

## **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 July 17, 2023 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: DSO, 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 July 2023 by the American Dental Association's Health Policy Institute.

211 E. Chicago Avenue Chicago, Illinois 60611

#### hpi@ada.org

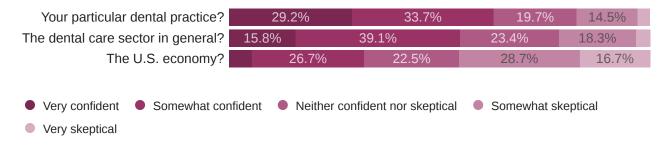
For more information on other publications, products and services, please visit our website, ADA.org/HPI.



## All Respondents

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

951 Responses



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



Mean % of appointment schedule filled

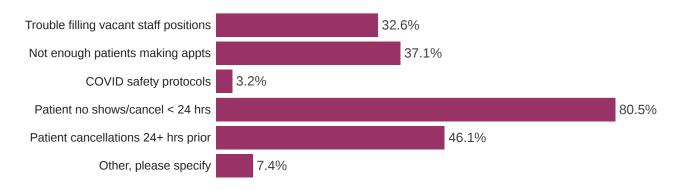
## Percentage of appointment schedule filled

| 947 | 947 Responses |        |        |         |         |  |     |    |  |  |  |
|-----|---------------|--------|--------|---------|---------|--|-----|----|--|--|--|
|     | 26%           |        |        | 44%     |         |  | 18% | 8% |  |  |  |
| • 0 | -50%          | 51-80% | 81-95% | 96-100% | ● >100% |  |     |    |  |  |  |

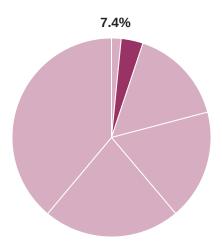


## Which of the following factors prevented your dental practice's appointment schedule from reaching 100% last week? (Select all that apply.)

773 Responses



57 respondents (7.4%) selected "other, please specify." Their responses are categorized belo



| Other, please specify:  | Percentage of<br>Responses |
|---|----------------------------|
| STAFF OUT ON VACATION / LEAVE                                 | 42.1%                      |
| DROPPED DENTAL PLAN / LOW REIMBURSEMENT /<br>INSURANCE ISSUES | 10.5%                      |
| STAFF OUT WITH COVID/QUARANTINE/OTHER ILLNESS                 | 7.0%                       |
| PATIENTS POSTPONING TREATMENT DUE TO COST                     | 5.3%                       |
| BAD ECONOMIC CONDITIONS                                       | 5.3%                       |
| PATIENTS AWAY / OFFICE CLOSED FOR BREAK OR<br>HOLIDAY         | 3.5%                       |
| INCLEMENT WEATHER   | 3.5%                       |
| END OF SCHOOL / SEASONAL SLOWDOWN                             | 3.5%                       |
| PATIENT FEAR/HESITANCY TO VISIT DENTIST                       | 1.8%                       |
| HAPPY WITH CURRENT VOLUME                                     | 1.8%                       |
| MISCELLANEOUS   | 7.0%                       |
| INEXPERIENCED / INEFFICIENT / DISENGAGED STAFF                | 5.3%                       |

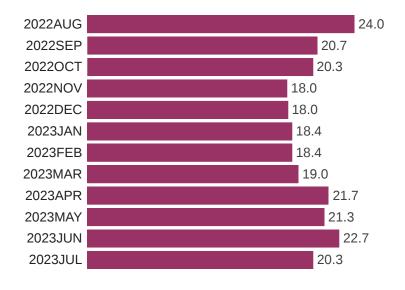


Currently, how many business days does the average *patient of record* have to wait for an appointment (excluding emergencies)?



• Mean number of days

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

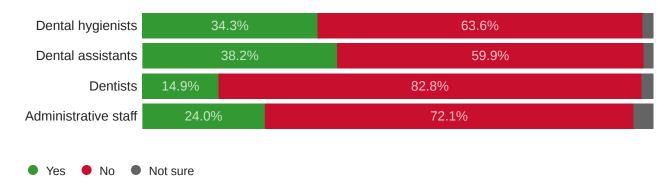


Mean number of days



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

951 Responses



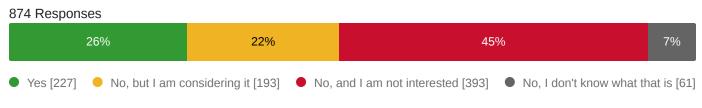
## How challenging has it been to recruit the position(s) below?

Dental hygienists 82.5% 13.2% Dental assistants 55.4% 29.5% 11.8% Dentists 62.7% 20.4% Administrative staff 45.6% 31.6% 18.9% Extremely challenging Slightly challenging Not challenging at all Not sure/Not applicable

576 Responses



#### Does your practice have an in-office dental plan?



## [If yes] Who is administering the plan?

#### 227 Responses

|                                 | 74%, 169                      | 26%, 58 |
|---------------------------------|-------------------------------|---------|
| <ul> <li>My practice</li> </ul> | A company has been contracted |         |

## [If yes] What percent of your patients are in your in-office dental plan?

227 Responses

| 50%, 113     |                   |                   | 30%, 69 | 13%, 29                          |            |  |
|--------------|-------------------|-------------------|---------|----------------------------------|------------|--|
| • 0% [2%, 4] | • 1-5% [50%, 113] | • 6-10% [30%, 69] | •       | 11-25% [13%, 29] • More than 25% | 6 [5%, 12] |  |



## **Economic Confidence**

#### **BY OWNERSHIP STATUS**

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

#### Owner

| Your particular dental practice?   | 28.9% |             | 33.3%    |       | 19.8% | 15.0% |  |
|--|-------|-------------|----------|-------|-------|-------|--|
| The dental care sector in general?   | 15.1% | 15.1% 39.2% |          | 23.2% |       | 19.1% |  |
| The U.S. economy?  | :     | 25.5%       | 23.3%    |       | 28.7% | 17.2% |  |
| <ul> <li>Very confident</li> <li>Somewhat con</li> <li>Very skeptical</li> </ul> | •     | Somewhat sl | keptical |       |       |       |  |

#### Non-owner

| Your particular dental practice?   | 32.5% |       | 37.7% |   | 18.2% | 9.1%  |
|------------------------------------|-------|-------|-------|---|-------|-------|
| The dental care sector in general? | 23.4% | 37.7% | 37.7% |   | 26.0% | 9.1%  |
| The U.S. economy?                  | 4     | 10.3% | 13.0% | - | 28.6% | 11.7% |



## **BY DSO AFFILIATION**

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

#### DSO

| Your particular dental practice?  | 40.5%    | 35.7%    | 11.9% 9.5% |  |  |  |  |
|---|----------|----------|------------|--|--|--|--|
| The dental care sector in general?  | 31.0%    | 33.3%    | 26.2%      |  |  |  |  |
| The U.S. economy?   | 11.9% 38 | 1% 11.9% | 31.0%      |  |  |  |  |
| <ul> <li>Very confident</li> <li>Somewhat confident</li> <li>Neither confident nor skeptical</li> <li>Somewhat skeptical</li> </ul> |          |          |            |  |  |  |  |

#### Non-DSO

| Your particular dental practice?   | 28.6%       |       | 33.6% |  | 20.0% |       | 14.8% |
|------------------------------------|-------------|-------|-------|--|-------|-------|-------|
| The dental care sector in general? | 15.1% 39.4% |       | 23.3% |  | 1     | 18.8% |       |
| The U.S. economy?                  | 2           | 26.2% | 23.0% |  | 28.6% |       | 17.2% |



## **BY PRACTICE SIZE**

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

## Solo dentists

| Your particular dental practice?   | 23.7%           | 31.6%     | 24.4% | 17.2% |
|--|-----------------|-----------|-------|-------|
| The dental care sector in general?   | 13.8%           | 34.9%     | 25.6% | 22.1% |
| The U.S. economy?  | 21.3%           | 24.7%     | 30.3% | 18.2% |
| <ul> <li>Very confident</li> <li>Somewhat confident</li> <li>Very skeptical</li> </ul> | al 🛛 Somewhat s | skeptical |       |       |

#### 2 to 9 dentists

| Your particular dental practice?   | 37.6%       | 37.6% | 12.4% | 9.6%  |
|------------------------------------|-------------|-------|-------|-------|
| The dental care sector in general? | 18.5% 46.1% |       | 20.2% | 12.4% |
| The U.S. economy?                  | 35.7%       | 18.5% | 26.4% | 14.3% |

## Large group (10+ dentists)

| Your particular dental practice?   | 42.9%       | 14.3% | 42.9% |       |
|------------------------------------|-------------|-------|-------|-------|
| The dental care sector in general? | 28.6%       | 42.9% | 14.3% | 14.3% |
| The U.S. economy?                  | 14.3% 14.3% | 42.9% | 14.3% | 14.3% |



## **BY GEOGRAPHY**

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

## **Top 20 cities**

| Your particular dental practice?  | 18.8% | 3          | 0.4%  | 27.   | 5%             | 21.7% |
|---|-------|------------|-------|-------|----------------|-------|
| The dental care sector in general?  | 11.6% | 1.6% 36.2% |       | 29.0% |                | 21.7% |
| The U.S. economy?   | 27.5  | 5%         | 33.3% |       | 20.3%          | 15.9% |
| <ul> <li>Very confident</li> <li>Somewhat confident</li> <li>Neither confident nor skept</li> <li>Very skeptical</li> </ul> |       |            |       |       | Somewhat skept | ical  |

## Other urban

| Your particular dental practice?   | 29.2  | 2%    | 34.9% |       | 18.1% |    | 14.6% |
|------------------------------------|-------|-------|-------|-------|-------|----|-------|
| The dental care sector in general? | 15.8% | 41.1% |       | 21.1% |       | 18 | 3.7%  |
| The U.S. economy?                  |       | 28.1% | 21.9% |       | 28.9% |    | 15.3% |

#### Suburban

| Your particular dental practice?   | 34.7% |       | 28.6%  |       | 20.4% | 12.2% |
|------------------------------------|-------|-------|--------|-------|-------|-------|
| The dental care sector in general? | 22.4% | 28.6% | ,<br>) | 24.   | 5%    | 20.4% |
| The U.S. economy?                  | 16.3% | 20.4% |        | 32.7% | )     | 24.5% |

#### Rural

| Your particular dental practice?   | 32.29 | 32.2% 30.9% |       | 23.0% | 11.8% |       |
|------------------------------------|-------|-------------|-------|-------|-------|-------|
| The dental care sector in general? | 15.7% | 34          | .6%   | 3:    | 1.4%  | 14.4% |
| The U.S. economy?                  | 23.5  | 6           | 20.3% | 30.   | 7%    | 20.9% |



#### **BY SEX**

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

#### Male

| Your particular dental practice?   | 30.   | 5%           | 33.6%               |       | 19.0%       | 13.7%   |
|--|-------|--------------|---------------------|-------|-------------|---------|
| The dental care sector in general?   | 16.0% | ;            | 37.6%               | 25.3% |             | 17.9%   |
| The U.S. economy?  | 2     | 25.5% 22.5%  |                     | 4     | 28.1%       | 18.1%   |
| <ul> <li>Very confident</li> <li>Somewhat confi</li> <li>Very skeptical</li> </ul> | ident | Neither conf | ident nor skeptical | • S   | omewhat ske | eptical |

## Female

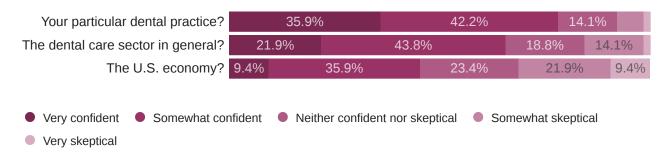
| Your particular dental practice?   | 26.4  | %     | 33.8% | 21.0% | 1  | L6.2% |
|------------------------------------|-------|-------|-------|-------|----|-------|
| The dental care sector in general? | 15.2% | 4     | 2.2%  | 19.7% | 19 | .0%   |
| The U.S. economy?                  |       | 29.2% | 22.5% | 29.8% |    | 14.0% |



## BY YEARS EXPERIENCE

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

#### New dentists (graduated 2013 - 2022)



## Established dentists (graduated before 2013)

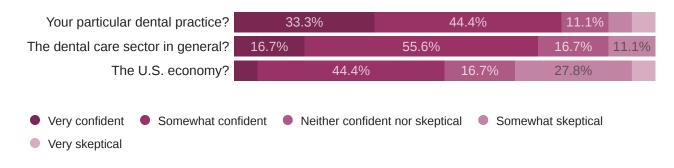
| Your particular dental practice?   | 28.7  | 28.7% 33.1% |       | 20.1% | 15.1% |
|------------------------------------|-------|-------------|-------|-------|-------|
| The dental care sector in general? | 15.3% | ;           | 38.8% | 23.8% | 18.6% |
| The U.S. economy?                  | 2     | 6.0%        | 22.4% | 29.2% | 17.2% |



## **BY AGE GROUP**

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

#### Under 35



#### 35 to 44

| Your particular dental practice?   | 34.3% | 40.3% |       | %     | 16.4% | 8.2%  |
|------------------------------------|-------|-------|-------|-------|-------|-------|
| The dental care sector in general? | 20.9% | 3     | 7.3%  | 24.6% | 15    | 5.7%  |
| The U.S. economy?                  | 32.   | 1%    | 18.7% | 28.4% | 1     | .5.7% |

#### 45 to 54

| Your particular dental practice?   | 27.   | .9%   | 31.4% | 20.8% |    | 17.7% |
|------------------------------------|-------|-------|-------|-------|----|-------|
| The dental care sector in general? | 13.7% | Э     | 88.3% | 23.8% | 20 | 0.7%  |
| The U.S. economy?                  |       | 25.1% | 25.1% | 28.2% |    | 15.9% |



## **BY AGE GROUP (continued)**

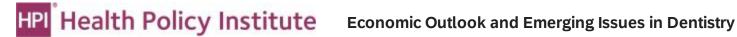
## Looking ahead to the next six months, how confident are you in the recovery of:

#### 55 to 64

| Your particular dental practice?   | 29.2%                | 35.4%                 | 17.5%       | 14.9%   |
|--|----------------------|-----------------------|-------------|---------|
| The dental care sector in general?   | 16.9%                | 39.9%                 | 21.4%       | 18.2%   |
| The U.S. economy?  | 25.6%                | 22.4%                 | 28.2%       | 18.5%   |
| <ul> <li>Very confident</li> <li>Somewhat cor</li> <li>Very skeptical</li> </ul> | nfident 🔎 Neither co | nfident nor skeptical | Somewhat sk | eptical |

## 65 or older

| Your particular dental practice?   | 27.3% | 29.5% | 23.5% | 15.2% |
|------------------------------------|-------|-------|-------|-------|
| The dental care sector in general? | 13.6% | 38.6% | 25.4% | 18.2% |
| The U.S. economy?                  | 25.4% | 22.7% | 29.9% | 16.7% |



## **BY RACE/ETHNICITY**

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

#### White

| Your particular dental practice?   | 31.7%                  | 33.1%              | 18.6%        | 14.1%   |
|--|------------------------|--------------------|--------------|---------|
| The dental care sector in general?   | 17.3%                  | 39.6%              | 22.1%        | 17.7%   |
| The U.S. economy?  | 27.1%                  | 21.7%              | 28.6%        | 16.6%   |
| <ul> <li>Very confident</li> <li>Somewhat con</li> <li>Very skeptical</li> </ul> | fident 🔎 Neither confi | dent nor skeptical | Somewhat ske | eptical |

## Asian

| Your particular dental practice?   | 15.1% | Ď     | 45.2% |   | 31.5% |       |
|------------------------------------|-------|-------|-------|---|-------|-------|
| The dental care sector in general? |       | 42.5% |       |   | 37.0% | 12.3% |
| The U.S. economy?                  |       | 28.8% | 28.80 | % | 34.2% |       |

## Hispanic

| Your particular dental practice?   | 26.   | 26.1% 28.3% |       | 19.6% | 6 | 21.7% |  |
|------------------------------------|-------|-------------|-------|-------|---|-------|--|
| The dental care sector in general? | 13.0% | 37.0%       |       | 17.4% |   | 28.3% |  |
| The U.S. economy?                  |       | 30.4%       | 19.6% | 21.7  | % | 23.9% |  |

## Black

| Your particular dental practice?   | 38.5%            | <b>23.1</b> % | 7.7%  | 23.1% | 7.7%  |
|------------------------------------|------------------|---------------|-------|-------|-------|
| The dental care sector in general? | 23.1%            | 38.5%         | 2     | 3.1%  | 15.4% |
| The U.S. economy?                  | 7.7% 30.8% 23.1% |               | 38.5% |       |       |



## Appointment Schedule

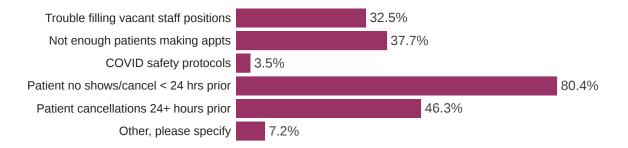
#### **BY OWNERSHIP STATUS**

Owner

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



• Mean % of schedule filled





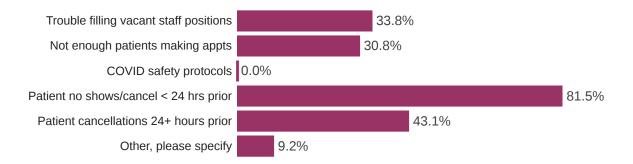
## **BY OWNERSHIP STATUS (continued)**

#### Non-owner

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



• Mean % of schedule filled





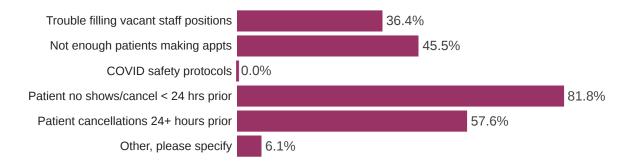
## **BY DSO AFFILIATION**

## DSO

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



Mean % of schedule filled





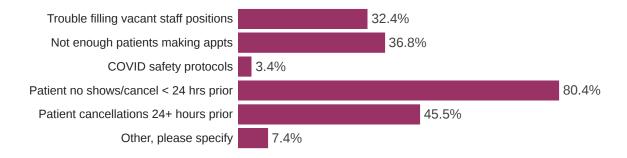
## **BY DSO AFFILIATION (continued)**

#### Non-DSO

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



• Mean % of schedule filled





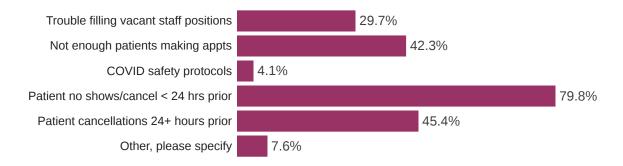
## **BY PRACTICE SIZE**

#### Solo dentists

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



• Mean % of schedule filled





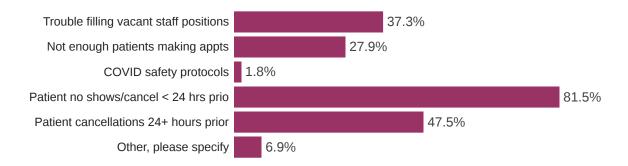
## **BY PRACTICE SIZE (continued)**

#### 2 to 9 dentists

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



Mean % of schedule filled

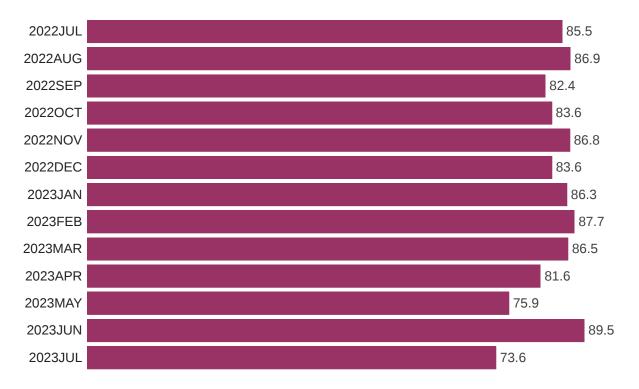




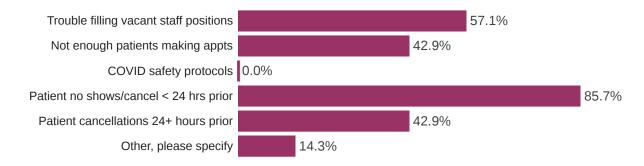
## **BY PRACTICE SIZE (continued)**

## Large group (10+ dentists)

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



• Mean % of schedule filled





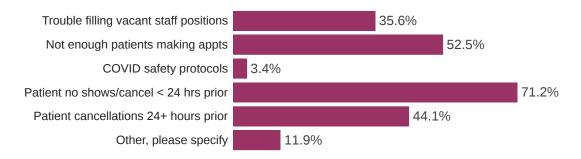
## **BY GEOGRAPHY**

#### **Top 20 cities**

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



• Mean % of schedule filled





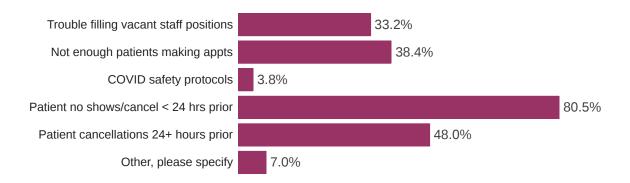
## **BY GEOGRAPHY (continued)**

## **Other Urban**

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



• Mean % of schedule filled





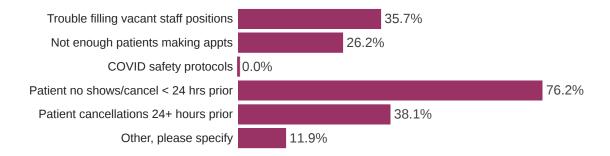
## **BY GEOGRAPHY (continued)**

Suburban

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



• Mean % of schedule filled





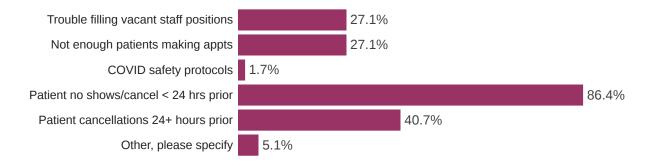
## **BY GEOGRAPHY (continued)**

#### Rural

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



• Mean % of schedule filled





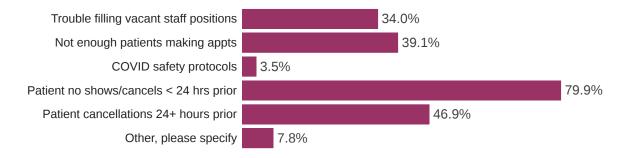
## BY SEX

#### Male

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



Mean % of schedule filled





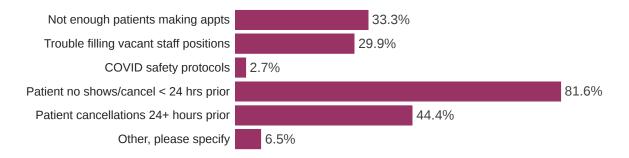
## BY SEX (continued)

#### Female

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



• Mean % of schedule filled





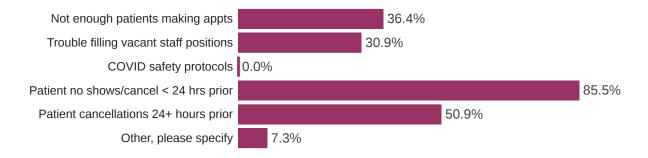
## **BY YEARS EXPERIENCE**

## New dentists (graduated 2013 - 2022)

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



• Mean % of schedule filled





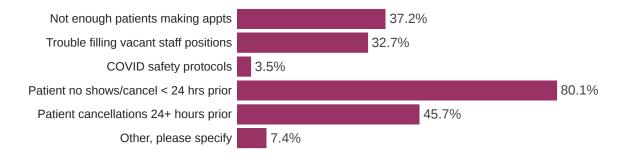
## **BY YEARS EXPERIENCE (continued)**

Established dentists (graduated before 2013)

## 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?

| Field  | <35    | 35-44 | 45-54 | 55-64 | 65+   |
|--|--------|-------|-------|-------|-------|
| Not enough patients trying to make appointments  | 37.5%  | 26.9% | 35.2% | 35.1% | 45.9% |
| Trouble filling vacant staff positions           | 37.5%  | 31.5% | 32.4% | 32.7% | 32.9% |
| COVID safety protocols are limiting the capacity | 0.0%   | 2.8%  | 1.7%  | 3.2%  | 5.0%  |
| Patient no shows/ cancellations < 24 hrs         | 100.0% | 89.8% | 85.2% | 80.9% | 70.3% |
| Patient cancellations 24+ hours prior            | 68.8%  | 53.7% | 48.9% | 45.4% | 39.2% |
| Other, please specify                            | 6.3%   | 4.6%  | 6.3%  | 6.8%  | 10.4% |



## BY RACE/ETHNICITY

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



• Mean % of schedule filled

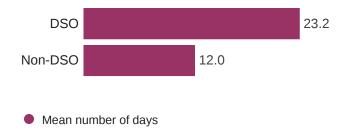
| Field  | White | Asian | Hispanic | Black |
|--|-------|-------|----------|-------|
| Not enough patients trying to make appointments  | 34.3% | 47.7% | 45.0%    | 20.0% |
| Trouble filling vacant staff positions           | 32.1% | 32.3% | 37.5%    | 50.0% |
| COVID safety protocols are limiting the capacity | 3.1%  | 7.7%  | 2.5%     | 0.0%  |
| Patient no shows/cancellations < 24 hrs          | 80.0% | 84.6% | 75.0%    | 90.0% |
| Patient cancellations 24+ hours prior            | 44.9% | 55.4% | 50.0%    | 60.0% |
| Other, please specify                            | 8.2%  | 1.5%  | 7.5%     | 10.0% |



**Patient Wait Times** 

## **BY DSO AFFILIATION**

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



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

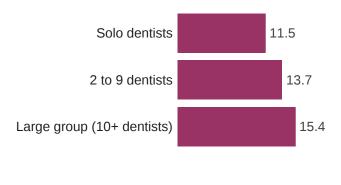


Mean number of days



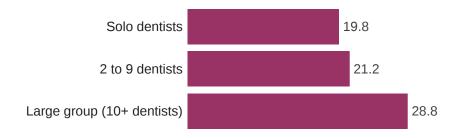
## **BY PRACTICE SIZE**

[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)?

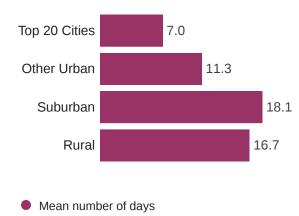


Mean number of days

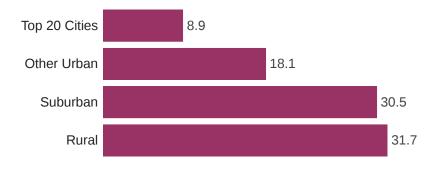


## **BY GEOGRAPHY**

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



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



• Mean number of days

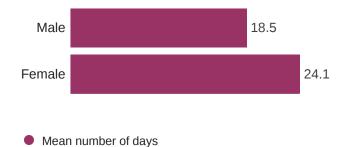


#### **BY SEX**

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



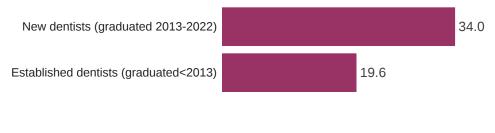
[Owners only] Currently, how many business days does the average *new patient* have to wait for an initial appointment (excluding emergencies)?





# **BY YEARS EXPERIENCE**

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



Mean number of days

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

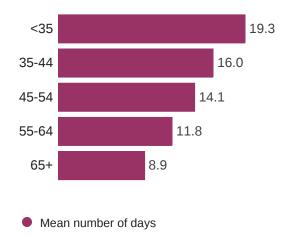


• Mean number of days

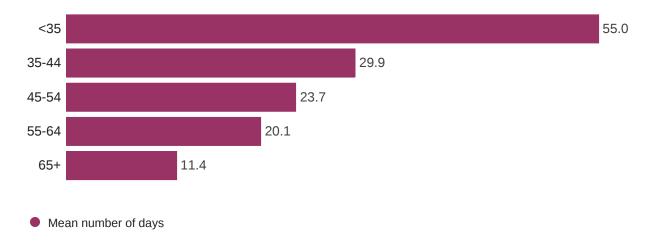


# **BY AGE GROUP**

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



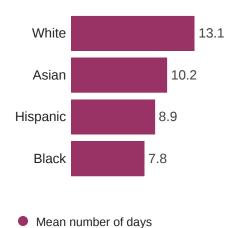
[Owners only] Currently, how many business days does the average *new patient* have to wait for an initial appointment (excluding emergencies)?



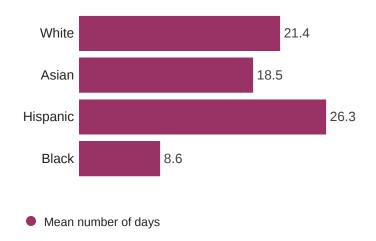


# **BY RACE / ETHNICITY**

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



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



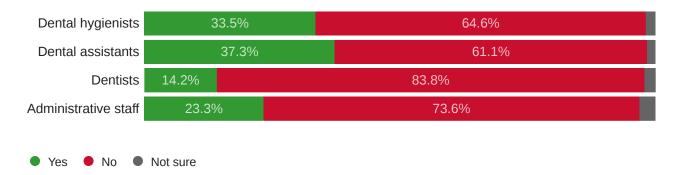


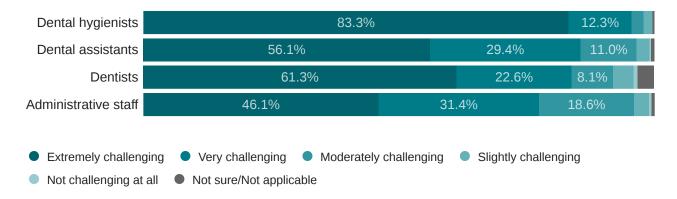
# Staff Recruitment

### **BY OWNERSHIP STATUS**

#### **Owner dentists**

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





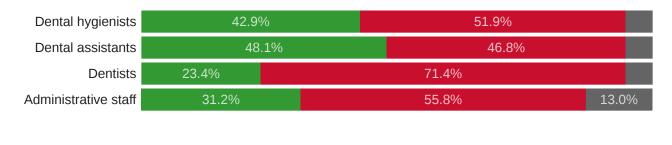


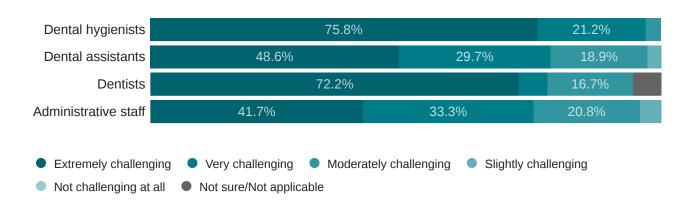
# **BY OWNERSHIP STATUS (continued)**

### **Non-owner dentists**

Yes

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



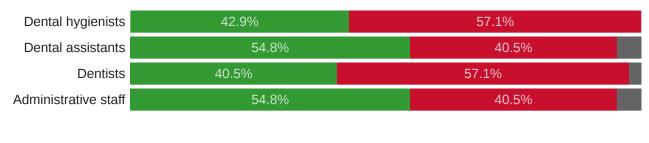




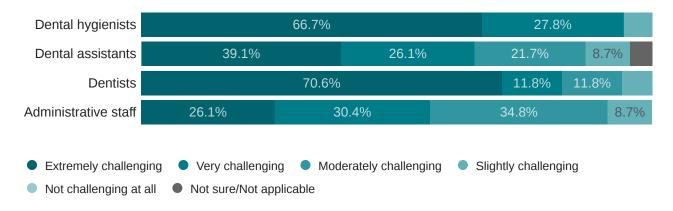
## **BY DSO AFFILIATION**

#### DSO

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



Yes • No • Not sure

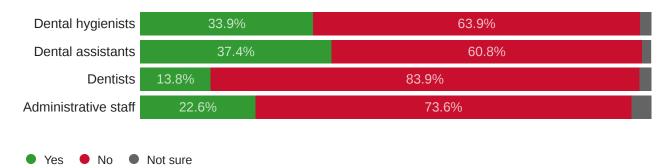


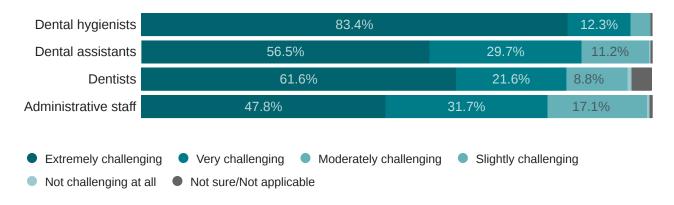


# **BY DSO AFFILIATION (continued)**

### Non-DSO

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



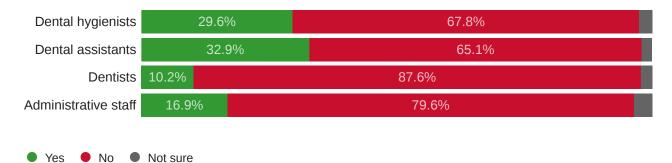


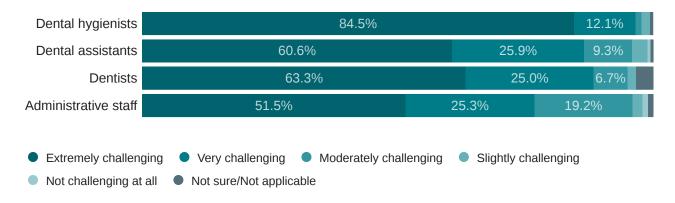


### **BY PRACTICE SIZE**

#### Solo dentists

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



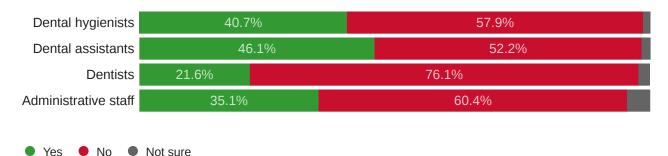


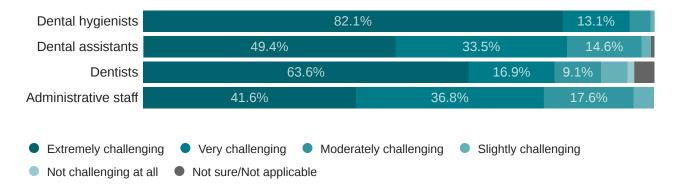


# **BY PRACTICE SIZE (continued)**

### 2 to 9 dentists

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



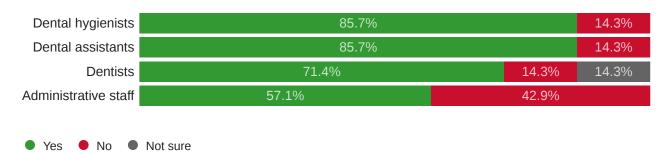


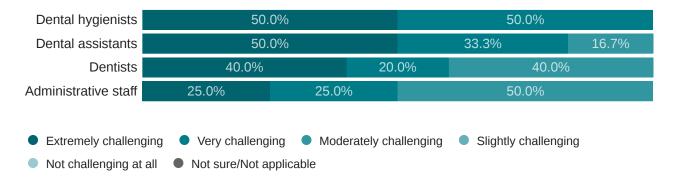


# **BY PRACTICE SIZE (continued)**

#### Large group (10+ dentists)

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



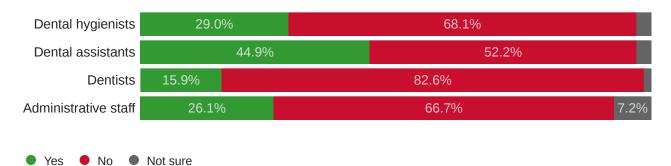


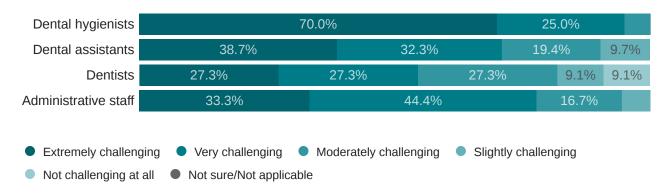


# **BY GEOGRAPHY**

### **Top 20 Cities**

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





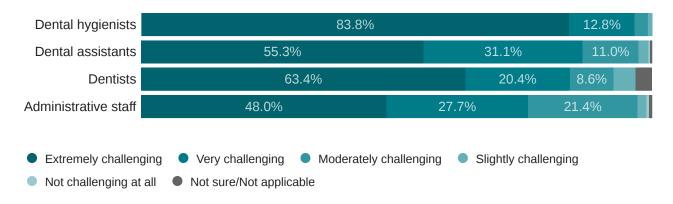


# **BY GEOGRAPHY (continued)**

### **Other Urban**

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



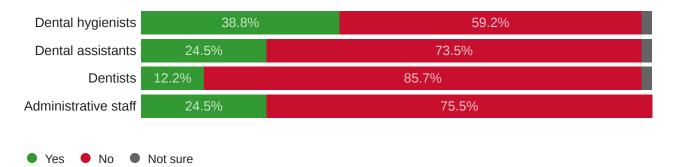


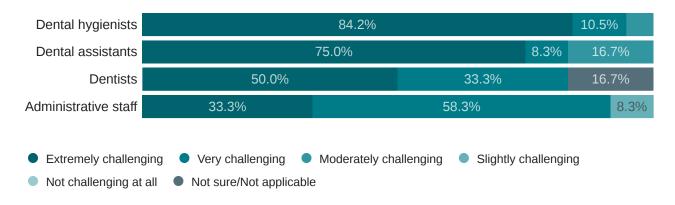


# **BY GEOGRAPHY (continued)**

### Suburban

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



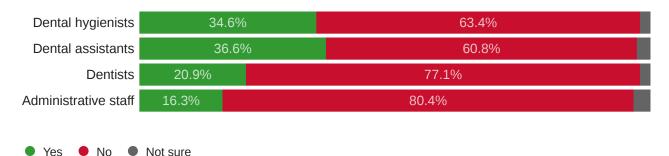


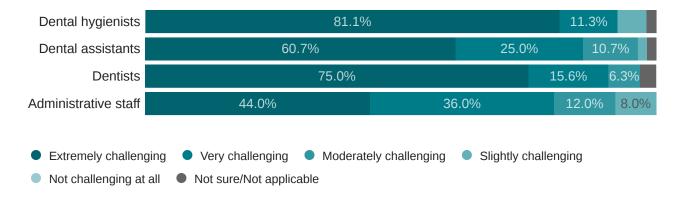


# **BY GEOGRAPHY (continued)**

#### Rural

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



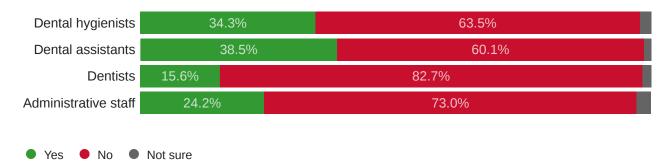


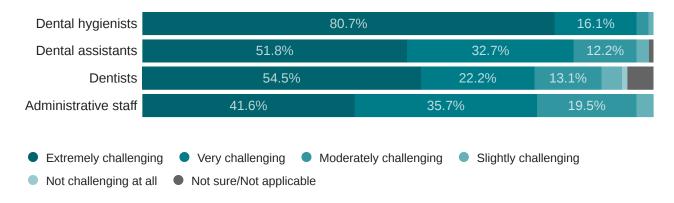


### BY SEX

#### Male

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



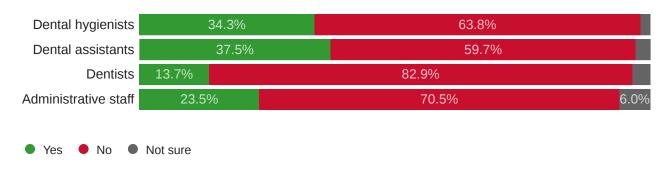


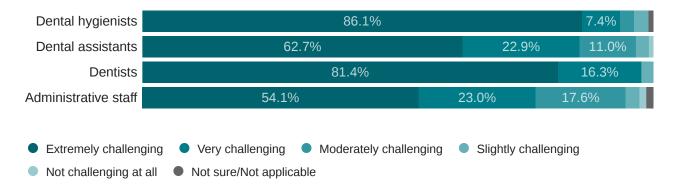


## **BY SEX (continued)**

#### Female

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



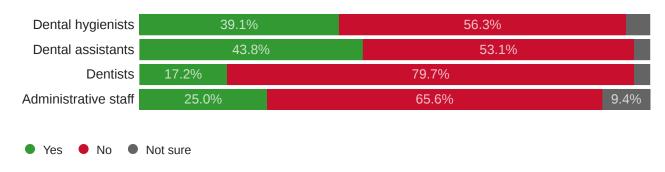


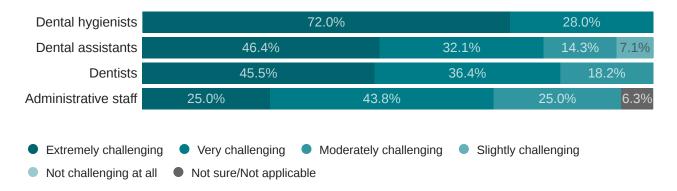


### BY YEARS EXPERIENCE

### New Dentists (graduated 2013 - 2022)

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



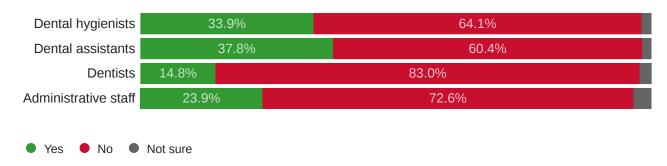


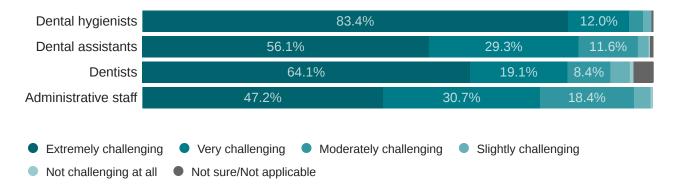


# **BY YEARS EXPERIENCE (continued)**

### Established Dentists (graduated before 2013)

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





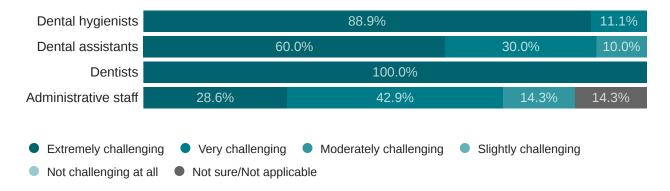


### **BY AGE GROUP**

#### Under 35

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



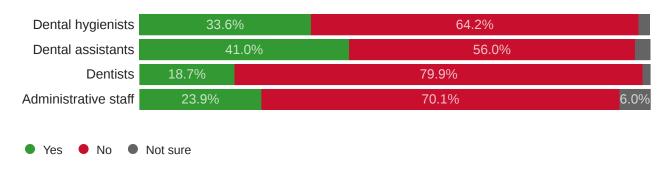


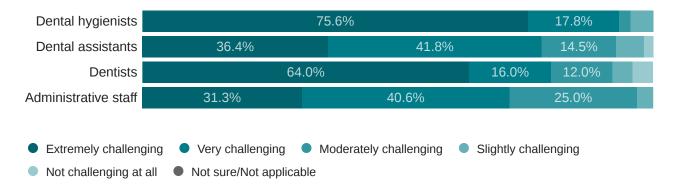


### **BY AGE GROUP (continued)**

#### 35 to 44

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



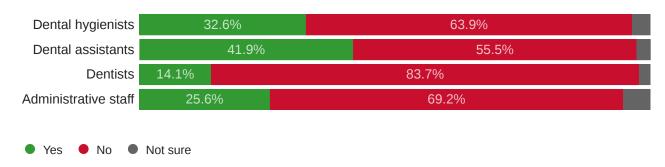


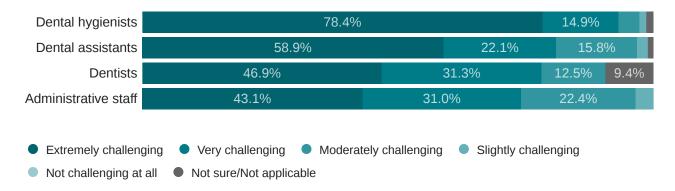


### BY AGE GROUP (continued)

#### 45 to 54

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



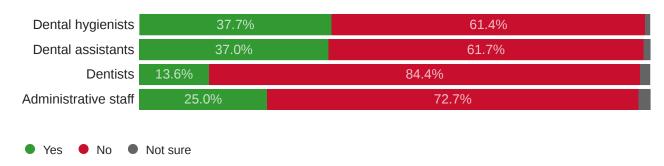


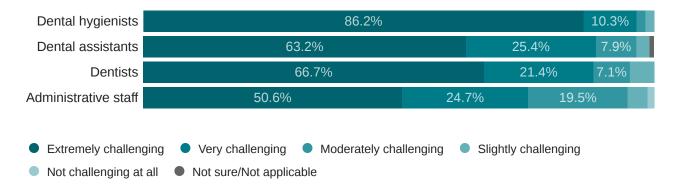


### **BY AGE GROUP (continued)**

#### 55 to 64

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





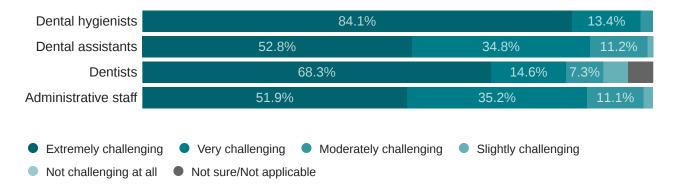


### BY AGE GROUP (continued)

#### 65 or older

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



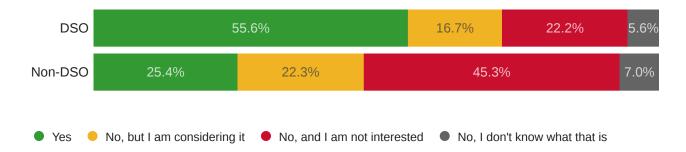




Questions of the Week In-office Dental Plans

# [Owner dentists] Does your practice have an in-office dental plan?

# **BY DSO AFFILIATION**



# **BY PRACTICE SIZE**



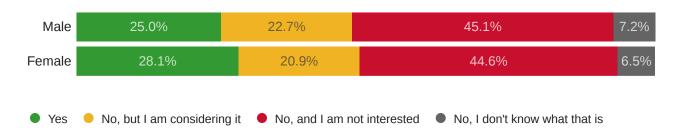
# **BY GEOGRAPHY**

| Top 20 cities | 33.3  | 3%           | 13.   | 3% |     | 45.0% | 8.3%  |
|---------------|-------|--------------|-------|----|-----|-------|-------|
| Other urban   | 26.4% |              | 22.1% | 6  |     | 45.1% | 6.4%  |
| Suburban      | 37    | <b>'</b> .0% |       | 23 | .9% | 34.8% |       |
| Rural         | 17.3% | 24.          | .5%   |    |     | 48.2% | 10.1% |



[Owner dentists] Does your practice have an in-office dental plan? (continued)

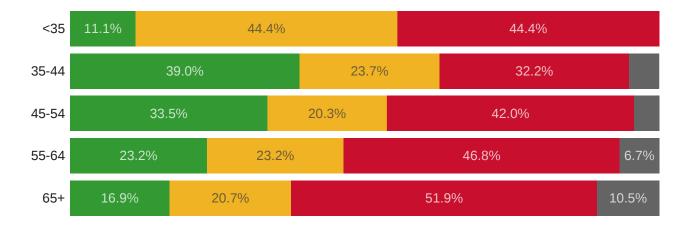
### **BY SEX**



# **BY YEARS EXPERIENCE**

| New dentists (graduated 2013-2022)    | 40.0% |       | 28.9% | 26.7% |
|---------------------------------------|-------|-------|-------|-------|
| Established dentists (graduated<2013) | 25.2% | 21.7% | 46    | i.0%  |

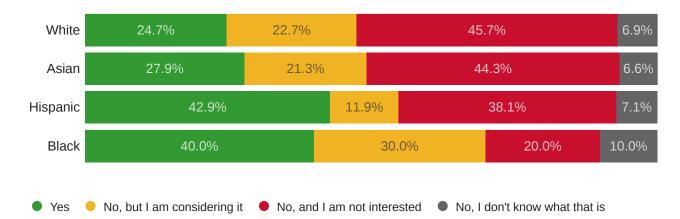
# **BY AGE GROUP**





[Owner dentists] Does your practice have an in-office dental plan? (continued)

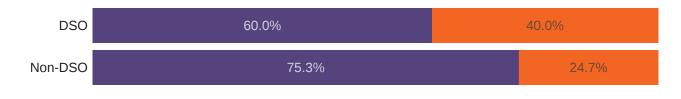
# BY RACE/ETHNICITY





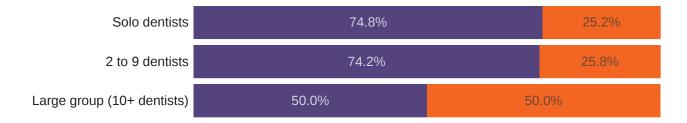
# [If administering in-office plan] Who is administering the plan?

# **BY DSO AFFILIATION**

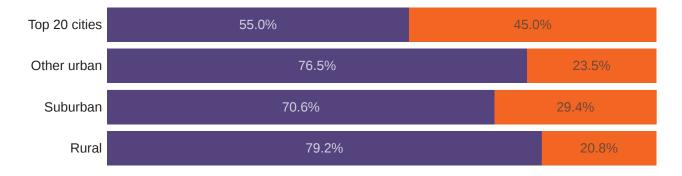


My practice • A company has been contracted

# **BY PRACTICE SIZE**



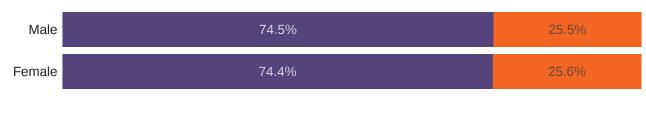
# **BY GEOGRAPHY**





# [If administering in-office plan] Who is administering the plan? (continued)

# **BY SEX**

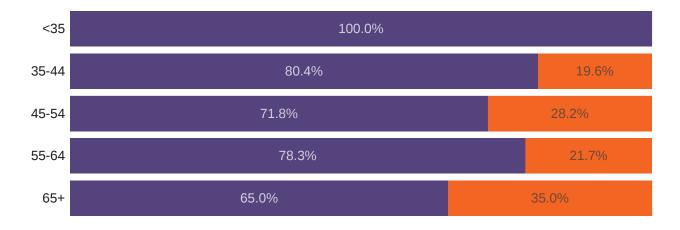


My practice • A company has been contracted

# **BY YEARS EXPERIENCE**

| New dentists (graduated 2013-2022)    | 83.3% | 16.7% |
|---------------------------------------|-------|-------|
| Established dentists (graduated<2013) | 73.7% | 26.3% |

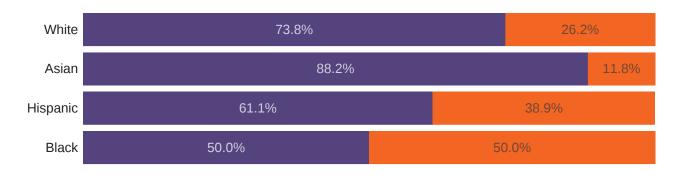
# **BY AGE GROUP**





[If administering in-office plan] Who is administering the plan? (continued)

# BY RACE/ETHNICITY

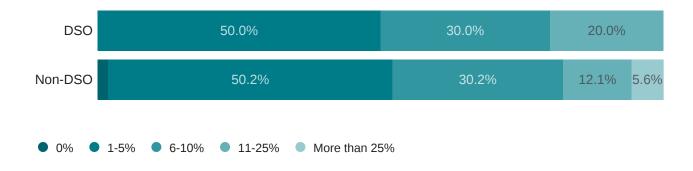


My practice A company has been contracted



[If administering in-office plan] What percent of your patients are in your in-office dental plan?

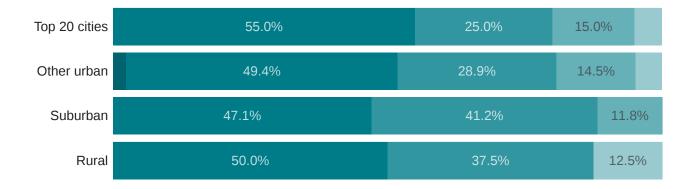
# **BY DSO AFFILIATION**



# **BY PRACTICE SIZE**



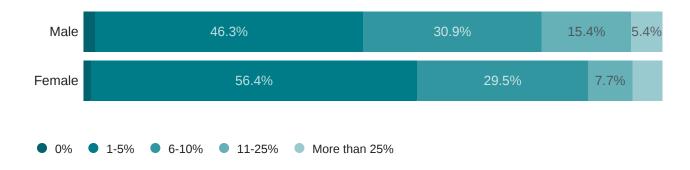
# **BY GEOGRAPHY**





[If administering in-office plan] What percent of your patients are in your in-office dental plan? (continued)

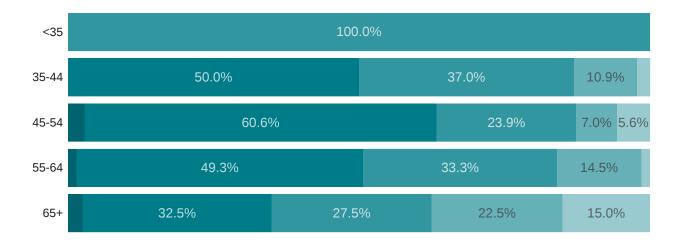
### BY SEX



# **BY YEARS EXPERIENCE**

| New dentists (graduated 2013-2022)    | 44.4% | 38.9% | 16.7% |
|---------------------------------------|-------|-------|-------|
| Established dentists (graduated<2013) | 50.2% | 29.7% | 12.4% |

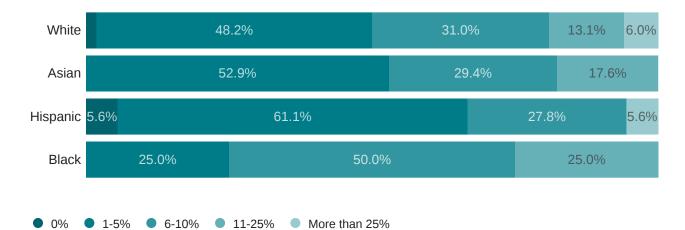
# **BY AGE GROUP**





[If administering in-office plan] What percent of your patients are in your in-office dental plan? (continued)

## BY RACE/ETHNICITY





# Number of Responses by Wave

| Wave    | Responses |
|---------|-----------|
| 2022JUL | 1,162     |
| 2022AUG | 1,204     |
| 2022SEP | 1,102     |
| 2022OCT | 1,170     |
| 2022NOV | 1,137     |
| 2022DEC | 1,138     |
| 2023JAN | 1,209     |
| 2023FEB | 1,168     |
| 2023MAR | 1,053     |
| 2023APR | 1,008     |
| 2023MAY | 1,001     |
| 2023JUN | 1,103     |
| 2023JUL | 955       |

# Number of Responses by Group - Week of July 17, 2023

| Ownership staus   | Choice Count |
|---|--------------|
| Owner dentist (i.e., sole owner, partner, or shareholder) | 878          |
| Employee dentist (nonowner)                               | 35           |
| Associate dentist (nonowner)                              | 28           |
| Independent contractor                                    | 14           |



# Number of Responses by Group - Week of July 17, 2023 (continued)

| DSO Affiliation                              | Choice Count |
|--|--------------|
| DSO  | 28           |
| Non-DSO                                      | 915          |
|  |              |
| Practice Size                                | Choice Count |
| Solo dentists                                | 590          |
| 2 to 9 dentists                              | 357          |
| Large group (10+ dentists)                   | 7            |
|  |              |
| Geography                                    | Choice Count |
| Top 20 Cities                                | 69           |
| Other Urban                                  | 681          |
| Suburban                                     | 49           |
| Rural  | 155          |
|  |              |
| Sex  | Choice Count |
| Male   | 640          |
| Female                                       | 315          |
|  |              |
| Years Experience                             | Choice Count |
| New dentists (graduated 2013 - 2022)         | 63           |
| Established dentists (graduated before 2013) | 892          |



Choice Count

ADA American Dental Association®

## Number of Responses by Group - Week of July 17 (continued)

| Age   | Choice Count |
|-------|--------------|
| <35   | 18           |
| 35-44 | 133          |
| 45-54 | 227          |
| 55-64 | 309          |
| 65+   | 267          |

Race/Ethnicity

| White                              | 736 |
|------------------------------------|-----|
| Asian                              | 73  |
| Hispanic                           | 46  |
| Black                              | 14  |
| Native Hawaiian / Pacific Islander | 2   |
| American Indian / Alaska Native    | 4   |
| Other                              | 13  |
| Unknown                            | 65  |