Economic Outlook and Emerging Issues in Dentistry Week of June 13, 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	17
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	17
Have you recently or are you currently recruiting any of the following positions in your dental practice? (Dental hygienists, Dental assistants, Dentists, Administrative staff)	5	31
How challenging has it been to recruit the position(s) below? (Dental hygienists, Dental assistants, Dentists, Administrative staff)	5	31_
[Owner dentists] When did you last give dental hygienists and dental assistants on your staff a wage increase?	6	43
How much was the wage increase, on average?	6	43
[Owner dentists] Which of the following benefits do you offer your employees? (Select all that apply)	7	53

Number of Responses by Wave/by Group 58

Economic Outlook and Emerging Issues in Dentistry Week of June 13, 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, distributed the week of June 13, 2022, 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 dentists in large group practices with 10+ dentists and dentists in the following racial/ethnic categories: Black, Native Hawaiian or Pacific Islander, and American Indian or Alaskan Native. The number of respondents by demographics can be found at the end of this report.

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

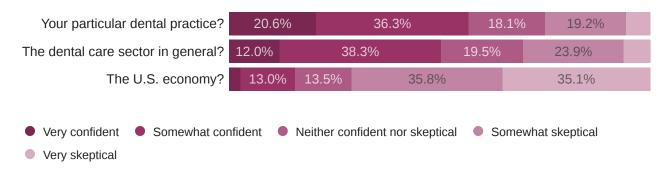
211 E. Chicago Avenue Chicago, Illinois 60611 312.440.2928 hpi@ada.org

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

All Respondents

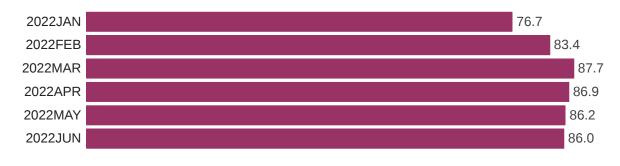
Looking ahead to the next six months, how confident are you in the recovery of:

1203 Responses



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

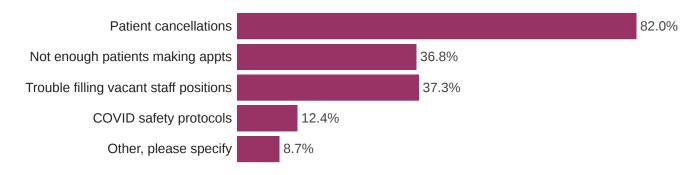
9120 Responses



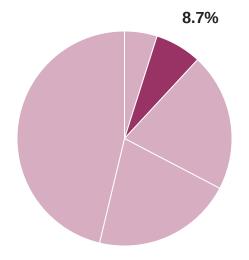
Mean % of appointment schedule filled

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

967 Responses



84 respondents (8.7%) selected "other, please specify." Their responses are categorized below.

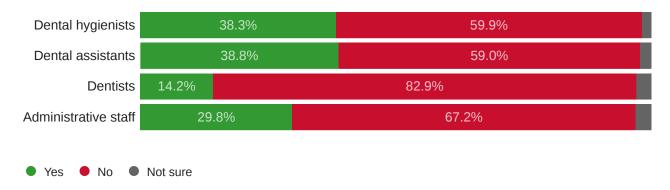


Other, please specify:	Percentage of Responses
STAFF OUT WITH COVID/QUARANTINE/OTHER ILLNESS	21.4%
BAD ECONOMIC CONDITIONS	14.3%
STAFF OUT ON VACATION / LEAVE	13.1%
END OF SCHOOL / SEASONAL SLOWDOWN	13.1%
PATIENT NO SHOWS	7.1%
STAFF SHORTAGES	7.1%
INEXPERIENCED / INEFFICIENT STAFF	4.8%
SURGE IN COVID CASES	4.8%
INCLEMENT WEATHER	1.2%
SUPPLY CHAIN	1.2%
MISCELLANEOUS	14.3%



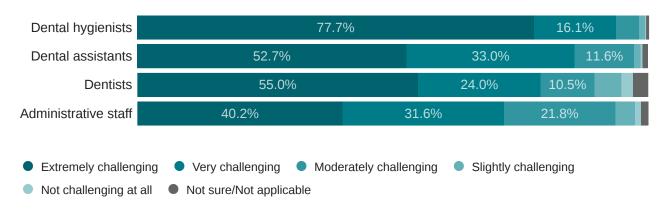
Have you recently or are you currently recruiting any of the following positions in your dental practice?

1203 Responses



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

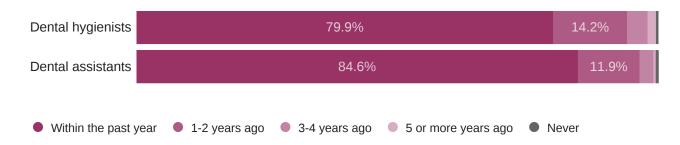
784 Responses





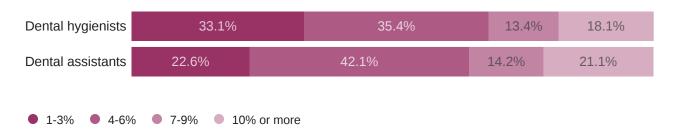
[Owner dentists] When did you last give dental hygienists and dental assistants on your staff a wage increase?

1086 Responses



How much was the wage increase, on average?

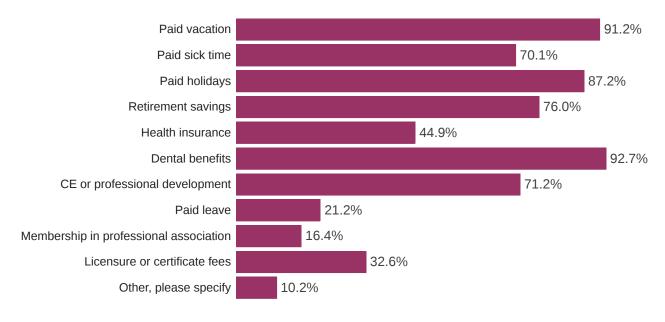
1084 Responses





[Owner dentists] Which of the following benefits do you offer to your employees? (Select all that apply.)

1111 Responses

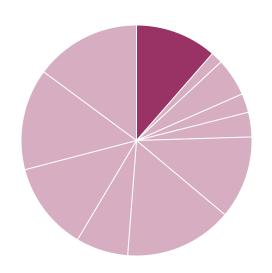




[Owner dentists] Which of the following benefits do you offer to your employees? (Select all that apply.) (continued)

113 respondents (10.2%) selected "other, please specify." Their responses are categorized below.





Benefit	Percentage of Responses
UNIFORM OR UNIFORM ALLOWANCE	36.2%
PERFORMANCE-BASED OR OTHER BONUSES	21.3%
FSA, HSA, HEALTH INSURANCE ALLOWANCE/REIMBURSEMENT	8.7%
PAID LUNCHES / FOOD ALLOWANCE	7.9%
SHORT/LONG-TERM DISABILITY INSURANCE	4.7%
WELL DAYS OR OTHER WELL-BEING SUPPORT	3.9%
TRANSPORTATION ALLOWANCE / REIMBURSEMENT	3.9%
PROFIT SHARING	3.9%
LIFE INSURANCE	3.1%
WAREHOUSE CLUB, GYM OR OTHER MEMBERSHIP	2.4%
TEAM/STAFF APPRECIATION EVENTS	2.4%
COVER CELL PHONE OR OTHER EXPENSES	2.4%
VISION INSURANCE	1.6%
MALPRACTICE INSURANCE	1.6%
TUITION REIMBURSEMENT OR LOAN REPAYMENT	0.8%
MISCELLANEOUS	1.6%

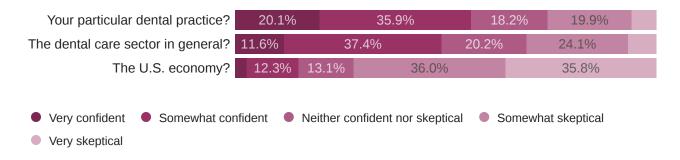
Select Breakouts of Results

Economic Confidence

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?	27.2%	40.2%		17.4	10.9%
The dental care sector in general?	16.3%	48.9%			20.7%
The U.S. economy?	20.7%	17.4%	33.7%		26.1%

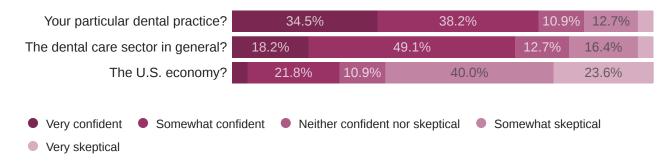


BY DSO AFFILIATION

ADA American Dental Association®

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

DSO



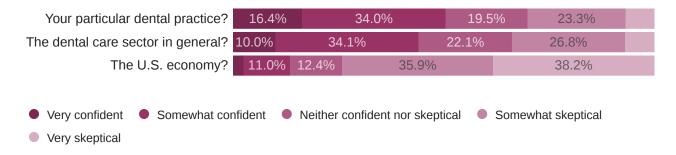
Non-DSO

Your particular dental practice?	20.0%		36.2%		18.5% 19.5%		
The dental care sector in general?	11.7%	37	7.8%	19.9%		24.2%	
The U.S. economy?	12.5%	13.6%	35.6%	6		35.6%	

BY PRACTICE SIZE

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

Solo dentists



2 to 9 dentists

Your particular dental practice?	27.1%	39.5%			16.1	L%	13.4%	
The dental care sector in general?	15.0%	44.3%		15.	8%	1	9.7%	
The U.S. economy?	15.8%	15.2%	2% 35.1%			3.	1.2%	

BY GEOGRAPHY

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

Top 20 cities

Your particular dental practice?	15.2%		38.0%		23.9%	18.5%	
The dental care sector in general?	10.9%	37.0%		23.9%		21.7%	
The U.S. economy?	12.0%	14.1%	31.5%			40.2%	
Very confidentSomewhat corVery skeptical	nfident •	Neither co	onfident nor skep	otical •	Somewha	at skeptical	

Other urban

Your particular dental practice?	20.4%		36.5%	17.9	% 18.9%	
The dental care sector in general?	11.9%	38	3.5%	19.5%	23.4%	
The U.S. economy?	13.2%	13.3%	37.3%	6	33.4%	

Suburban

Your particular dental practice?	26.8%	32.1%	26.8%	
The dental care sector in general?	10.7%	42.9%	33.9%	
The U.S. economy?	17.9%	25.0%	48.2%	

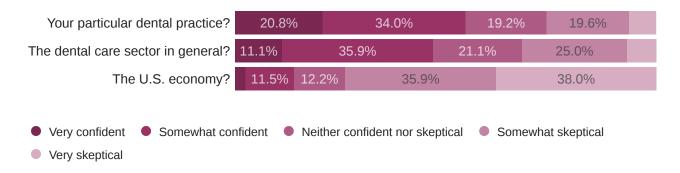
Rural

Your particular dental practice?	23.1%	6 34.9%		23.1% 34.9%			20.1%	18.9%
The dental care sector in general?	13.6%	30	36.1% 21.		6	24.3%		
The U.S. economy?	10.7%	16.0%	33.7%			36.7%		

BY SEX

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

Male



Female

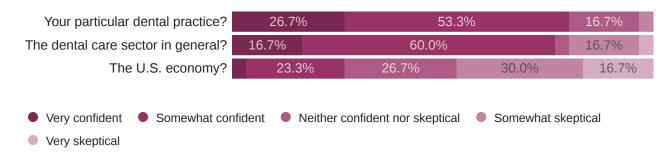
Your particular dental practice?	20.4%	40.5%		16.1	% 18.5%	
The dental care sector in general?	13.5%	42.9%		16.6%	21.8%	
The U.S. economy?	15.6%	15.9%	5.9% 35.8%		29.6%	



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?	25.0% 40.5%		40.5%	20.5%		12.3%
The dental care sector in general?	13.2%	45.0%		22.3%		16.8%
The U.S. economy?	14.1%	17.7%	7% 37.7%			27.3%

45 to 54

Your particular dental practice?	20.4%	6	38.1%		14.3%	22.8%	
The dental care sector in general?	12.6%		36.1%		7%	26.5%	
The U.S. economy?	11.6%	13.3%	38.1%			35.7%	

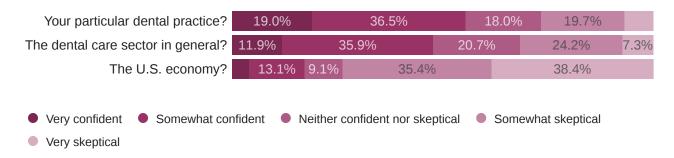
Economic Outlook and Emerging Issues in Dentistry Week of June 13, 2022

ADA American Dental Association®

BY AGE GROUP (continued)

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

55 to 64



65 or older

Your particular dental practice?	19.0%		28.5%	20.9%		22.1%	9.5%
The dental care sector in general?	9.9%	36.5%		18.3%		27.0%	8.4%
The U.S. economy?	12.2%	15.2%	33.1	.%		38.0%	

BY RACE/ETHNICITY

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

White

Your particular dental practice?	23.0%		35.8%		16.7%	18.6%	
The dental care sector in general?	12.6%	.6% 39.4%			.6%	23.9%	
The U.S. economy?	12.8%	36.9%				34.9%	
 Very confident Somewhat confident Neither confident nor skeptical Somewhat skeptical 							

Asian

Your particular dental practice?	12.0% 37.0%		28.0%		17.0%	
The dental care sector in general?	9.0%	36.0%	26.0%		21.0%	8.0%
The U.S. economy?	10.0% 23.0%		34.0%		26.0%	

Hispanic

Your particular dental practice?	12.7%	41.3%		14.3%	25.4%	
The dental care sector in general?		46.0%			17.5%	
The U.S. economy?	25.4%	7.9% 38.		.1%	27.0%	

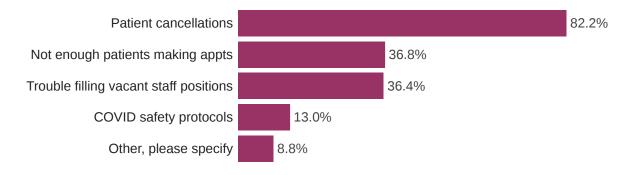
Appointment Schedule

BY OWNERSHIP STATUS

Owner

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







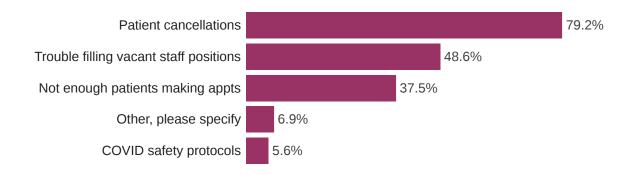
BY OWNERSHIP STATUS (continued)

Non-owner

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



Which of the following factors prevented your dental practice's appointment schedule



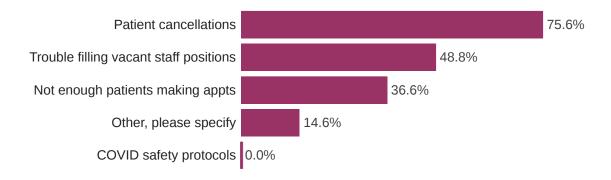
from reaching 100% last week? (Select all that apply.)

BY DSO AFFILIATION

DSO

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





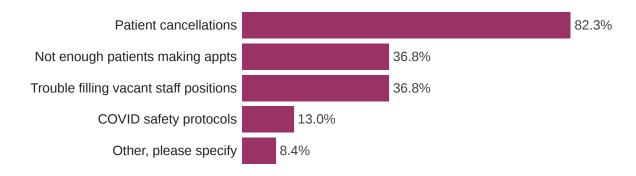


BY DSO AFFILIATION (continued)

Non-DSO

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



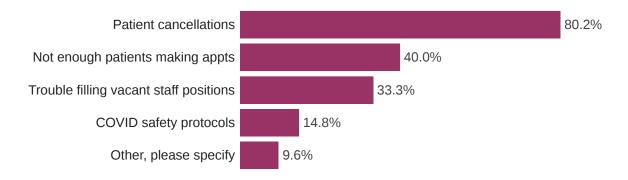


BY PRACTICE SIZE

Solo dentists

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





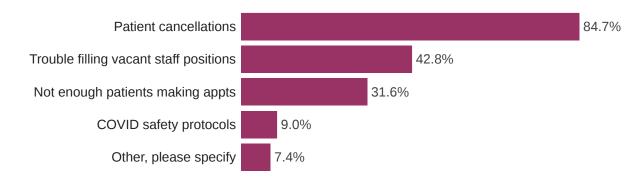


BY PRACTICE SIZE (continued)

2 to 9 dentists

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



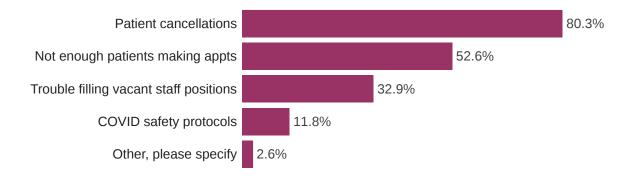


BY GEOGRAPHY

Top 20 cities

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





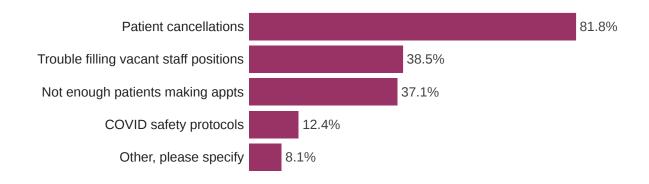


BY GEOGRAPHY (continued)

Other Urban

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





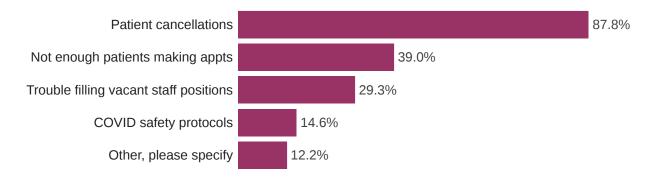


BY GEOGRAPHY (continued)

Suburban

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





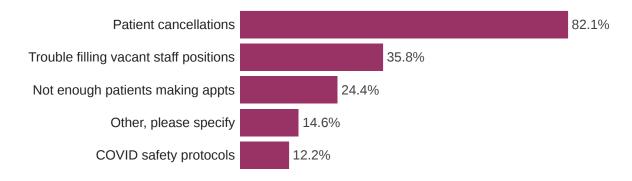


BY GEOGRAPHY (continued)

Rural

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





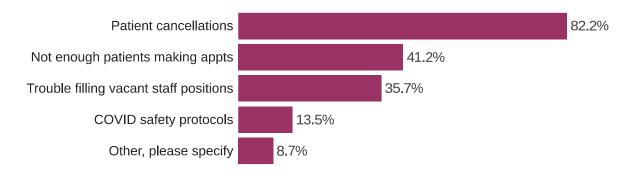


BY SEX

Male

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





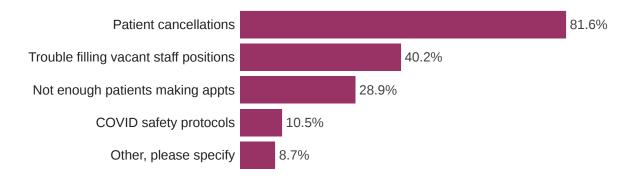


BY SEX (continued)

Female

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





BY AGE

How full was your dental practice's appointment schedule last week? 1189 Responses



Mean % of schedule filled

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	82.6%	34.8%	60.9%	4.3%	0.0%
35- 44	83.7%	27.1%	39.2%	4.2%	7.2%
45- 54	81.0%	27.7%	44.2%	9.5%	10.4%
55- 64	84.8%	37.3%	35.8%	15.5%	6.7%
65+	77.4%	53.5%	28.6%	18.0%	12.0%



BY RACE/ETHNICITY

ADA American Dental Association®

How full was your dental practice's appointment schedule last week? 1189 Responses



Mean % of schedule filled

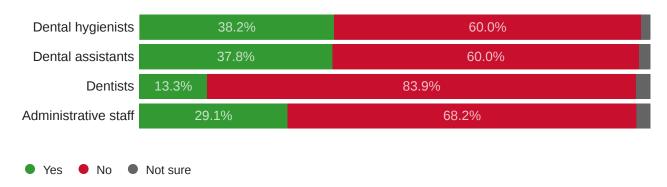
Field	Patient cancellations	Not enough patients trying to make appointments	Trouble filling vacant staff positions	COVID safety protocols are limiting the capacity	Other, please specify
White	82.6%	35.1%	35.2%	10.5%	8.6%
Asian	80.0%	38.8%	49.4%	21.2%	7.1%
Hispanic	87.0%	45.7%	37.0%	21.7%	8.7%

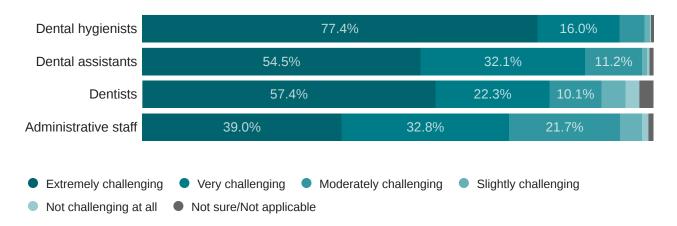
Staff Recruitment

BY OWNERSHIP STATUS

Owner dentists

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

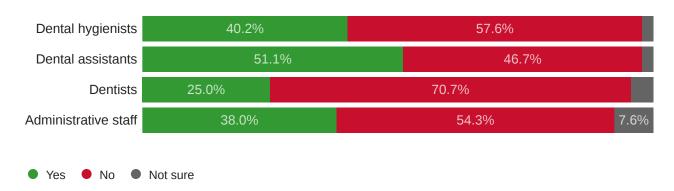


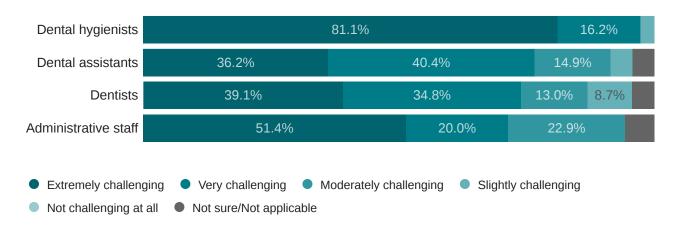


BY OWNERSHIP STATUS (continued)

Non-owner dentists

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

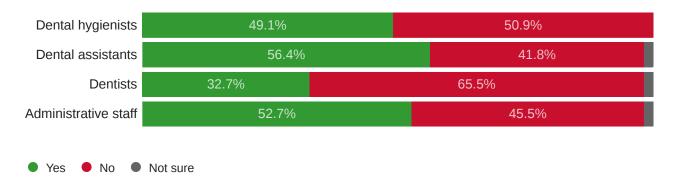


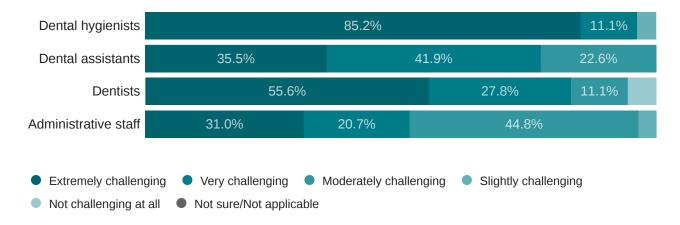


BY DSO AFFILIATION

DSO

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



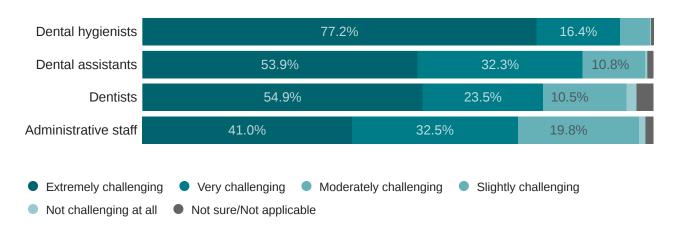


BY DSO AFFILIATION (continued)

Non-DSO

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



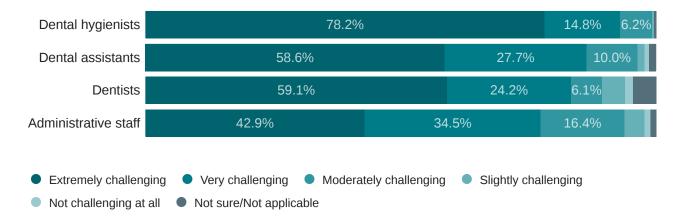


BY PRACTICE SIZE

Solo dentists

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



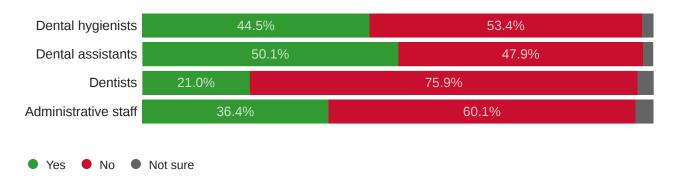


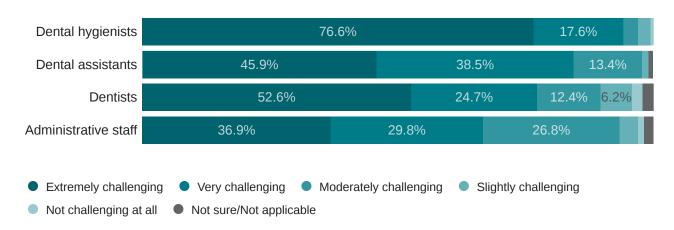


BY PRACTICE SIZE (continued)

2 to 9 dentists

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

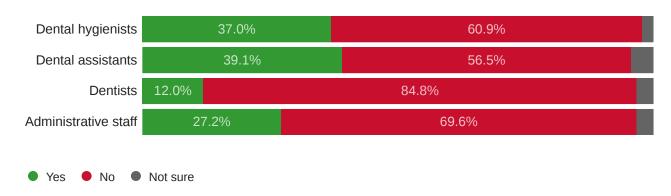


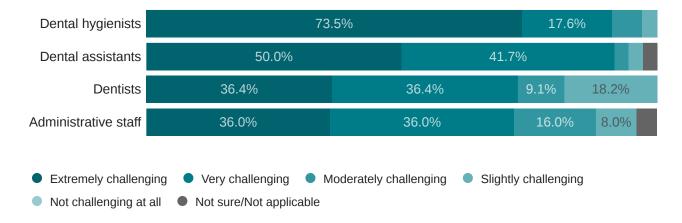


BY GEOGRAPHY

Top 20 Cities

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

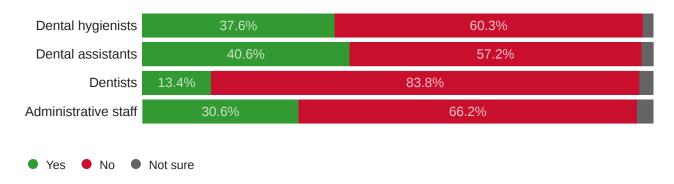


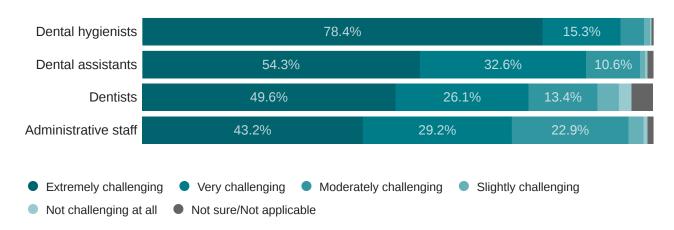


BY GEOGRAPHY (continued)

Other Urban

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

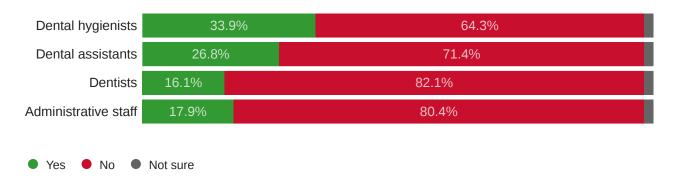


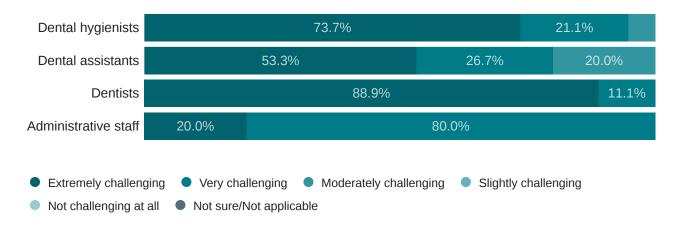


BY GEOGRAPHY (continued)

Suburban

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

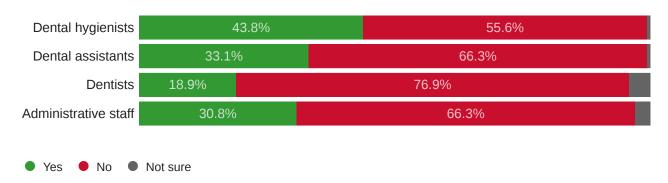


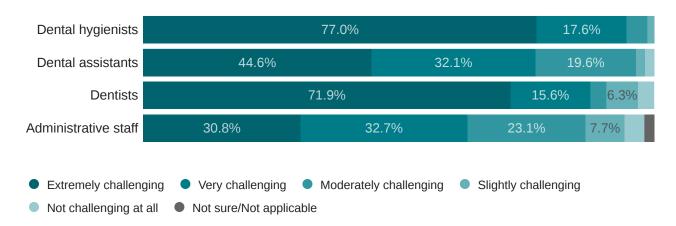


BY GEOGRAPHY (continued)

Rural

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



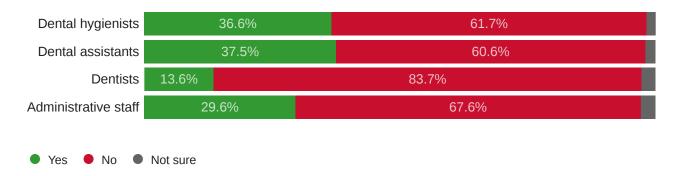


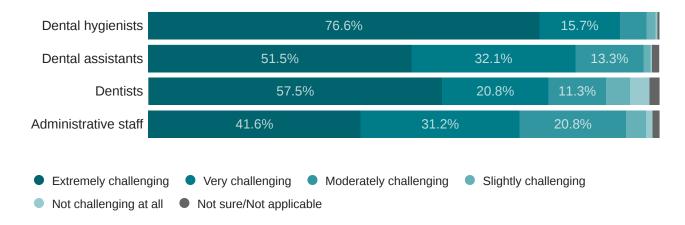


BY SEX

Male

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



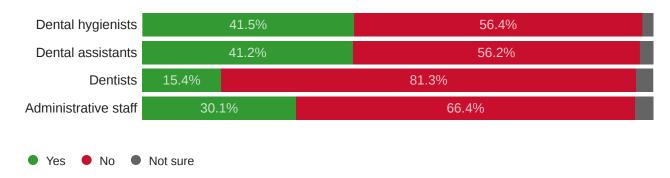


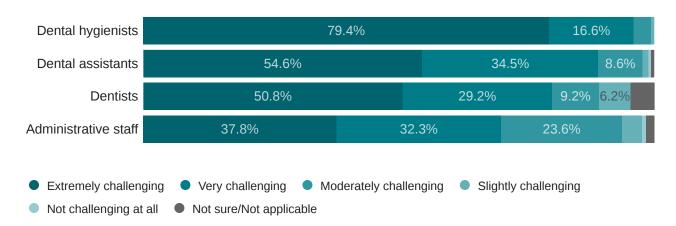


BY SEX (continued)

Female

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





Questions of the Week

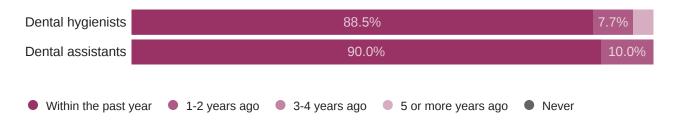
Dental Hygienist and Dental Assistant Wages

BY DSO AFFILIATION

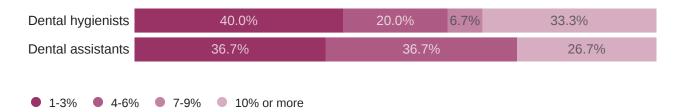
DSO

[Owner dentists] When did you last give dental hygienists and dental assistants on your staff a wage increase?

30 Responses



How much was the wage increase, on average?



ADA American Dental Association®

BY DSO AFFILIATION (continued)

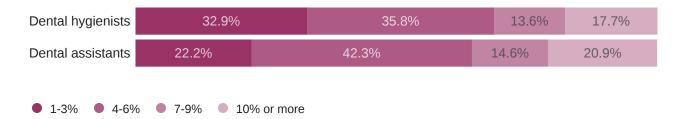
Non-DSO

[Owner dentists] When did you last give dental hygienists and dental assistants on your staff a wage increase?

1056 Responses



How much was the wage increase, on average?



ADA American Dental Association®

BY PRACTICE SIZE

Solo dentists

[Owner dentists] When did you last give dental hygienists and dental assistants on your staff a wage increase?

692 Responses



How much was the wage increase, on average?

Dental hygienists	34.6%	34.4%	34.4%		ó	16.6%
Dental assistants	22.8%	40.9%	14.9%			21.3%
1-3%4-6%	6 7 -9% 10 %	6 or more				

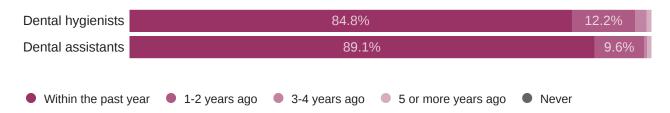
ADA American Dental Association®

BY PRACTICE SIZE (continued)

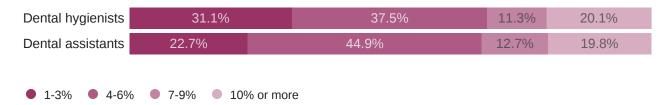
2 to 9 dentists

[Owner dentists] When did you last give dental hygienists and dental assistants on your staff a wage increase?

379 Responses



How much was the wage increase, on average?



ADA American Dental Association®

BY GEOGRAPHY

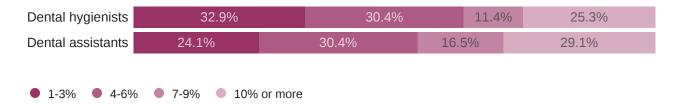
Top 20 cities

[Owner dentists] When did you last give dental hygienists and dental assistants on your staff a wage increase?

80 Responses



How much was the wage increase, on average?



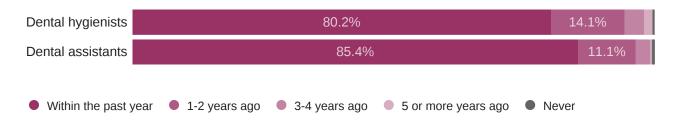
ADA American Dental Association®

BY GEOGRAPHY (continued)

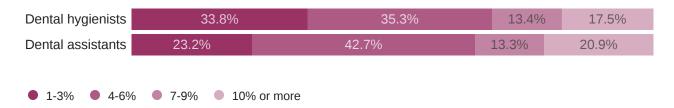
Other urban

[Owner dentists] When did you last give dental hygienists and dental assistants on your staff a wage increase?

801 Responses



How much was the wage increase, on average?



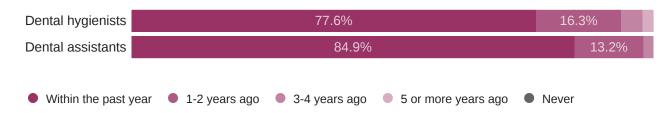
ADA American Dental Association®

BY GEOGRAPHY (continued)

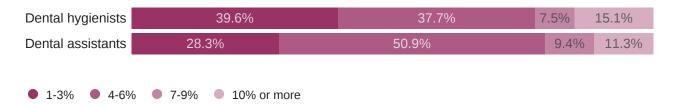
Suburban

[Owner dentists] When did you last give dental hygienists and dental assistants on your staff a wage increase?

53 Responses



How much was the wage increase, on average?



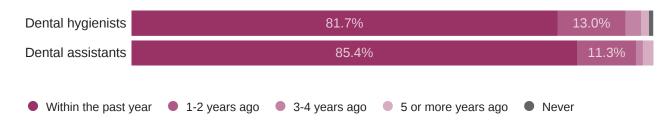
ADA American Dental Association®

BY GEOGRAPHY (continued)

Rural

[Owner dentists] When did you last give dental hygienists and dental assistants on your staff a wage increase?

151 Responses



How much was the wage increase, on average?

Dental hygienists	27.3%		37.3%		16.7%	18.7%
Dental assistants	17.2%		41.7%		19.9%	21.2%
1-3%4-6%	6 7 -9%	10% or m	iore			

BY SEX

Male

[Owner dentists] When did you last give dental hygienists and dental assistants on your staff a wage increase?

719 Responses



How much was the wage increase, on average?



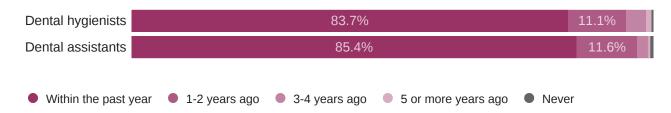
ADA American Dental Association®

BY SEX (continued)

Female

[Owner dentists] When did you last give dental hygienists and dental assistants on your staff a wage increase?

367 Responses



How much was the wage increase, on average?



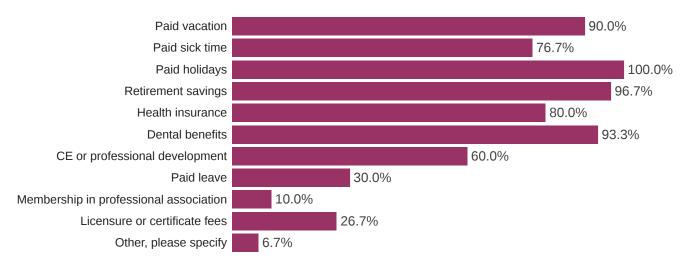
Current Employee Benefits

[Owner dentists] Which of the following benefits do you offer to your employees? (Select all that apply.)

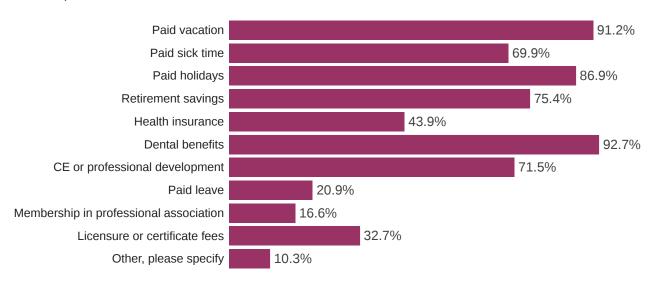
BY DSO AFFILIATION

DSO

30 Responses



Non-DSO



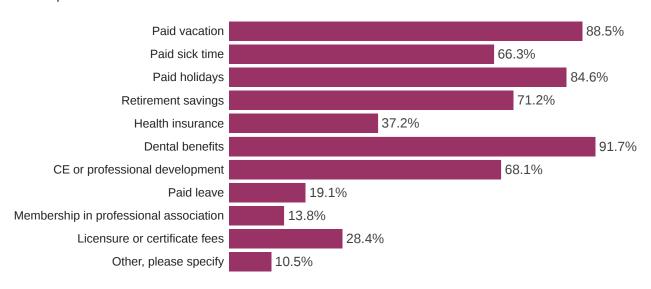


[Owner dentists] Which of the following benefits do you offer to your employees? (Select all that apply.) (continued)

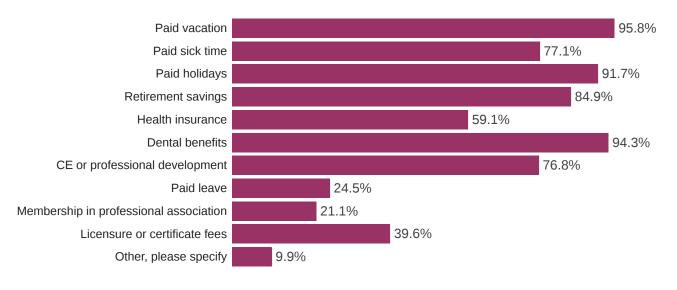
BY PRACTICE SIZE

Solo dentists

712 Responses



2 to 9 dentists



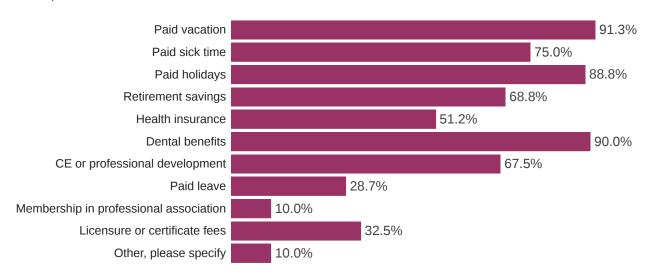


[Owner dentists] [Owner dentists] Which of the following benefits do you offer to your employees? (Select all that apply.) (continued)

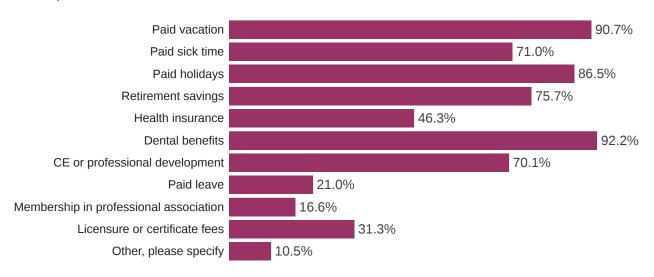
BY GEOGRAPHY

Top 20 cities

80 Responses



Other urban

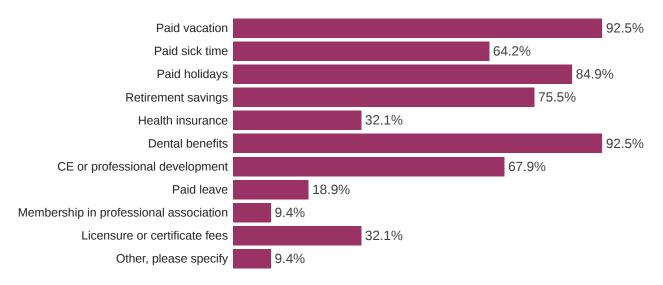




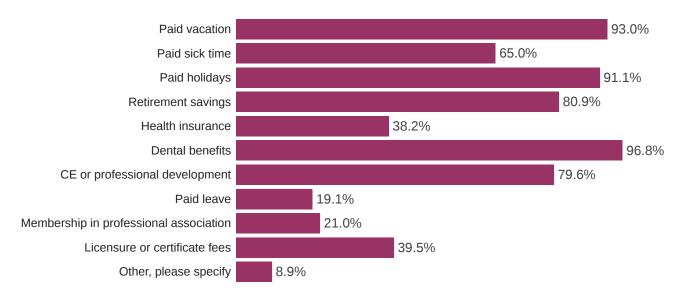
[Owner dentists] Which of the following benefits do you offer to your employees? (Select all that apply.) (continued)

Suburban

53 Responses



Rural

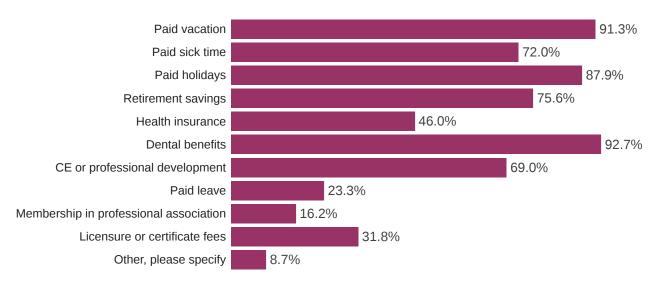


[Owner dentists] Which of the following benefits do you offer to your employees? (Select all that apply.) (continued)

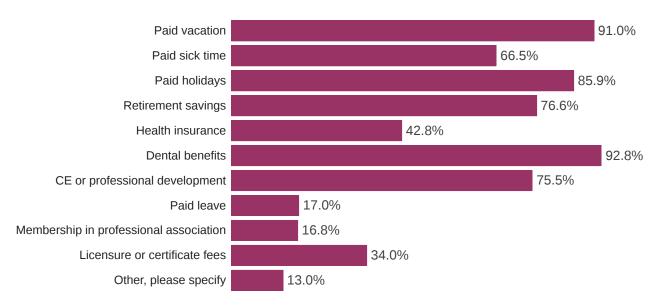
BY SEX

Male

735 Responses



Female



ADA American Dental Association®

Number of Responses by Wave

Field	Responses
2022JAN	1,883
2022FEB	1,386
2022MAR	1,916
2022APR	1,423
2022MAY	1,389
2022JUN	1,203

Number of Responses by Group - Week of June 13

Ownership staus	Choice Count
Owner dentist (i.e., sole owner, partner, or shareholder)	1,111
Employee dentist (nonowner)	45
Associate dentist (nonowner)	30
Independent contractor	16
Other, please specify	1
DSO Affiliation	Choice Count
DSO	55
Non-DSO	1,148
Practice Size	Choice Count
Solo dentists	719
2 to 9 dentists	461
Large group (10+ dentists)	22



Number of Responses by Group - Week of June 13 (continued)

Geography	Choice Count
Top 20 Cities	92
Other Urban	885
Suburban	56
Rural	169
Sex	Choice Count
Male	781
Female	422
Age	Choice Count
<35	30
35-44	220
45-54	294
55-64	396
65+	263
Race/Ethnicity	Choice Count
White or Caucasian	911
Asian	100
Latino or Hispanic	63
Black or African-American	16
Native Hawaiian or Pacific Islander	3
American Indian / Alaska Native	3
Other	25
Unknown	82