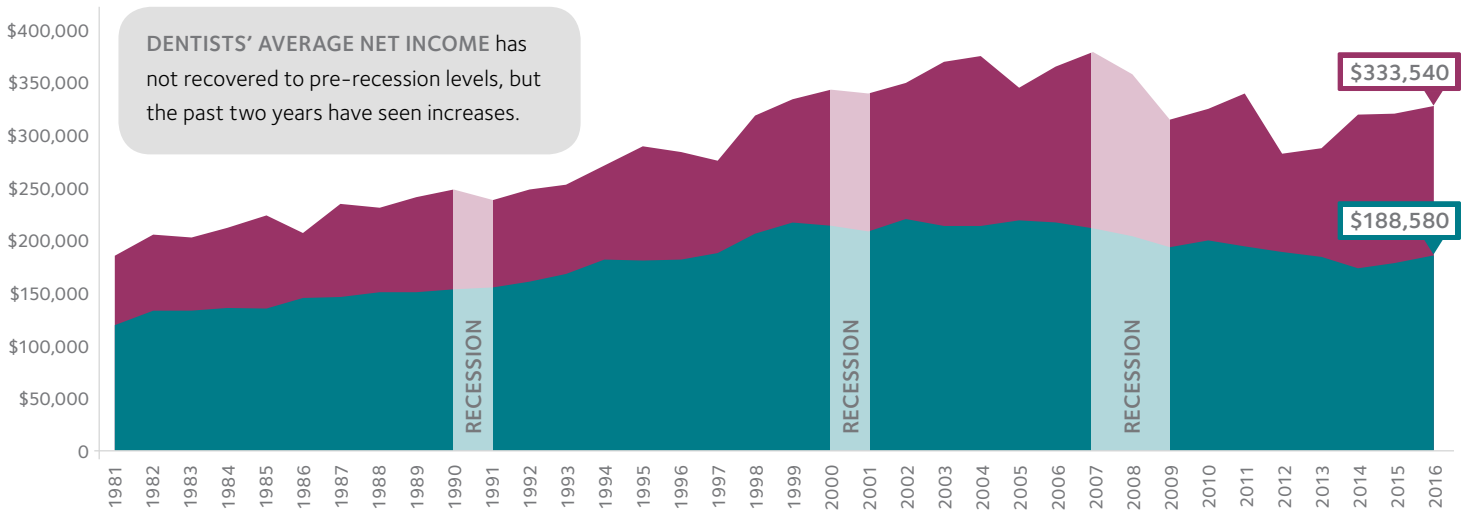


Dentist Earnings and Busyness in the U.S.

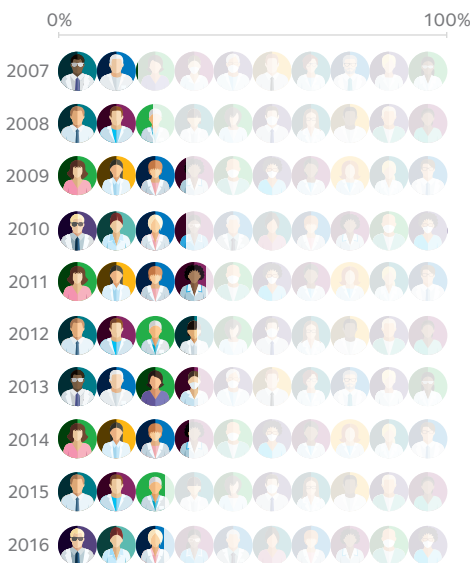
AVERAGE ANNUAL NET INCOME, DENTISTS IN PRIVATE PRACTICE

● GENERAL PRACTITIONERS ● SPECIALISTS

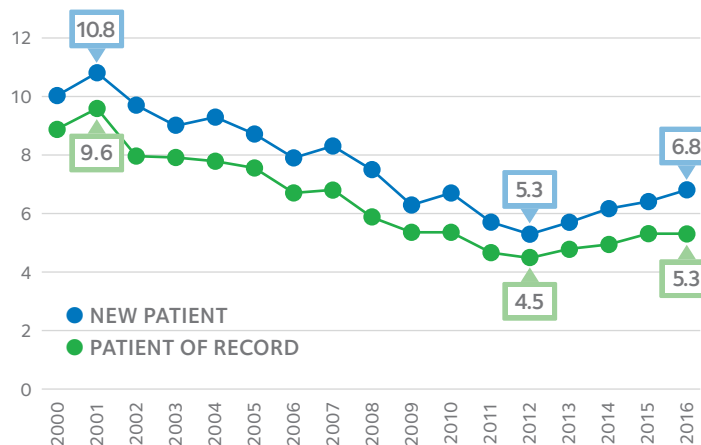


THE PERCENTAGE OF DENTISTS "not busy enough" has declined in recent years.

PERCENTAGE OF DENTISTS IN PRIVATE PRACTICE REPORTING THEY ARE "NOT BUSY ENOUGH"



AVERAGE WAIT TIME IN DAYS FOR A GENERAL PRACTITIONER DENTIST APPOINTMENT



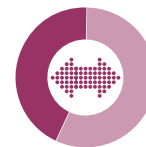
AVERAGE WAIT TIMES HAVE INCREASED in recent years, a sign of more patients in dental offices.



PATIENT VOLUME WENT UP IN 2016



PATIENT VOLUME WENT DOWN IN 2016



PATIENT VOLUME REMAINED THE SAME IN 2016

OVER ONE-THIRD OF DENTISTS experienced an **increase** in patient volume in 2016 compared to the prior year.

Source: ADA Health Policy Institute annual *Survey of Dental Practice*. Notes: **Average Annual Net Income**: Shaded areas denote recession years according to the National Bureau of Economic Research. Dentist income is adjusted for inflation using the All-Item Consumer Price Index. All values are in constant 2016 dollars. The change in general practitioner dentists' average net income from 2014 to 2016 is statistically significant at the 5% level. **Dentists "Not Busy Enough"**: Indicates the percentage of dentists reporting they are "not busy enough, could have treated more patients." **Average Wait Time**: Indicates the average wait time in days for an appointment with a general practitioner dentist. **All graphs**: Data for years 2000-2016 are weighted to adjust for oversampling and nonresponse bias.