ● Not sure

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

27 Responses



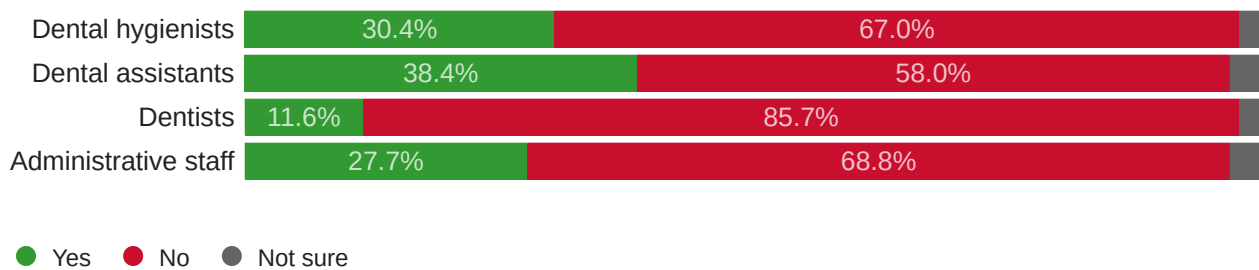
● Extremely challenging ● Very challenging ● Moderately challenging ● Slightly challenging
 ● Not challenging at all ● Not sure/Not applicable

BY GEOGRAPHY

Top 20 Cities

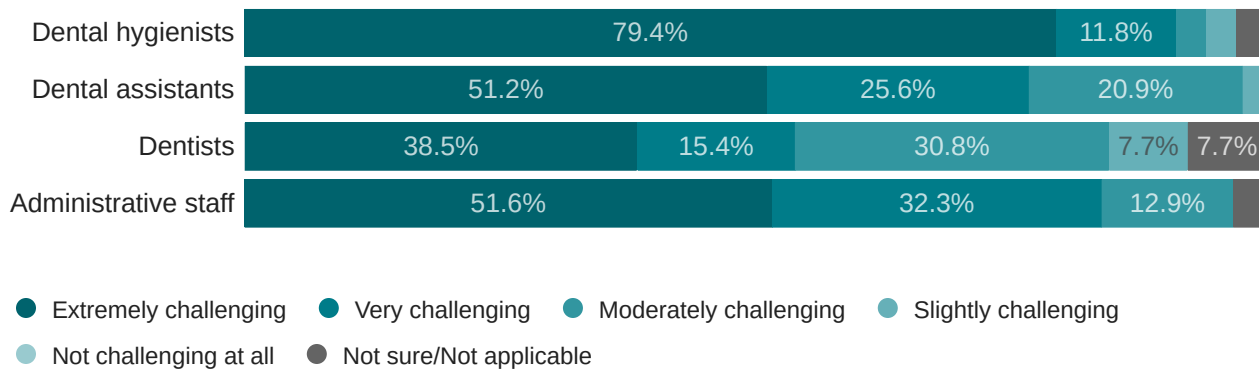
Have you recently or are you currently recruiting any of the following positions in your dental practice?

112 Responses



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

65 Responses



Other Urban

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

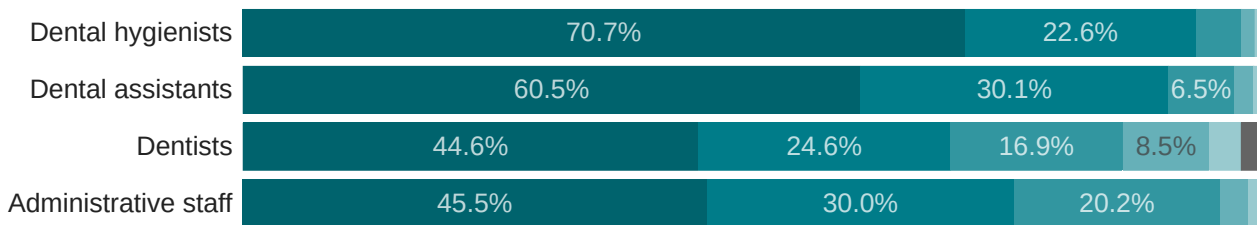
993 Responses



● Yes ● No ● Not sure

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

593 Responses



● Extremely challenging ● Very challenging ● Moderately challenging ● Slightly challenging
 ● Not challenging at all ● Not sure/Not applicable

Suburban

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

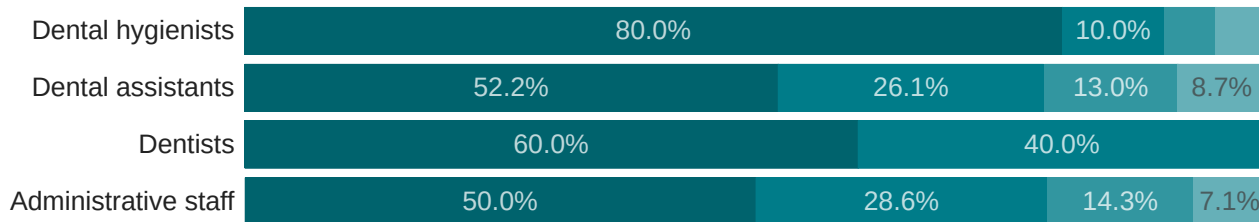
64 Responses



● Yes ● No ● Not sure

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

38 Responses



● Extremely challenging ● Very challenging ● Moderately challenging ● Slightly challenging
 ● Not challenging at all ● Not sure/Not applicable

Rural

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

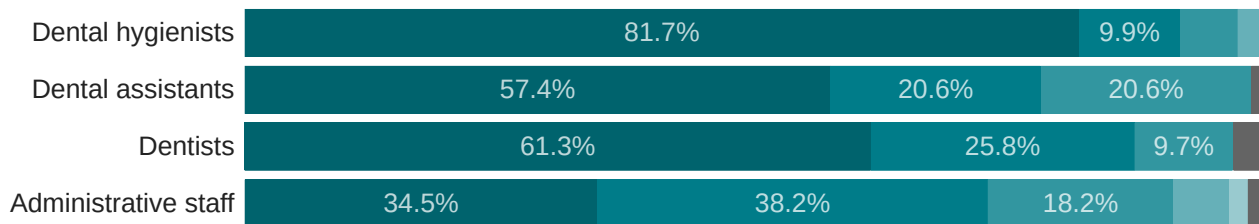
193 Responses



● Yes ● No ● Not sure

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

113 Responses



● Extremely challenging ● Very challenging ● Moderately challenging ● Slightly challenging
 ● Not challenging at all ● Not sure/Not applicable

BY SEX

Male

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

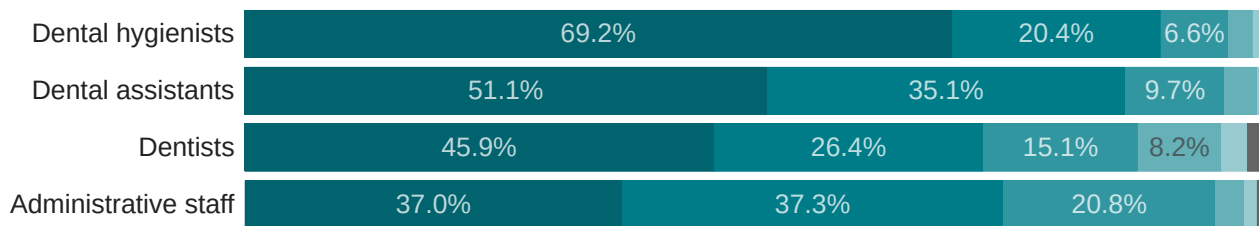
1179 Responses



● Yes ● No ● Not sure

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

691 Responses



● Extremely challenging ● Very challenging ● Moderately challenging ● Slightly challenging
 ● Not challenging at all ● Not sure/Not applicable

Female

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

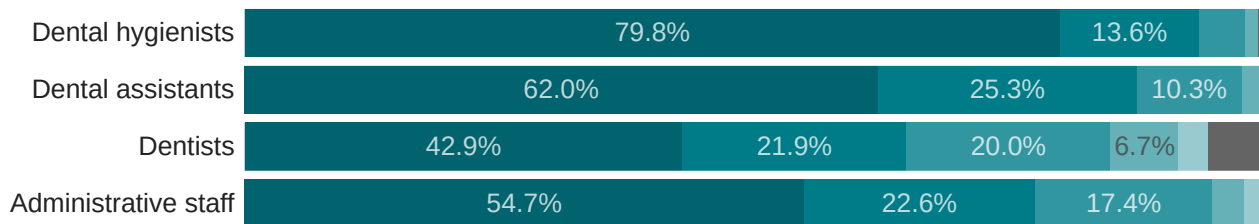
703 Responses



● Yes ● No ● Not sure

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

442 Responses



● Extremely challenging ● Very challenging ● Moderately challenging ● Slightly challenging
 ● Not challenging at all ● Not sure/Not applicable

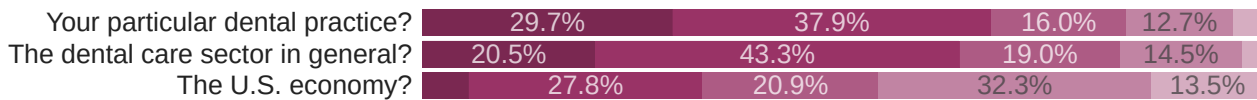
Economic Confidence

BY OWNERSHIP STATUS

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

Owner

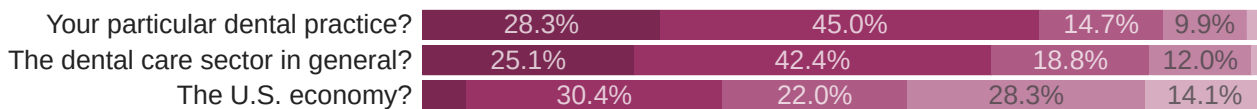
1692 Responses



- Very confident
- Somewhat confident
- Neither confident nor skeptical
- Somewhat skeptical
- Very skeptical

Non-owner

191 Responses

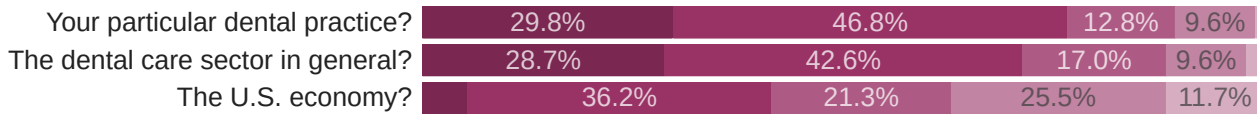


BY DSO AFFILIATION

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

DSO

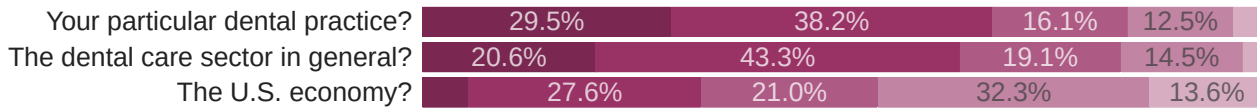
94 Responses



- Very confident
- Somewhat confident
- Neither confident nor skeptical
- Somewhat skeptical
- Very skeptical

Non-DSO

1789 Responses

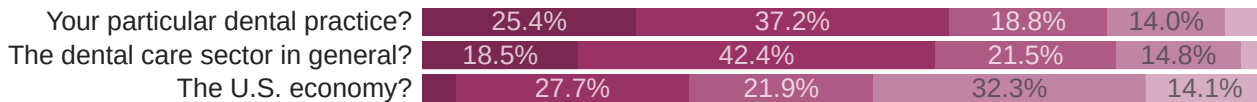


BY PRACTICE SIZE

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

Solo dentists

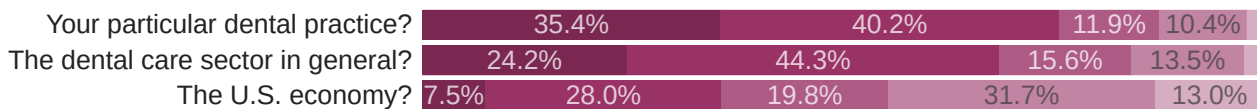
1086 Responses



- Very confident
- Somewhat confident
- Neither confident nor skeptical
- Somewhat skeptical
- Very skeptical

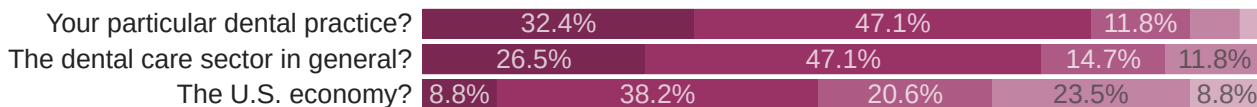
2 to 9 dentists

763 Responses



Large group (10+ dentists)

34 Responses

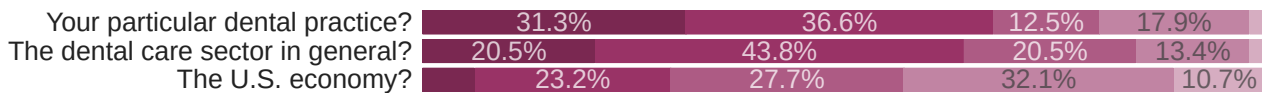


BY GEOGRAPHY

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

Top 20 cities

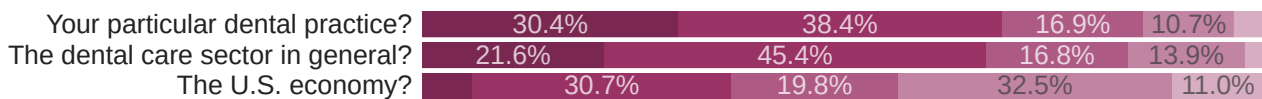
112 Responses



- Very confident
- Somewhat confident
- Neither confident nor skeptical
- Somewhat skeptical
- Very skeptical

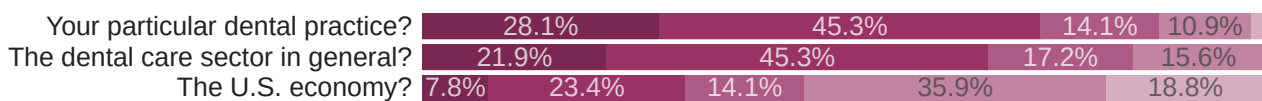
Other urban

993 Responses



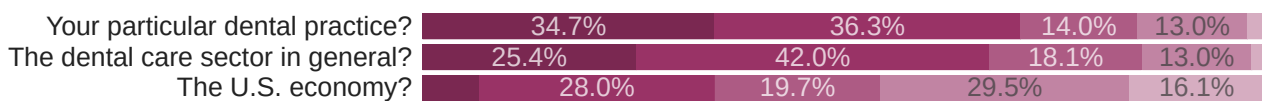
Suburban

64 Responses



Rural

193 Responses

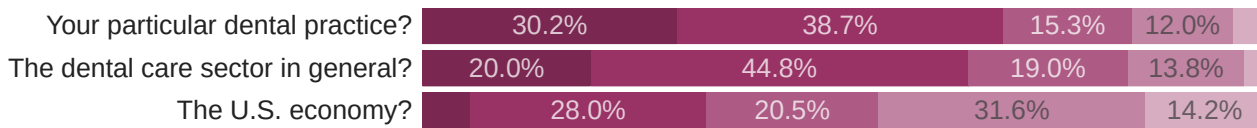


BY SEX

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

Male

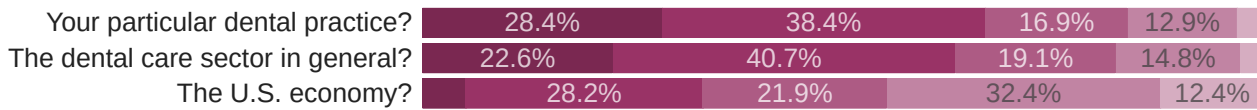
1179 Responses



- Very confident
- Somewhat confident
- Neither confident nor skeptical
- Somewhat skeptical
- Very skeptical

Female

703 Responses

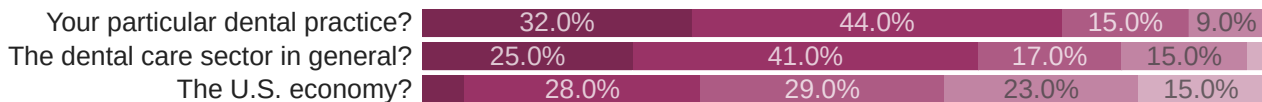


BY AGE GROUP

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

Under 35

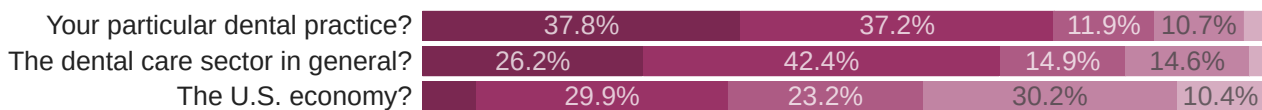
100 Responses



- Very confident
- Somewhat confident
- Neither confident nor skeptical
- Somewhat skeptical
- Very skeptical

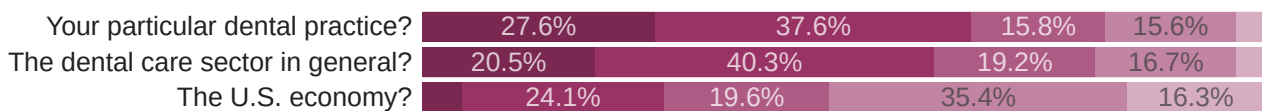
35 to 44

328 Responses



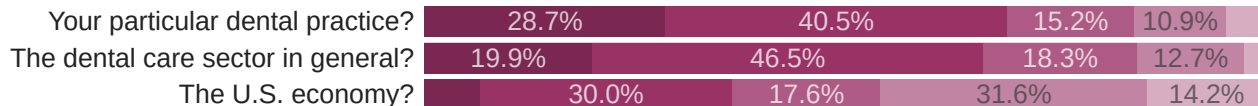
45 to 54

449 Responses



55 to 64

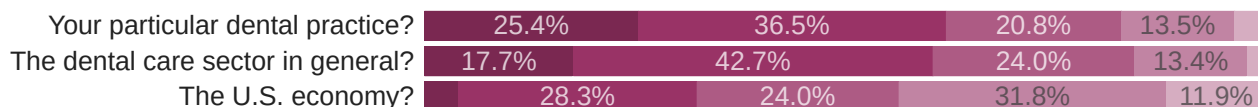
607 Responses



- Very confident
- Somewhat confident
- Neither confident nor skeptical
- Somewhat skeptical
- Very skeptical

65 or older

396 Responses

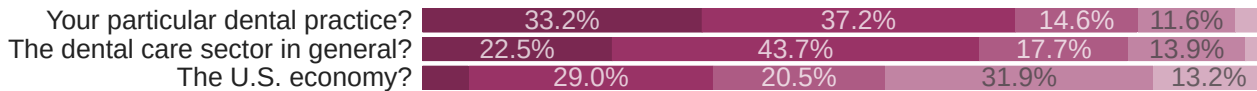


BY RACE/ETHNICITY

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

White

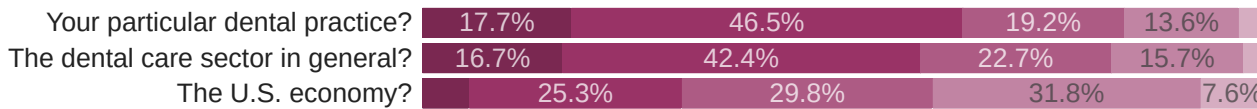
1374 Responses



- Very confident
- Somewhat confident
- Neither confident nor skeptical
- Somewhat skeptical
- Very skeptical

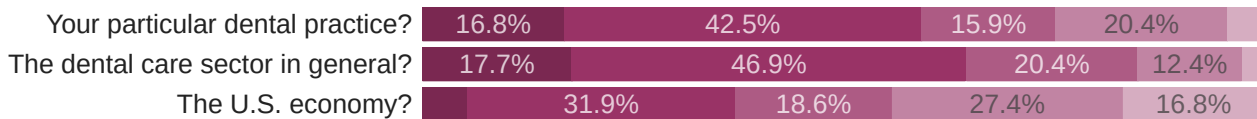
Asian

198 Responses



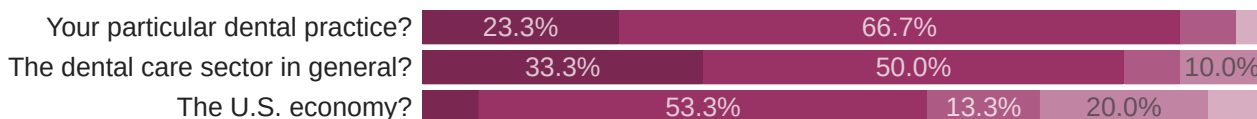
Hispanic

113 Responses



Black

30 Responses



Number of Responses by Wave

Field	Responses
2022JAN	1,883

Number of Responses by Group - Week of January 17

Ownership Status	Choice Count
Owner	1,692
Non-owner	191

DSO Affiliation	Choice Count
DSO	94
Non-DSO	1,789

Practice Size	Choice Count
Solo dentists	1,086
2 to 9 dentists	763
Large group (10+ dentists)	34

Geography	Choice Count
Top 20 cities	112
Other urban	993
Suburban	64
Rural	193

Number of Responses - Week of January 17

Sex	Choice Count
Male	1,179
Female	703

Age	Choice Count
<35	100
35-44	328
45-54	449
55-64	607
65+	396

Race/Ethnicity	Choice Count
White or Caucasian	1,374
Asian	198
Unknown	135
Latino or Hispanic	113
Black or African-American	30
Other	26
Native Hawaiian or Pacific Islander	4
American Indian / Alaska Native	3