Update on Net Income of General Practitioner Dentists – 2022 data

August 2023
Introduction

• We update data on net income and busyness for general practitioner dentists for 2022

• We use two data sources
  • ADA HPI Survey of Dental Practice (SDP)
  • Bureau of Labor Statistics - Occupational Employment and Wage Statistics (BLS)

• We provide “big picture” insights

• We provide more detail on data sources and methods in the appendix
Average net income of GP dentists declined by 7% in 2022. The long-term trend shows a slight decline.
Median Net Income

Looking at median instead of average gives the same overall conclusion regarding trends in GP net income.
Practice expenses are rising faster than practice revenues.

This is driving the downward trend in GP dentist net incomes.
Patient appointment wait times are up significantly in 2022.

This is likely a result of staffing shortages in dental offices.
Busyness

The percent indicating “Too busy to treat all people requesting appointments” or “Provided care to all who requested appointments but was overworked” is at an all time high.

Post-pandemic, GP dentists are busier than ever.
On average, GP dentists worked 4.5% more hours in 2022 than the average from 2000 – 2019.

The increase in 2022 is roughly equivalent to an extra 1.5 hours per week compared to 2000 – 2019.
Key Insights

• After rising in 2021 as dentistry recovered from the COVID-19 pandemic, average net income for general practitioner dentists declined by 7% between 2021 and 2022, after adjusting for inflation. Longer term, there is a slight decline overall in the data.

• Practice expenses are increasing faster than revenues, driving the decline in average net income.

• General practitioner dentists are busier than ever and are working longer hours post pandemic.

• Taken together the latest data suggest continued ‘margin compression’ in the dental sector.
### Data Sources and Notes

BLS and SDP income trends differ because the two methods of data collection differ.

<table>
<thead>
<tr>
<th>Dentists Surveyed</th>
<th>Bureau of Labor Statistics</th>
<th>ADA HPI Survey of Dental Practice</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private Practice Owners (Incorporated)</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Private Practice Owners (Unincorporated)</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td>Private Practice Nonowners</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Dentists in Non-Private Practice Settings, e.g., Education, Government, Hospitals</td>
<td>Yes</td>
<td>No</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Types of Income Captured</th>
<th>Bureau of Labor Statistics</th>
<th>ADA HPI Survey of Dental Practice</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salary, commissions, production bonuses</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Year-end bonuses, non-production bonuses</td>
<td>No</td>
<td>Yes</td>
</tr>
<tr>
<td>Payments made to a retirement plan</td>
<td>No</td>
<td>Yes</td>
</tr>
</tbody>
</table>
Data Sources and Notes

**Slides 3, 4**

**Sources:** ADA Health Policy Institute annual *Survey of Dental Practice*. Results are weighted to compensate for oversampling and nonresponse bias.


**Notes:** Dentist net income is adjusted for inflation using the All-Item Consumer Price Index. All values are in constant 2022 dollars. BLS state-level incomes are available on [ADA.org/HPI](https://www.blso.gov/stats).
Data Sources and Notes

Slides 5 – 8

Source: ADA Health Policy Institute annual Survey of Dental Practice. Results are weighted to compensate for oversampling and nonresponse bias.

Notes: Dentist net income, practice receipts, and practice expenses are adjusted for inflation using the All-Item Consumer Price Index. All values are in constant 2022 dollars.
Thank You!

ADA.org/HPI

hpi@ada.org

@adahpi

Health Policy Institute

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