Week of April 18, 2022

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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	8
How full was you dental practice's appointment schedule last week?	3	16
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)	3	16
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
What tools have you used to find applicants for your dental hygienist and/or dental assistant positions?	6	44
Have you offered any of these new benefits to dental hygienist or dental assistant applicants that you did not provide prior to the COVID-19 pandemic? (Raised starting pay rate; Offered new retirement plan; Offered health insurance; Offered a sign-on bonus; Offered paid time off; Changed hours for applicant needs; Other, please specify; None of the above)	6	51

Number of Responses by Wave/by Group 58

Economic Outlook and Emerging Issues in Dentistry Week of April 18, 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, the week of April 18, 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.

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

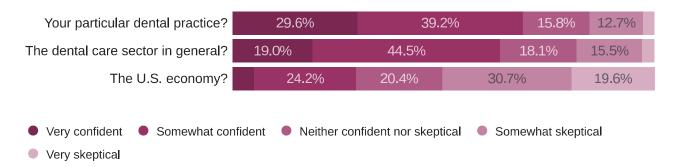
211 E. Chicago Avenue Chicago, Illinois 60611 312.440.2928 hpi@ada.org

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:

1423 Responses



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

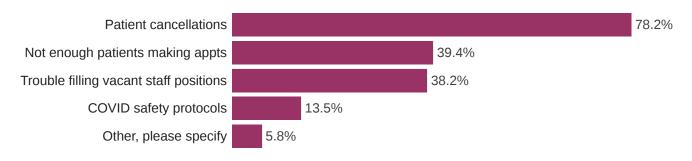
6556 Responses



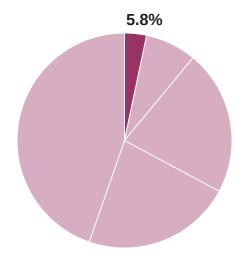
Mean % of appointment schedule filled

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

1105 Responses



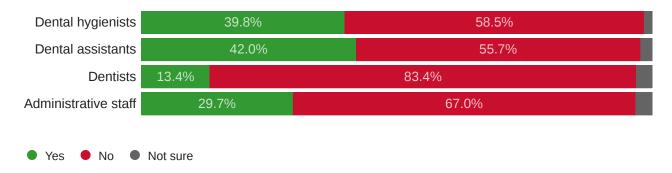
64 respondents (5.8%) selected "other, please specify." Their responses are categorized below.



Other, please specify:	Percentage of Responses
STAFF OUT ON VACATION/PLANNED LEAVE	21.9%
PATIENTS AWAY / OFFICE CLOSED FOR SPRING BREAK OR HOLIDAY	12.5%
BAD ECONOMIC CONDITIONS	10.9%
STAFF OUT WITH COVID/QUARANTINE/OTHER ILLNESS	10.9%
INEXPERIENCED / INEFFICIENT STAFF	7.8%
PATIENT FEAR/HESITANCY TO VISIT DENTIST	4.7%
PATIENT NO SHOWS	4.7%
STAFF SHORTAGES	4.7%
SURGE IN COVID CASES	4.7%
DROPPED DENTAL PLAN / LOW REIMBURSEMENT	3.1%
INCLEMENT WEATHER	3.1%
MISCELLANEOUS	15.6%

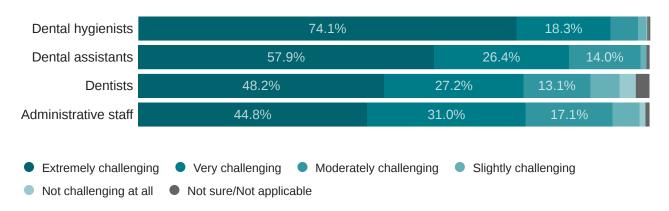
Have you recently or are you currently recruiting any of the following positions in your dental practice?

1423 Responses



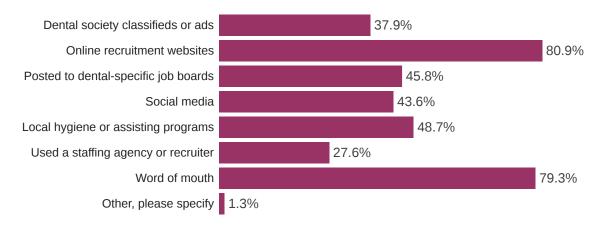
How challenging has it been to recruit the position(s) below?

941 Responses

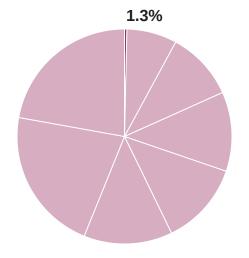


What tools have you used to find applicants for your dental hygienist and/or dental assistant positions? (Select all that apply.)

834 Responses



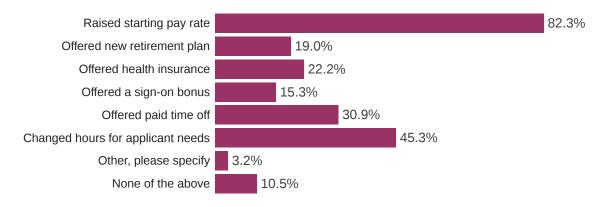
11 respondents (1.3%) selected "other, please specify." Their responses are categorized below.



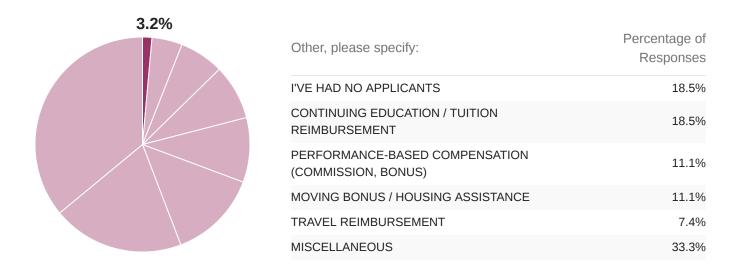
Other, please specify	Percentage of Responses
AD IN LOCAL NEWSPAPER	45.5%
LOCAL STUDY CLUB	9.1%
MAILED POSTCARDS TO LOCAL HYGIENISTS / ASSISTANTS	9.1%
REVIEWED APPLICATIONS FROM PREVIOUS YEARS	9.1%
MISCELLANEOUS	18.2%

Have you offered any of these new benefits to dental hygienist or dental assistant applicants that you did not provide prior to the COVID-19 pandemic? (Select all that apply.)

832 Responses



28 respondents (3.2%) selected "other, please specify." Their responses are categorized below.



Week of April 18, 2022

ADA American Dental Association®

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

Your particular dental practice?	30.0%	38.6%		15.5%	13.4%
The dental care sector in general?	18.7%	44.1%		L8.4%	15.8%
The U.S. economy?	24.1%	20.2% 30.5%)	20.2%
Very confidentSomewhat confVery skeptical	• Some	ewhat ske	ptical		

Non-owner

Your particular dental practice?	25.9%	45.7%	19.89	6
The dental care sector in general?	21.6%	49.1%	14.7%	12.1%
The U.S. economy?	25.0%	22.4%	33.6%	12.9%

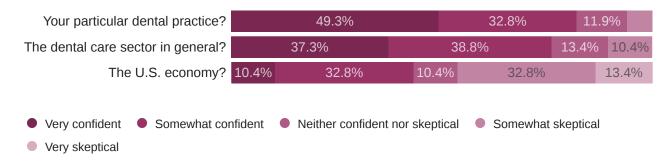
Economic Outlook and Emerging Issues in Dentistry Week of April 18, 2022

ADA American Dental Association®

BY DSO AFFILIATION

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

DSO



Non-DSO

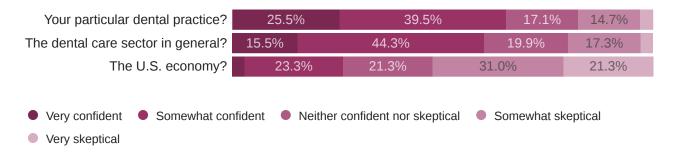
Your particular dental practice?	28.7% 39.5%			16.0%	13.0%
The dental care sector in general?	18.1% 44.8%			18.4%	15.8%
The U.S. economy?	23.7%	20.9%		6	19.9%



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?	36.1%	38.0%		38.0% 14.39		14.3%	9.4%
The dental care sector in general?	23.7%	44.9%		5.4%	13.2%		
The U.S. economy?	8.0% 25.2%	19.0%	30.4%		17.4%		

Large group (10+ dentists)

Your particular dental practice?	25.9%		51.9%	7.4%	14.8%
The dental care sector in general?	29.6%	40.7%		18.5%	7.4%
The U.S. economy?	14.8%	29.6%	18.5%	25.9%	11.1%

BY GEOGRAPHY

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

Top 20 cities

Your particular dental practice?	34.6% 30.8%		14.4%	15.4%
The dental care sector in general?	18.3%	46.2%	14.4%	17.3%
The U.S. economy?	29.8%	25.0%	20.2%	19.2%
Very confidentSomewhat corVery skeptical	ifident • Neither co	onfident nor skeptical	Somewhat ske	eptical

Other urban

Your particular dental practice?	28.6%	28.6% 41.1%			11.9%
The dental care sector in general?	19.1%	19.1% 44.7%			14.7%
The U.S. economy?	23.7%	23.7% 20.3%)	18.4%

Suburban

Your particular dental practice?	38.6%		29.8%	15.8%	15.8%	
The dental care sector in general?	22.8%	31.6%		14.0%	28.1%	
The U.S. economy?	29.8%	15.8	8%	28.1%	2	6.3%

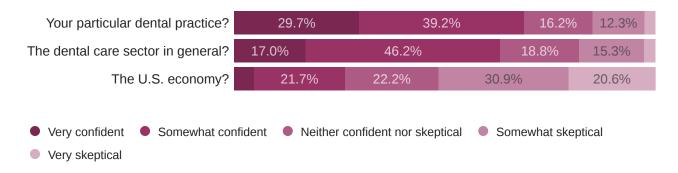
Rural

Your particular dental practice?	30.0% 36.4%			15.7%	14.3%
The dental care sector in general?	17.5%	6 46.1%			15.7%
The U.S. economy?	22.6%	19.8%	28.6%	0	24.0%

BY SEX

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

Male



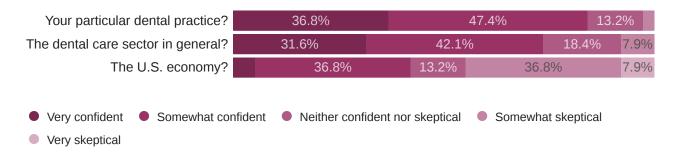
Female

Your particular dental practice?	29.4%	% 39.4%		15.2%	13.1%	
The dental care sector in general?	22.3%	41.5%		16.9%	16.0%	
The U.S. economy?	28.7%	17.1%	30.2	%	18.1%	

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?	33.7% 42.3%		.3%	13.0	0% 8.1%
The dental care sector in general?	24.0%	42.3%		18.3%	13.0%
The U.S. economy?	25.2%	23.2%	30	.1%	17.5%

45 to 54

Your particular dental practice?	28.1% 44.7%		12	.1% 12.9%
The dental care sector in general?	19.6%	48.0%		17.3%
The U.S. economy?	24.9%	14.2% 30.7%		24.0%

Week of April 18, 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

Your particular dental practice?	30.9%	6	35.1 ⁰	%	17.2%	13.7%
The dental care sector in general?	18.3%		42.8%		21.2%	15.2%
The U.S. economy?	24.1	L%	21.2%	30.	.5%	18.8%
Very confidentSomewhat confVery skeptical	iident 🌑 Ne	either con	fident nor skepti	cal • So	mewhat ske	ptical

65 or older

Your particular dental practice?	25.6%	35.7%	20.4%	15.5%
The dental care sector in general?	14.0%	44.8%	21.3%	16.8%
The U.S. economy?	21.3%	24.7%	30.8%	18.9%

BY RACE/ETHNICITY

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

White

Your particular dental practice?	31.3%	38.9%	6	14.7%	12.6%
The dental care sector in general?	19.5%	44.3%	1	.8.4%	15.2%
The U.S. economy?	24.5% 20.0%				19.8%
Very confidentSomewhat confVery skeptical	ident Neither co	nfident nor skeptical	Some	what skept	iical

Asian

Your particular dental practice?	23.6%	23.6% 45.7%		18.1%	8.7%	
The dental care sector in general?	17.2%	46.1%			19.5%	12.5%
The U.S. economy?	2	7.3%	28.1%		27.3%	10.9%

Hispanic

Your particular dental practice?	25.6%	36.6%	22.0%	12.2%
The dental care sector in general?	24.4%	45.1%	9.8%	18.3%
The U.S. economy?	8.5% 23.2%	19.5%	30.5%	18.3%

Black

Your particular dental practice?	26.3%	47.4%			15.8°	% 2	10.5%	
The dental care sector in general?	26.3%	36.8%		36.8% 21.1%		1%	10.5	%
The U.S. economy?	10.5% 31	.6%	26.3%	1	5.8%	15	5.8%	



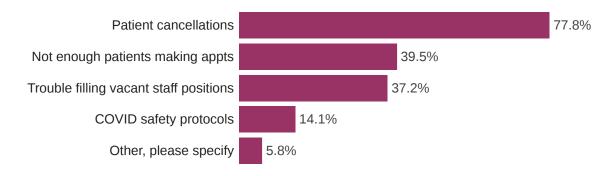
Appointment Schedule

BY OWNERSHIP STATUS

Owner

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



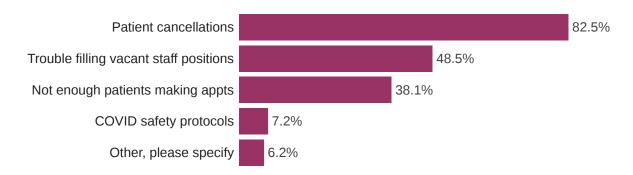


BY OWNERSHIP STATUS (continued)

Non-owner

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

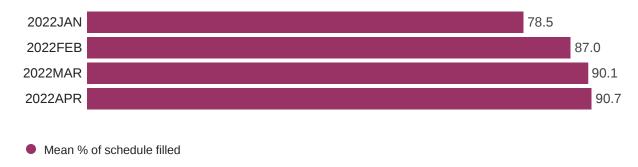


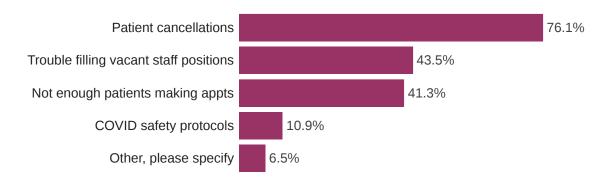


BY DSO AFFILIATION

DSO

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



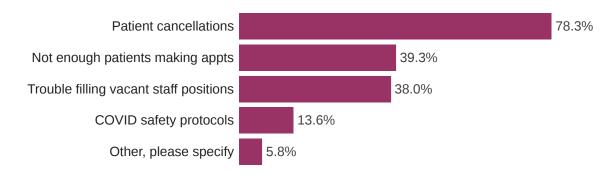


BY DSO AFFILIATION (continued)

Non-DSO

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



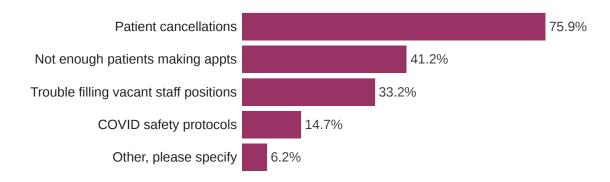


BY PRACTICE SIZE

Solo dentists

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



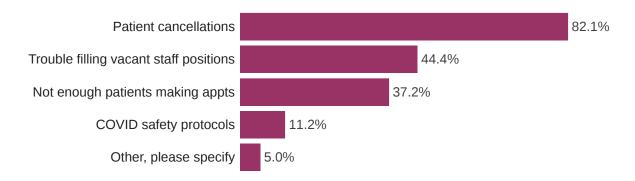


BY PRACTICE SIZE (continued)

2 to 9 dentists

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



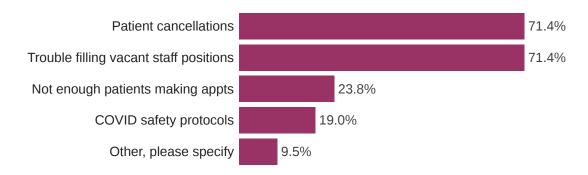


BY PRACTICE SIZE (continued)

Large group (10+ dentists)

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

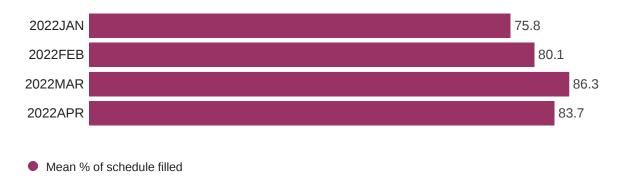


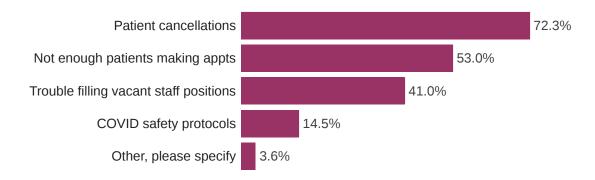


BY GEOGRAPHY

Top 20 cities

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



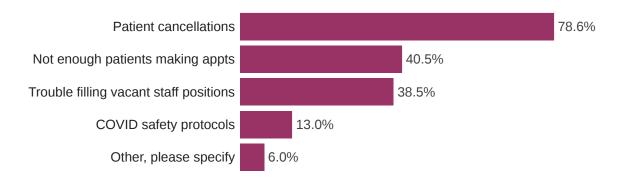


BY GEOGRAPHY (continued)

Other Urban

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



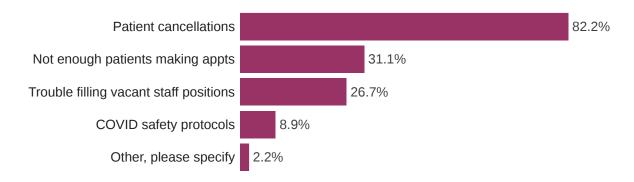


BY GEOGRAPHY (continued)

Suburban

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



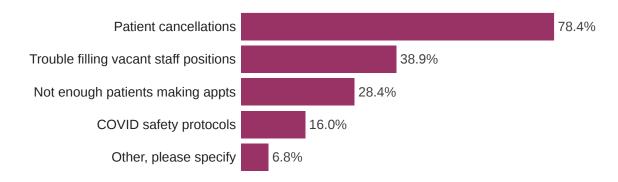


BY GEOGRAPHY (continued)

Rural

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



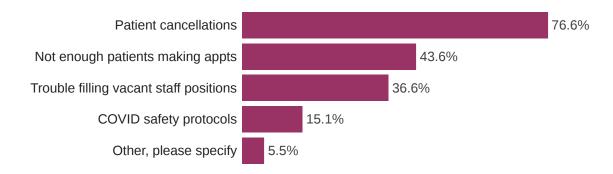


BY SEX

Male

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

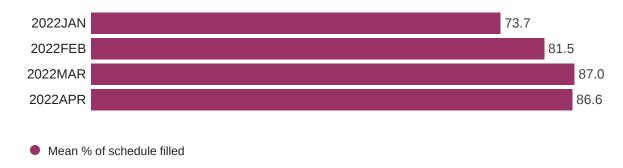


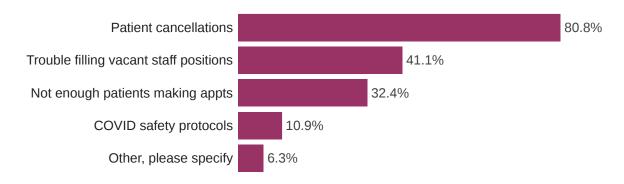


BY SEX (continued)

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? 1411 Responses



Mean % of schedule filled

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

1105 Responses

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	90.0%	36.7%	40.0%	6.7%	0.0%
35- 44	80.0%	32.2%	41.7%	5.6%	4.4%
45- 54	82.6%	30.7%	41.5%	9.3%	3.7%
55- 64	76.7%	42.4%	36.8%	16.6%	5.1%
65+	73.2%	49.1%	34.2%	19.7%	10.4%

BY RACE/ETHNICITY

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

1410 Responses



Mean % of schedule filled

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

1104 Responses

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	78.8%	38.4%	37.1%	12.5%	5.2%
Asian	79.6%	43.9%	41.8%	17.3%	4.1%
Hispanic	77.3%	40.9%	37.9%	18.2%	4.5%
Black	61.5%	46.2%	38.5%	23.1%	0.0%



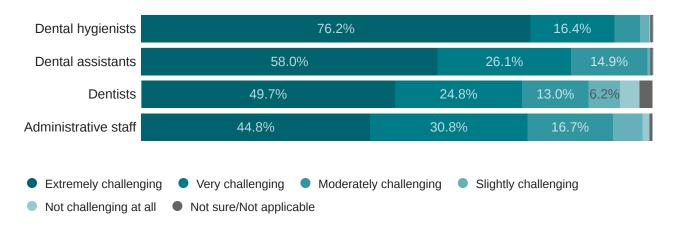
Staff Recruitment

BY OWNERSHIP STATUS

Owner dentists

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





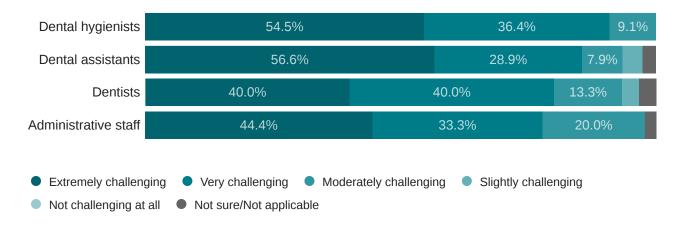


BY OWNERSHIP STATUS (continued)

Non-owner dentists

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

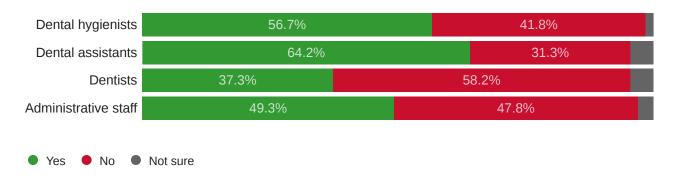


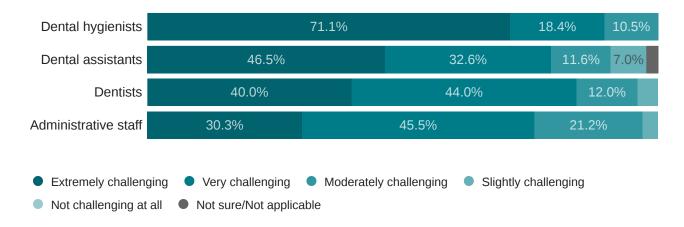


BY DSO AFFILIATION

DSO

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



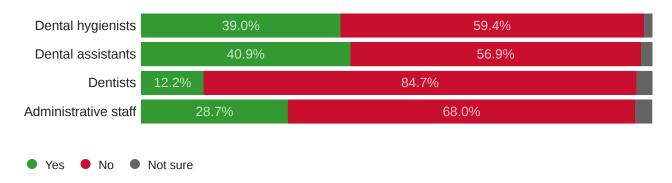


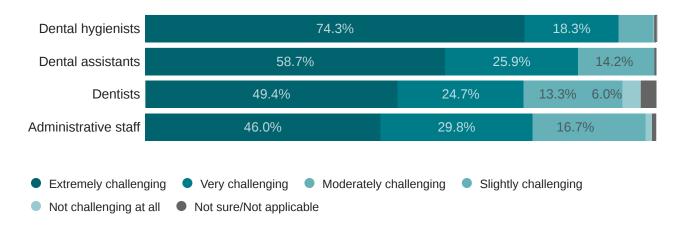


BY OWNERSHIP STATUS (continued)

Non-DSO

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



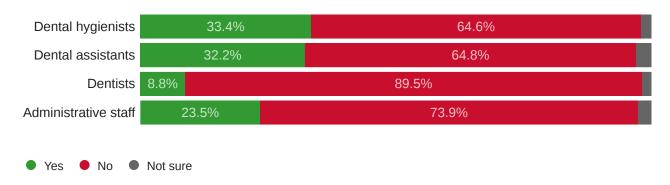


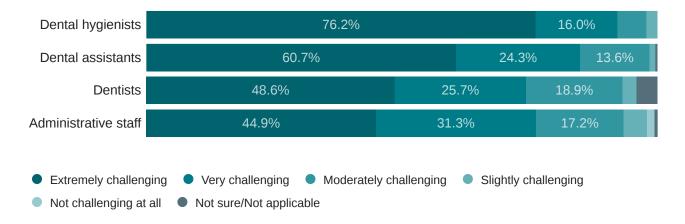


BY PRACTICE SIZE

Solo dentists

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



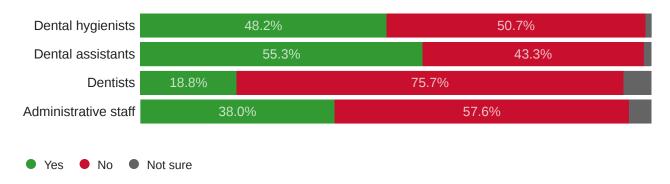


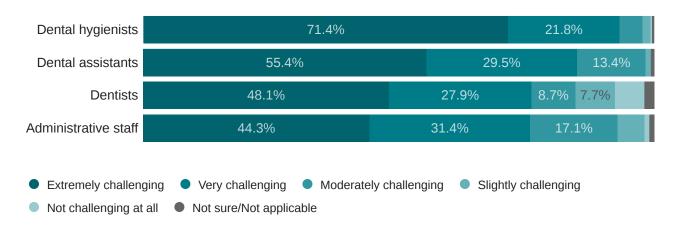


BY PRACTICE SIZE (continued)

2 to 9 dentists

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



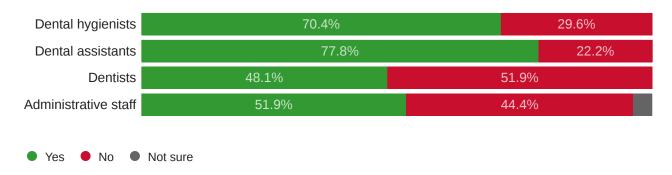


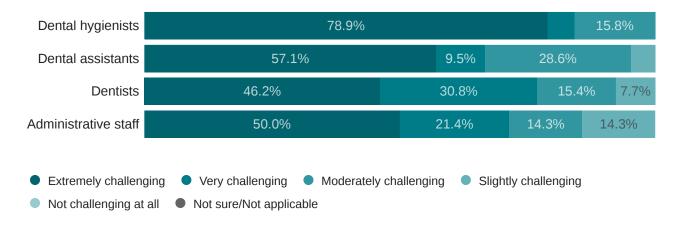


BY PRACTICE SIZE (continued)

Large group (10+ dentists)

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



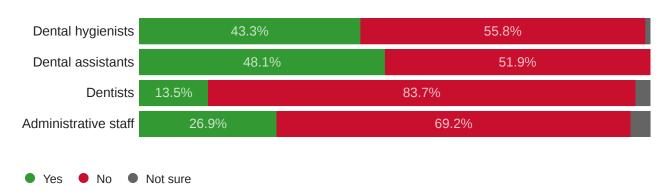


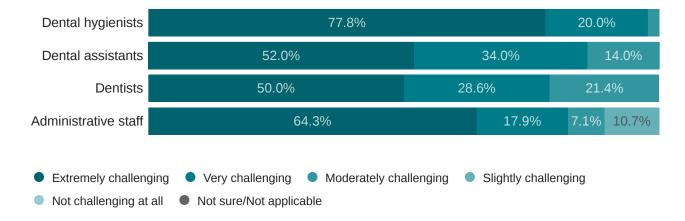


BY GEOGRAPHY

Top 20 Cities

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



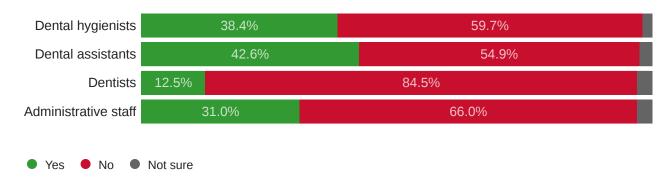


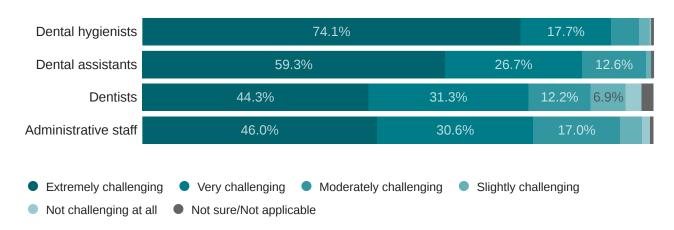


BY GEOGRAPHY (continued)

Other Urban

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



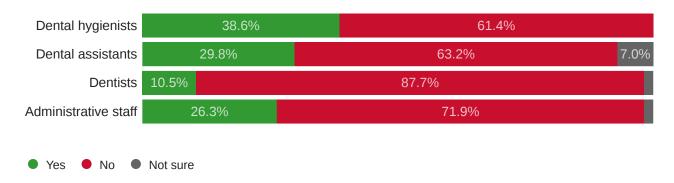




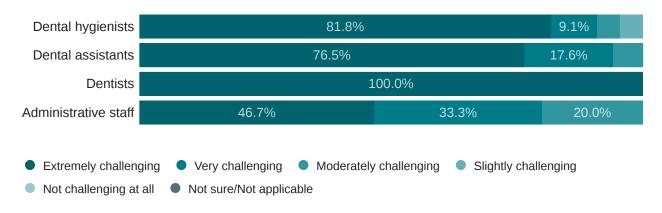
BY GEOGRAPHY (continued)

Suburban

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



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

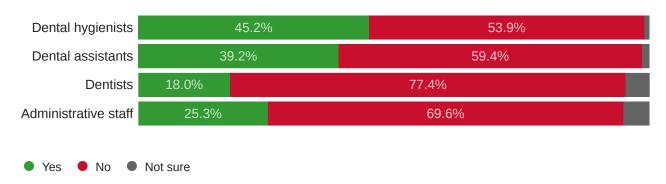


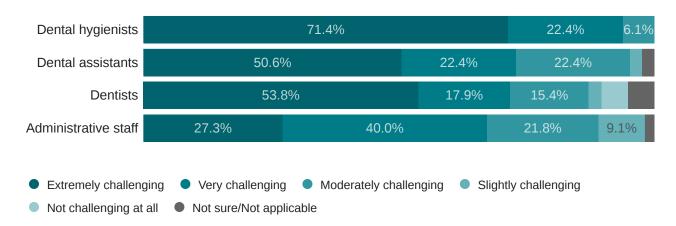


BY GEOGRAPHY (continued)

Rural

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



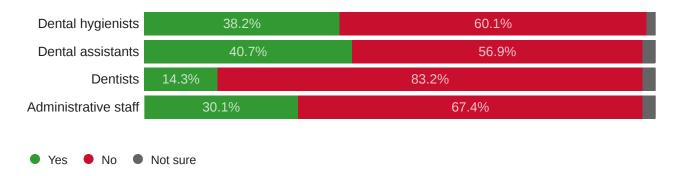


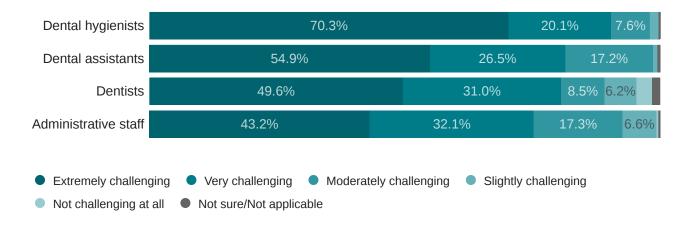


BY SEX

Male

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





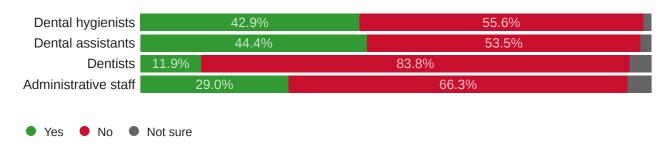
Economic Outlook and Emerging Issues in Dentistry Week of April 18, 2022

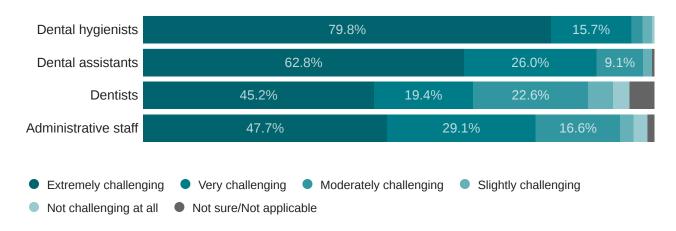
ADA American Dental Association®

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

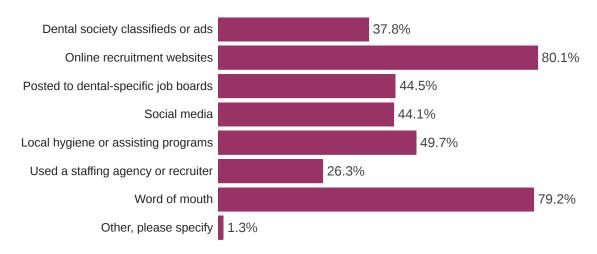
Recruitment Tools

BY OWNERSHIP STATUS

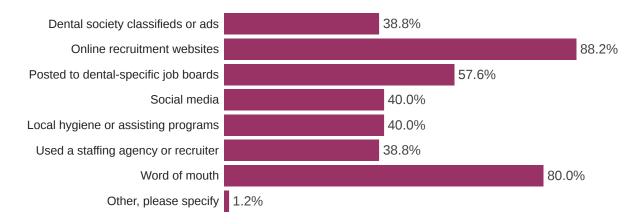
What tools have you used to find applicants for your dental hygienist and/or dental assistant positions? (Select all that apply.)

Owner

749 Responses



Non-owner



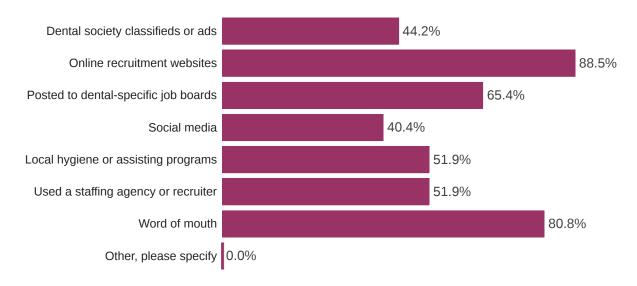


BY DSO AFFILIATION

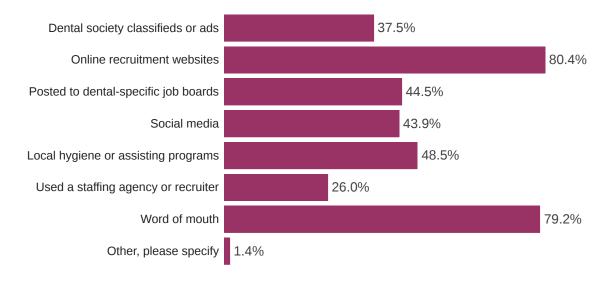
What tools have you used to find applicants for your dental hygienist and/or dental assistant positions? (Select all that apply.)

DSO

52 Responses



Non-DSO



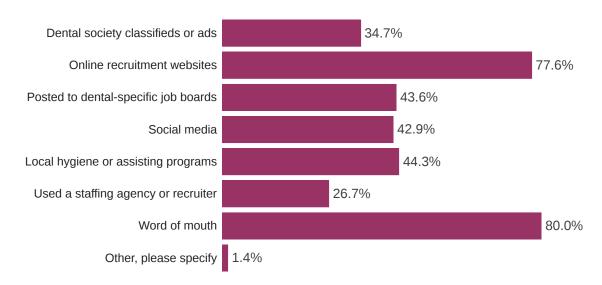


BY PRACTICE SIZE

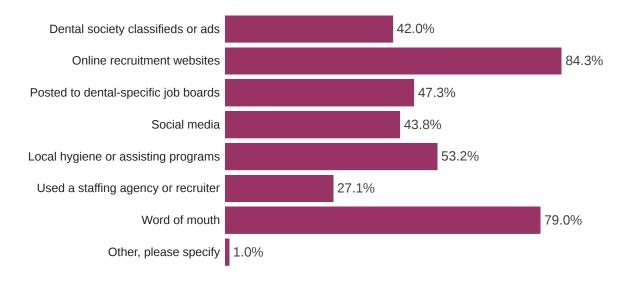
What tools have you used to find applicants for your dental hygienist and/or dental assistant positions? (Select all that apply.)

Solo dentists

415 Responses



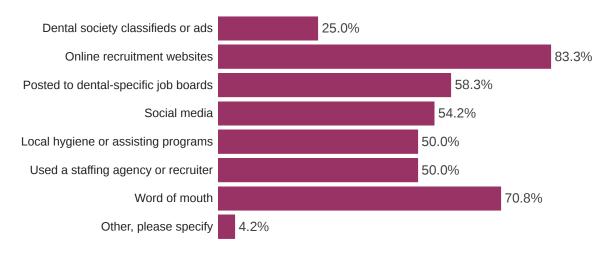
2 to 9 dentists



BY PRACTICE SIZE (continued)

What tools have you used to find applicants for your dental hygienist and/or dental assistant positions? (Select all that apply.)

Large group (10+ dentists)

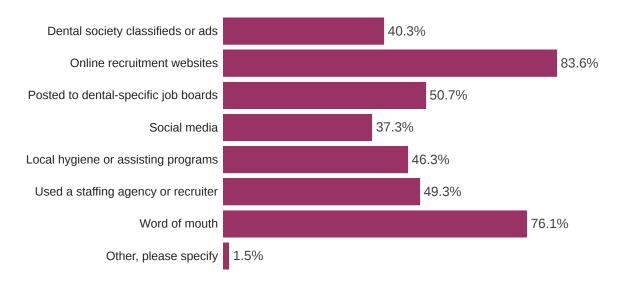


BY GEOGRAPHY

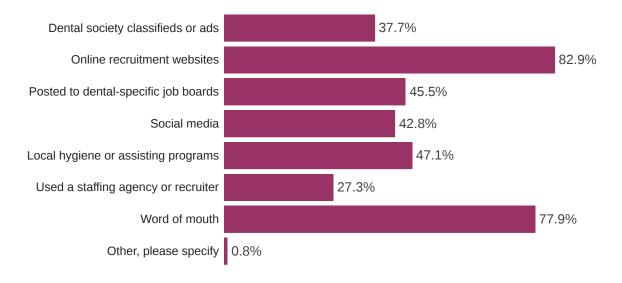
What tools have you used to find applicants for your dental hygienist and/or dental assistant positions? (Select all that apply.)

Top 20 cities

67 Responses



Other urban



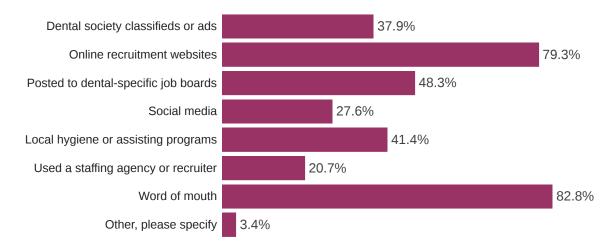


BY GEOGRAPHY (continued)

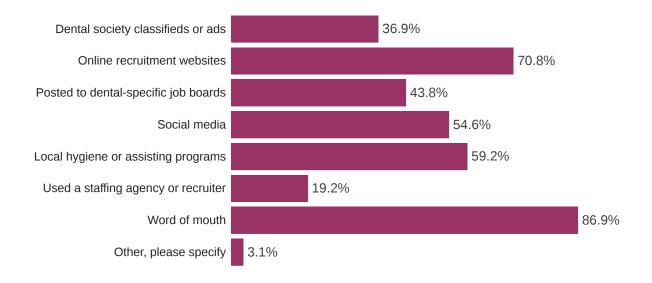
What tools have you used to find applicants for your dental hygienist and/or dental assistant positions? (Select all that apply.)

Suburban

29 Responses



Rural 130 Responses



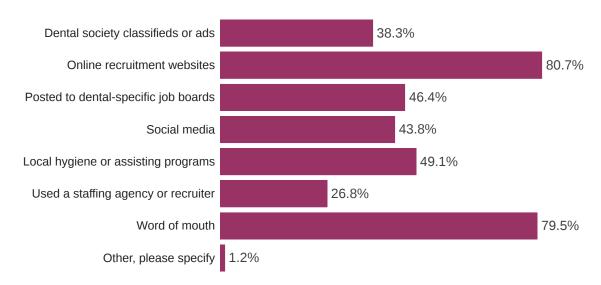


BY SEX

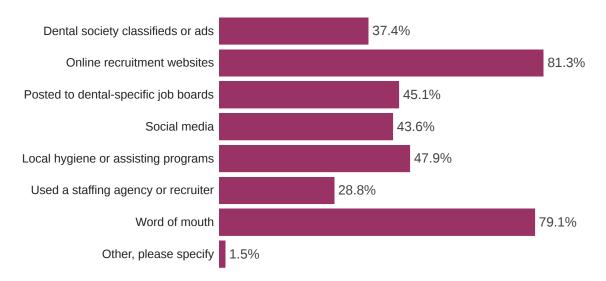
What tools have you used to find applicants for your dental hygienist and/or dental assistant positions? (Select all that apply.)

Male

507 Responses



Female

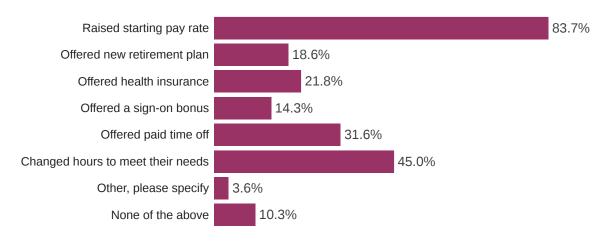


Benefits Offered to Applicants

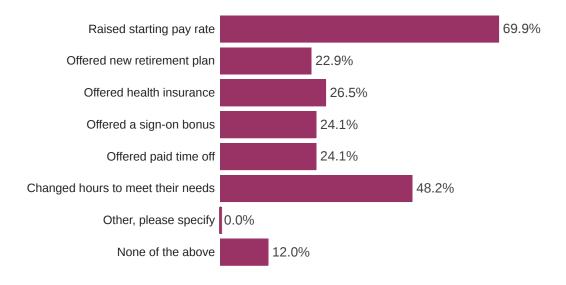
BY OWNERSHIP STATUS

Have you offered any of these new benefits to dental hygienist or dental assistant applicants that you did not provide prior to the COVID-19 pandemic? (Select all that apply.)

749 Responses



Non-owner

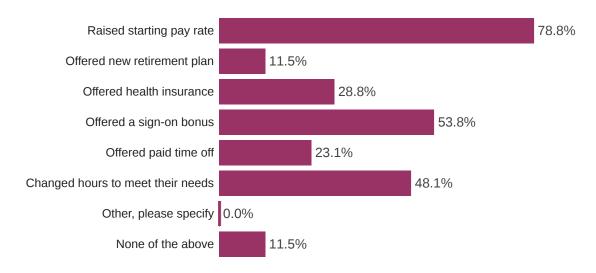




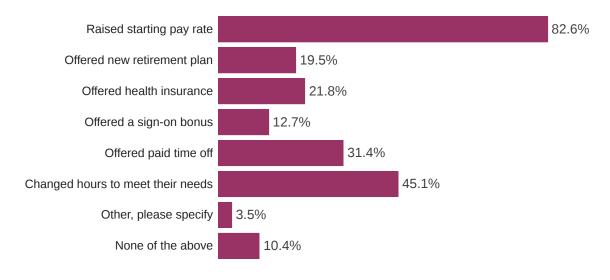
BY DSO AFFILIATION

Have you offered any of these new benefits to dental hygienist or dental assistant applicants that you did not provide prior to the COVID-19 pandemic? (Select all that apply.)

DSO 52 Responses



Non-DSO

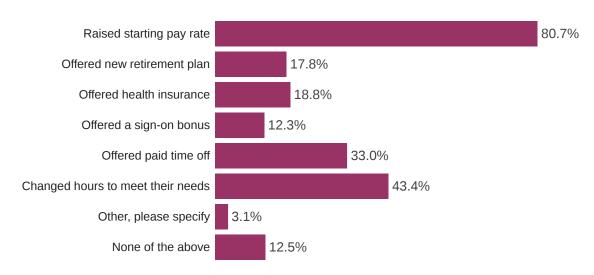


BY PRACTICE SIZE

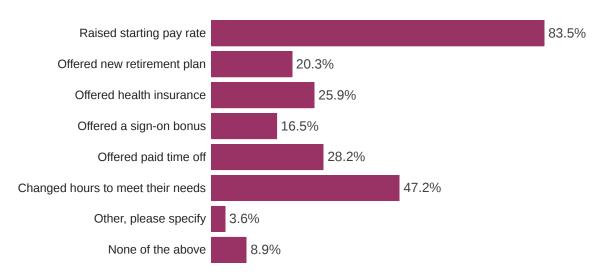
Have you offered any of these new benefits to dental hygienist or dental assistant applicants that you did not provide prior to the COVID-19 pandemic? (Select all that apply.)

Solo dentists

415 Responses



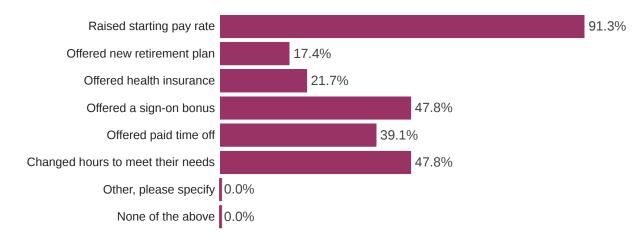
2 to 9 dentists



BY PRACTICE SIZE (continued)

Have you offered any of these new benefits to dental hygienist or dental assistant applicants that you did not provide prior to the COVID-19 pandemic? (Select all that apply.)

Large group (10+ dentists)

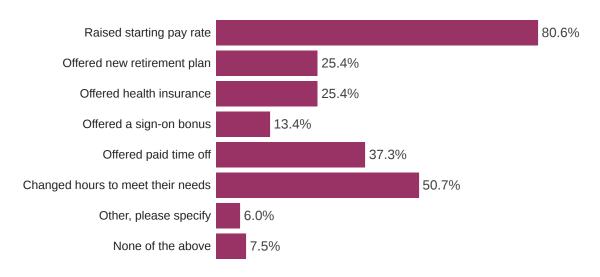


BY GEOGRAPHY

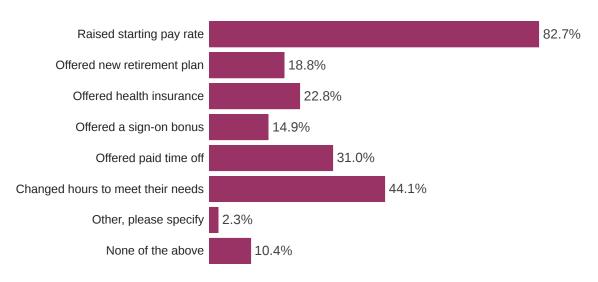
Have you offered any of these new benefits to dental hygienist or dental assistant applicants that you did not provide prior to the COVID-19 pandemic? (Select all that apply.)

Top 20 cities

67 Responses



Other urban

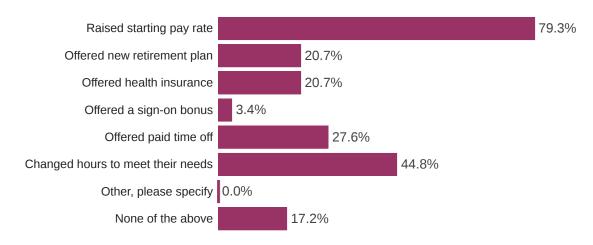


BY GEOGRAPHY (continued)

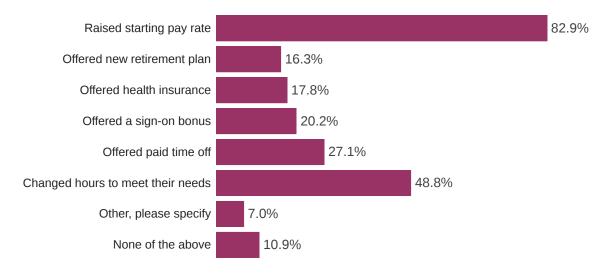
Have you offered any of these new benefits to dental hygienist or dental assistant applicants that you did not provide prior to the COVID-19 pandemic? (Select all that apply.)

Suburban

29 Responses



Rural

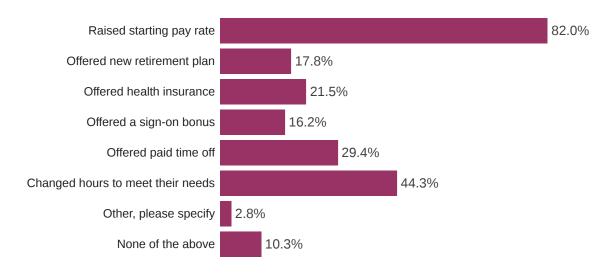




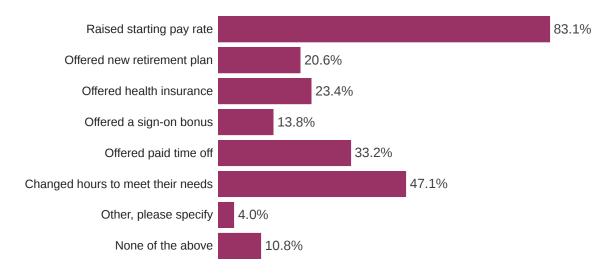
BY SEX

Have you offered any of these new benefits to dental hygienist or dental assistant applicants that you did not provide prior to the COVID-19 pandemic? (Select all that apply.)

Male 506 Responses



Female



Economic Outlook and Emerging Issues in Dentistry Week of April 18, 2022

ADA American Dental Association®

Number of Responses by Wave

Field	Responses
2022JAN	1,883
2022FEB	1,386
2022MAR	1,916
2022APR	1,423

Number of Responses by Group - Week of April 18

Ownership staus	Choice Count
Owner dentist (i.e., sole owner, partner, or shareholder)	1,307
Employee dentist (nonowner)	52
Associate dentist (nonowner)	43
Independent contractor	20
Other, please specify	1
DSO Affiliation	Choice Count
DSO	67
Non-DSO	1,356
Practice Size	Choice Count
Solo dentists	844
2 to 9 dentists	552
Large group (10+ dentists)	27



Number of Responses by Group - Week of April 18 (continued)

Geography	Choice Count
Top 20 Cities	104
Other Urban	1,044
Suburban	57
Rural	217
Sex	Choice Count
Male	900
Female	520
Age	Choice Count
<35	38
35-44	246
45-54	358
55-64	453
65+	328
Race/Ethnicity	Choice Count
White or Caucasian	1,071
Asian	128
Latino or Hispanic	82
Black or African-American	19
Native Hawaiian or Pacific Islander	4
American Indian / Alaska Native	4
Other	23
Unknown	91