Economic Outlook and Emerging Issues in Dentistry

Insights from Data from June 2022
Emerging Issues Polling

• Measuring the ongoing impact of the COVID-19 pandemic and other emerging issues in dentistry
• Over 3000 have opted to participate to date, roughly 1200 responded in the most recent wave
• Data was collected June 14-19, 2022
• Core measures: economic outlook, fullness of practice schedule, schedule barriers, recruitment needs and challenges
• Questions of the month: timing and amount of pay raises for staff, benefits offered for staff
• Complete reports with breakdowns available at ADA.org/HPI
• State dashboard now available!
## State Dashboard

### HPI Health Policy Institute

**ADA** American Dental Association®

<table>
<thead>
<tr>
<th>Month</th>
<th>Location</th>
<th>Ownership Status</th>
<th>Practice Size</th>
<th>DSO Affiliation</th>
<th>Race/Ethnicity</th>
<th>Sex</th>
<th>Reset View</th>
</tr>
</thead>
<tbody>
<tr>
<td>June 2022</td>
<td>(All)</td>
<td>(All)</td>
<td>(All)</td>
<td>(All)</td>
<td>(All)</td>
<td>(All)</td>
<td></td>
</tr>
</tbody>
</table>

Below are results from the Economic Outlook and Emerging Issues in Dentistry study for dentists working in private dental practices. This dashboard allows users to view different cuts of the data filtering by month, state(s), ownership status, practice size, DSO affiliation, race/ethnicity, and sex. Unless noted otherwise, charts reflect the results from the latest wave of data collection. Results are only displayed if there were at least 30 responses for the data selected.

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

<table>
<thead>
<tr>
<th>June 2022</th>
<th>Your particular dental practice?</th>
<th>21%</th>
<th>36%</th>
<th>16%</th>
<th>19%</th>
<th>8%</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>The dental care sector in general?</td>
<td>12%</td>
<td>30%</td>
<td>20%</td>
<td>24%</td>
<td>6%</td>
</tr>
<tr>
<td></td>
<td>The U.S. economy?</td>
<td>13%</td>
<td>13%</td>
<td>35%</td>
<td>35%</td>
<td></td>
</tr>
</tbody>
</table>

Looking ahead to the next six months, how confident are you in the recovery of the following? (Percentages indicating “very” or “somewhat” confident.)

Dentists’ confidence in the US economy has had a precipitous drop in the first half of 2022.
Practice Schedules

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

Practice schedules have been steady the past few months. In June, dentists indicated that their schedules were about 86% full.
Scheduling Barriers

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

- Patient cancellations remained the most common reason schedules were not full in June.
Dental team recruitment needs have not worsened in the past few months. Roughly four in 10 dentists were recruiting dental assistants and dental hygienists in June.
### Challenges Recruiting

How challenging has it been to recruit the position(s) below? (Percentages indicating “extremely” or “very” challenging.)

<table>
<thead>
<tr>
<th>Position</th>
<th>Not sure/Not applicable</th>
<th>Not challenging at all</th>
<th>Slightly challenging</th>
<th>Moderately challenging</th>
<th>Very challenging</th>
<th>Extremely challenging</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dental hygienists</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>Dental assistants</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>12%</td>
<td></td>
</tr>
<tr>
<td>Dentists</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>11%</td>
<td></td>
</tr>
<tr>
<td>Administrative staff</td>
<td></td>
<td>4%</td>
<td></td>
<td></td>
<td>22%</td>
<td></td>
</tr>
</tbody>
</table>

Recruiting dental hygienists and dental assistants continues to be the most challenging for dentists.
Pay Raises in Dental Practices

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

- Dental hygienists: 79.9% (Within the past year) 14.2% (1-2 years ago) 11.9% (3-4 years ago) 1.2% (5 or more years ago) 0.8% (Never)
- Dental assistants: 84.6% (Within the past year) 11.9% (1-2 years ago) 3.6% (3-4 years ago) 1.2% (5 or more years ago) 0.8% (Never)

The vast majority of dentists have issued raises for their dental hygienists and dental assistants within the past year.
Pay Raises in Dental Practices

How much was the wage increase, on average?

<table>
<thead>
<tr>
<th></th>
<th>1-3%</th>
<th>4-6%</th>
<th>7-9%</th>
<th>10% or more</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dental hygienists</td>
<td>33.1%</td>
<td>35.4%</td>
<td>13.4%</td>
<td>18.1%</td>
</tr>
<tr>
<td>Dental assistants</td>
<td>22.6%</td>
<td>42.1%</td>
<td>14.2%</td>
<td>21.1%</td>
</tr>
</tbody>
</table>

Recent wage increases in dental offices have most commonly been in the 4-6% range.
Employee Benefits in Dental Practices

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

- Dental benefits: 93%
- Paid vacation: 91%
- Paid holidays: 87%
- Retirement savings: 76%
- Professional development: 71%
- Paid sick time: 70%
- Health insurance: 45%
- Licensure or certification fees: 33%
- Paid leave: 21%
- Membership in professional association: 16%
- Other: 10%

The most common benefits dentists are offering their employees are dental benefits, paid vacation, paid holidays, and retirement savings.

Fewer than half of dentists provide health insurance for their employees. One in five offers paid leave.
Key Takeaways

• **Practice Schedules:** Dental practice schedules have been relatively steady the past few months. Schedules were 86% full on average in June.

• **Recruitment Needs:** Dental team recruitment needs remain steady, with roughly four in ten dentists were recruiting dental assistants and dental hygienists in June. Recruiting dental hygienists continues to be the most challenging for dentists.

• **Pay Raises:** Most dentists – roughly eight out of 10 – have issued raises for their dental hygienists and dental assistants within the past year. Recent wage increases have most commonly been in the 4-6% range.

• **Employee Benefits:** The most common benefits dentists are offering their employees are dental benefits, paid vacation, paid holidays, and retirement savings. Fewer than half of dentists provide health insurance for their employees. One in five offers paid leave.

• **Economic Confidence:** Dentists’ confidence in economic recovery continues to drop. Over a third of dentists had confidence in the US economic recovery in January, compared to 16% in June.