## Economic Outlook and Emerging Issues in Dentistry Week of July 11, 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)	4	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	30
How challenging has it been to recruit the position(s) below? (Dental hygienists, Dental assistants, Dentists, Administrative staff)	5	30
[Owner dentists] Do you offer health insurance to your employees?	6	42
Why do you not offer health insurance?	6	42
[Owner dentists] Do you offer paid leave to your employees?	7	51
Why do you not offer paid leave?	7	51

**Number of Responses by Wave/by Group** 

## Economic Outlook and Emerging Issues in Dentistry Week of July 11, 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 July 11, 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 July 2022 by the American Dental Association's Health Policy Institute.

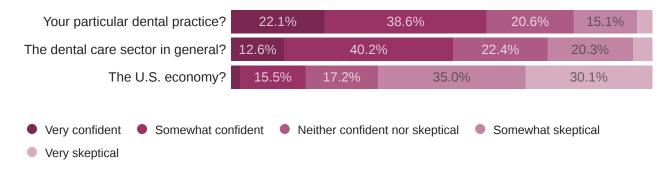
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## All Respondents

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

1162 Responses



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

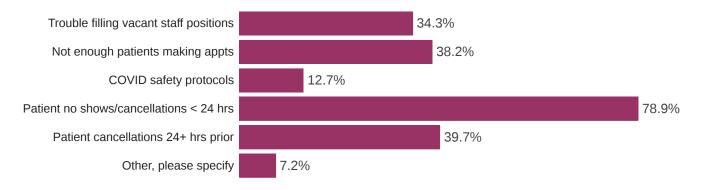
10266 Responses



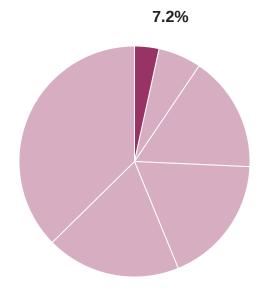
Mean % of appointment schedule filled

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

926 Responses



67 respondents (7.2%) selected "other, please specify." Their responses are categorized below.

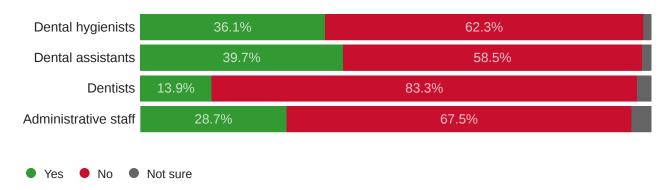


Other, please specify:	Percentage of Responses
STAFF OUT ON VACATION / LEAVE	32.8%
PATIENTS AWAY / OFFICE CLOSED FOR HOLIDAY	14.9%
STAFF OUT WITH COVID/QUARANTINE/OTHER ILLNESS	13.4%
BAD ECONOMIC CONDITIONS	9.0%
STAFF SHORTAGES	4.5%
DROPPED DENTAL PLAN / LOW REIMBURSEMENT	4.5%
PATIENT FEAR/HESITANCY TO VISIT DENTIST	3.0%
SURGE IN COVID CASES	1.5%
MISCELLANEOUS	16.4%



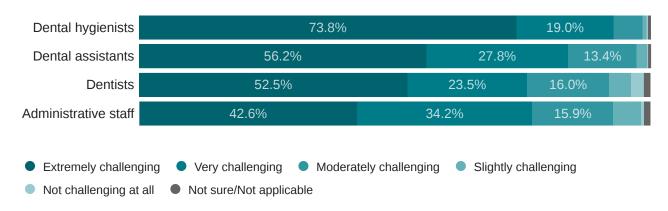
## Have you recently or are you currently recruiting any of the following positions in your dental practice?

1162 Responses



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

746 Responses



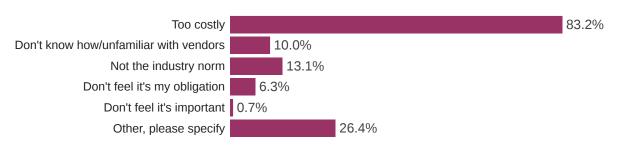
## Do you offer health insurance to your employees?

1085 Responses

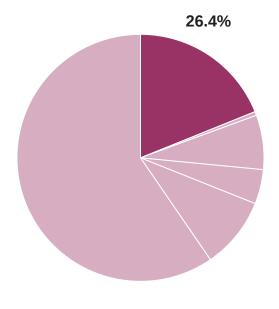


## Why do you not offer health insurance? (Select all that apply.)

572 Responses



151 respondents (26.4%) selected "other, please specify." Their responses are categorized below.



Other, please specify:	Percentage of
	Responses
STAFF ARE COVERED UNDER SPOUSE OR OTHER SOURCE	58.9%
WE OFFER BONUS/STIPEND/HIGHER WAGE TO HELP PAY FOR HEALTHCARE PLANS	9.3%
EMPLOYEES ARE PART-TIME	7.9%
NOT ENOUGH STAFF FOR A GROUP PLAN	7.9%
EMPLOYEES DO NOT WANT IT	5.3%
PRIVATELY OWNED POLICY/OPTIONS THROUGH MARKET PLACE ARE BETTER THAN WHAT WE CAN OFFER	5.3%
TOO MANY REGULATIONS/DIFFICULT TO MANAGE	4.0%
WE OFFER A REIMBURSEMENT PLAN	2.6%
WE OFFER OTHER BENEFIT INSTEAD (RETIREMENT, AFLAC, ETC)	2.6%
MISCELLANEOUS	4.0%

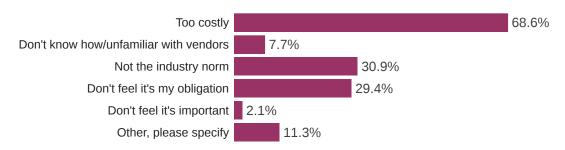
## Do you offer paid leave to your employees?

1085 Responses

Yes [82%, 886]	No [18%, 199]
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## Why do you not offer paid leave? (Select all that apply.)

194 Responses



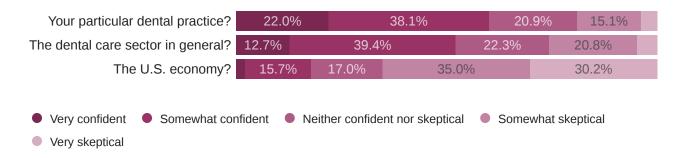
#### Select Breakouts of Results

## **Economic Confidence**

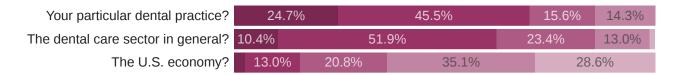
#### BY OWNERSHIP STATUS

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

#### **Owner**



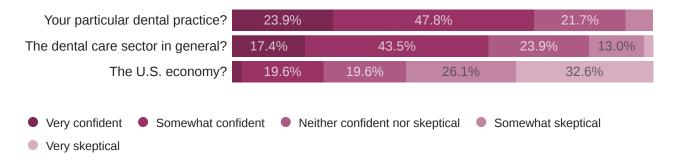
#### Non-owner



#### BY DSO AFFILIATION

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

#### **DSO**



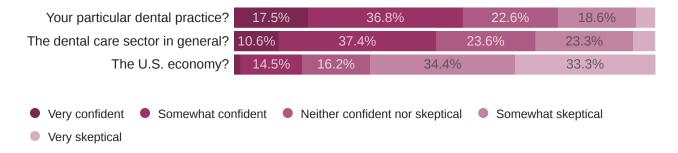
#### Non-DSO

Your particular dental practice?	22.1% 38.2%		20.	.5%	15.4%	
The dental care sector in general?	12.4%	40.1%		22.3%		20.6%
The U.S. economy?	15.3%	17.1%	7.1% 35.4%			30.0%

#### 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?	29.6%	40.7%			17.69	6 10.0%
The dental care sector in general?	15.5%	5% 44.3%		21.2	%	15.5%
The U.S. economy?	17.6%	18.9%	36.39	6		24.7%

#### **BY GEOGRAPHY**

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

## Top 20 cities

Your particular dental practice?	17.6%	36.3%		20.	9%	22.0%	
The dental care sector in general?	7.6%	39.1% 22.8%			22.8%	7.6%	
The U.S. economy?	10.9%	17.4%	39.1%			30.4%	
<ul><li>Very confident</li><li>Somewhat cor</li><li>Very skeptical</li></ul>	nfident •	Neither con	fident nor ske	eptical • S	omewha	at skeptical	

#### Other urban

Your particular dental practice?	21.6%	39.0%		21.	4%	14.2%
The dental care sector in general?	12.8%	40.9%		22.3%		19.4%
The U.S. economy?	15.7%	17.7%	35.7	7%		28.5%

#### Suburban

Your particular dental practice?	25.5°	5% 41.8%		14.5%	14.5%		
The dental care sector in general?	12.7%	38.2%		18.2%	27	27.3%	
The U.S. economy?	16.4%	12.7%	38.29	%	32	2.7%	

#### Rural

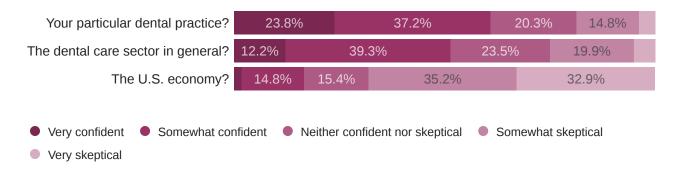
Your particular dental practice?	26.2% 36.3%		18.59		16.1%	
The dental care sector in general?	14.3%	37.5	%	23	.8%	21.4%
The U.S. economy?	16.7%	16.1%	6.1% 28.0%			37.5%



**BY SEX** 

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

#### Male



## **Female**

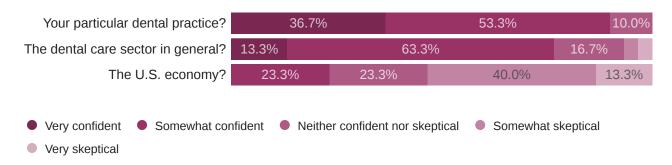
Your particular dental practice?	19.2%	41.1%		20.9%	15.6%	
The dental care sector in general?	13.3%	41.5%		20.4%	21.1%	
The U.S. economy?	16.7%	20.4%	35.0%		25.0%	



#### 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?	25.9%	43.1%			18.8%	12.2%
The dental care sector in general?	15.2%	44.2%		23.9%		15.7%
The U.S. economy?	18.3%	22.8% 30.5		.5% 25		25.9%

#### 45 to 54

Your particular dental practice?	21.5%		39.9%		21.5		15.0%
The dental care sector in general?	13.7%	35	35.2%		25.9%		1.5%
The U.S. economy?	12.3%	14.0%	41.6%		% 29.09		9.0%

## **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?	19.2%	37.3%		20.	7%	17.1%	
The dental care sector in general?	11.7%	39.0%		19.6%	% 23.5%		
The U.S. economy?	15.1%	16.8% 32.4%		6	33.4%		
<ul><li>Very confident</li><li>Somewhat cor</li><li>Very skeptical</li></ul>	nfident • N	leither confide	ent nor skeptica	I Son	newhat sk	keptical	

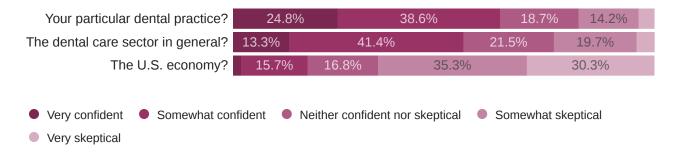
#### 65 or older

Your particular dental practice?	22.8%	33.6%		22.0%		16.0%	
The dental care sector in general?	10.4%	42.0%		22.0%		19.6%	
The U.S. economy?	16.8%	16.4%	34.4%			31.6%	

#### BY RACE/ETHNICITY

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

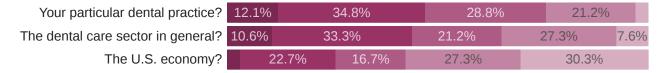
#### White



#### **Asian**

Your particular dental practice?	14.4%	43.3%	24.7%		16.5%
The dental care sector in general?	10.3% 42.3%		27.8%	1	6.5%
The U.S. economy?	15.5%	22.7%	42.3%		14.4%

## **Hispanic**



## Appointment Schedule

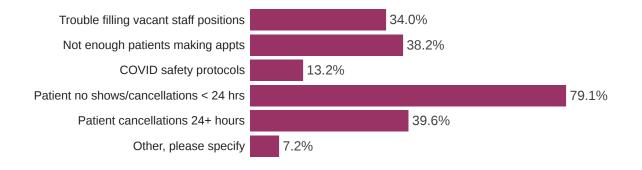
#### BY OWNERSHIP STATUS

#### **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.)



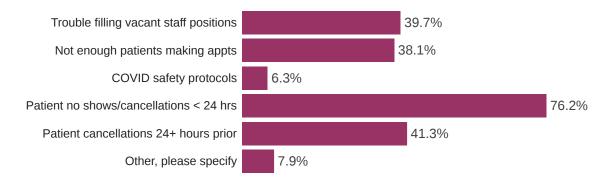
## **BY OWNERSHIP STATUS (continued)**

#### Non-owner

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



Mean % of schedule filled

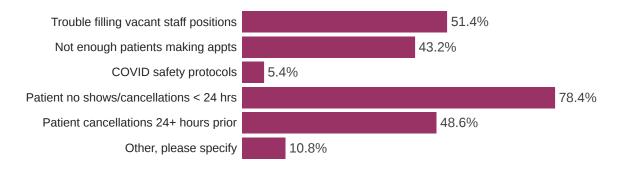


#### BY DSO AFFILIATION

#### **DSO**

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





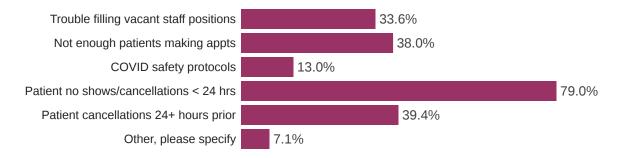


## BY DSO AFFILIATION (continued)

#### Non-DSO

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





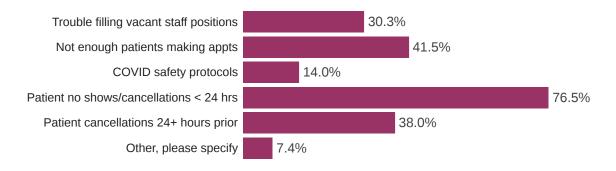


#### BY PRACTICE SIZE

#### Solo dentists

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







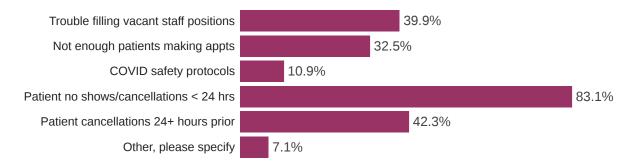
## **BY PRACTICE SIZE (continued)**

#### 2 to 9 dentists

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



Mean % of schedule filled

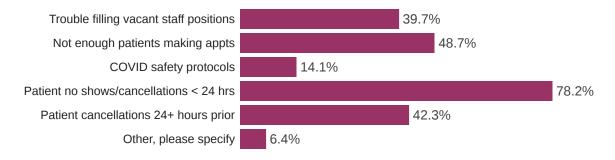


#### BY GEOGRAPHY

## Top 20 cities

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





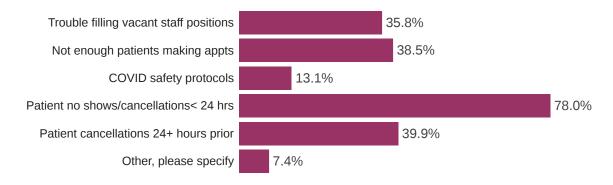


## **BY GEOGRAPHY (continued)**

#### Other Urban

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





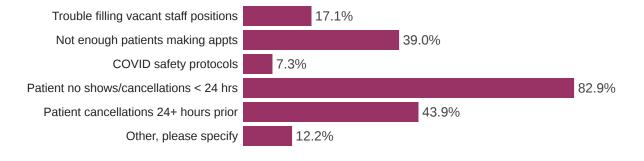
## BY GEOGRAPHY (continued)

#### Suburban

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



Mean % of schedule filled



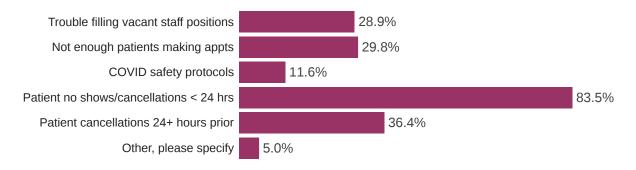
## BY GEOGRAPHY (continued)

## Rural

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



Mean % of schedule filled



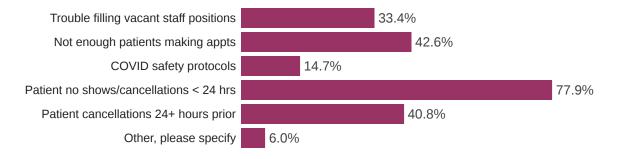
#### **BY SEX**

#### Male

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



Mean % of schedule filled



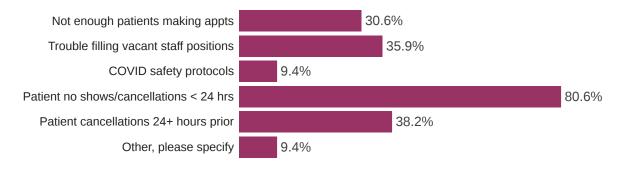
## BY SEX (continued)

#### **Female**

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



Mean % of schedule filled



#### **BY AGE**

## How full was your dental practice's appointment schedule last week? 1146 Responses



Mean % of schedule filled

Field	Trouble filling vacant staff positions	Not enough patients trying to make appointments	COVID safety protocols are limiting the capacity	Patient no shows/cancellations < 24 hrs	Patient cancellations 24+ hours prior	Other, please specify
<35	21.4%	35.7%	3.6%	82.1%	39.3%	7.1%
35- 44	45.2%	33.5%	7.1%	80.6%	39.4%	7.1%
45- 54	32.4%	30.7%	9.3%	82.2%	41.3%	8.4%
55- 64	34.8%	37.1%	14.1%	80.5%	39.9%	5.4%
65+	29.3%	52.2%	20.0%	71.2%	38.0%	8.8%

#### BY RACE/ETHNICITY

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

1145 Responses



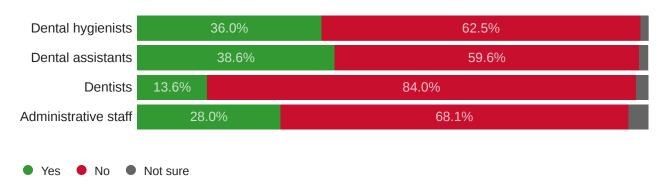
Field	Trouble filling vacant staff positions	Not enough patients trying to make appointments	COVID safety protocols are limiting the capacity	Patient no shows/cancellations < 24 hrs	Patient cancellations 24+ hours prior	Other, please specify
White	31.1%	36.9%	11.3%	79.9%	39.0%	7.9%
Asian	45.6%	36.7%	19.0%	70.9%	43.0%	3.8%
Hispanic	34.0%	41.5%	15.1%	79.2%	41.5%	3.8%

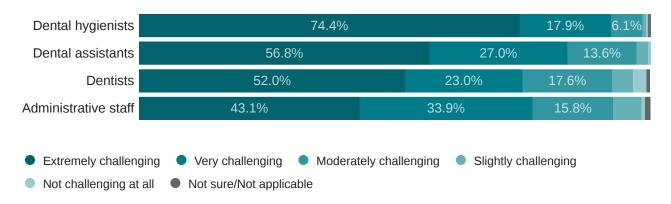
## Staff Recruitment

#### BY OWNERSHIP STATUS

#### **Owner dentists**

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





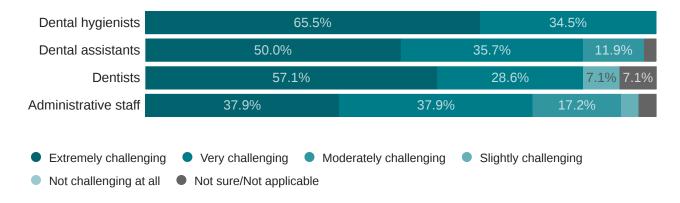


## BY OWNERSHIP STATUS (continued)

#### Non-owner dentists

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

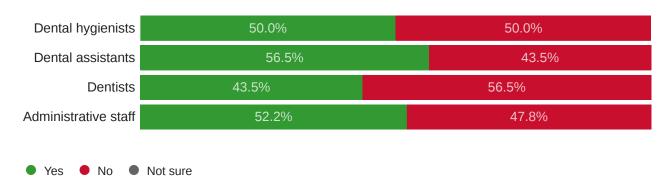


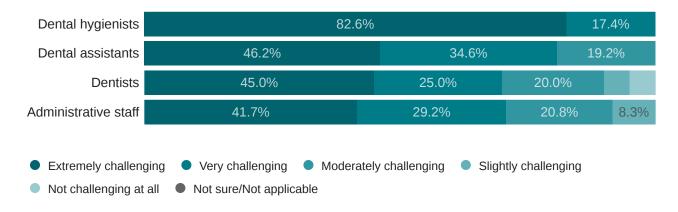


#### BY DSO AFFILIATION

**DSO** 

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



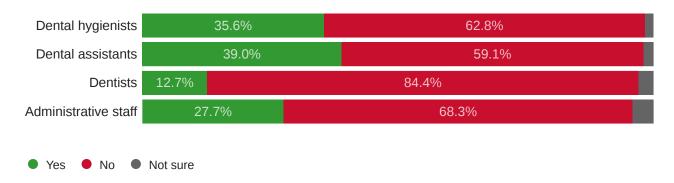


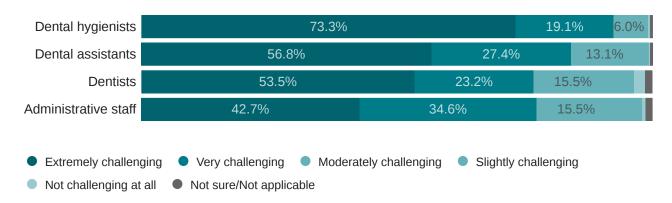


## BY DSO AFFILIATION (continued)

#### Non-DSO

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

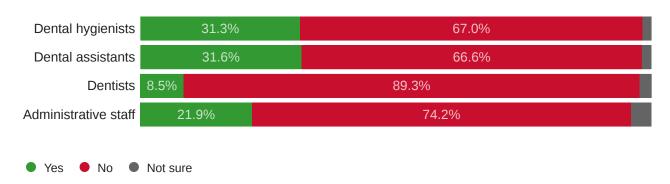


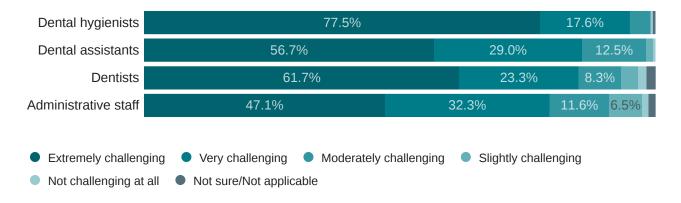


#### BY PRACTICE SIZE

#### Solo dentists

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



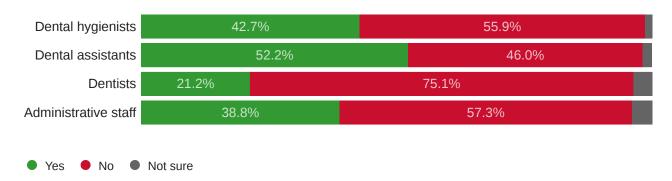


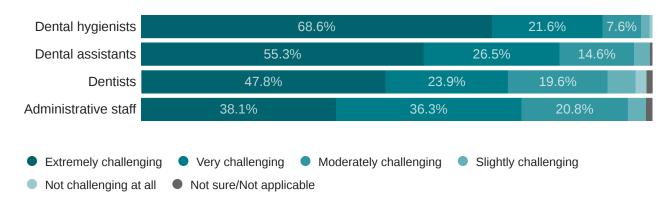


## **BY PRACTICE SIZE (continued)**

#### 2 to 9 dentists

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



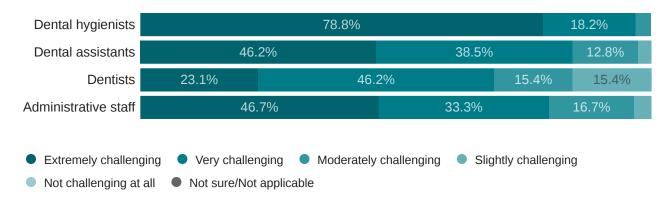


#### BY GEOGRAPHY

## **Top 20 Cities**

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



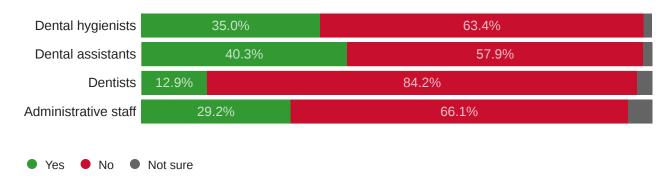


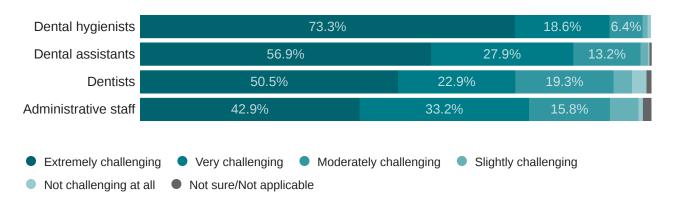


# **BY GEOGRAPHY (continued)**

### Other Urban

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



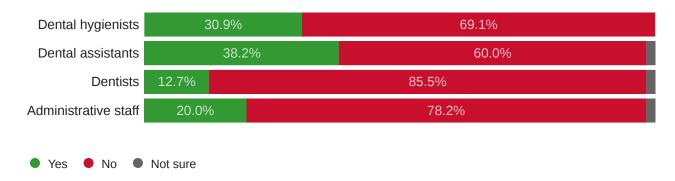


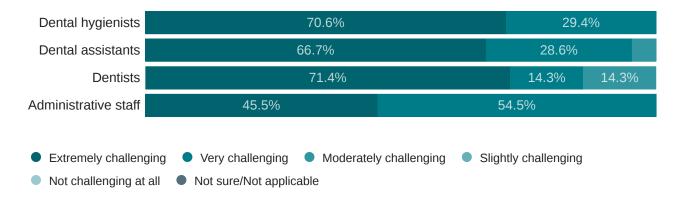


# **BY GEOGRAPHY (continued)**

#### Suburban

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



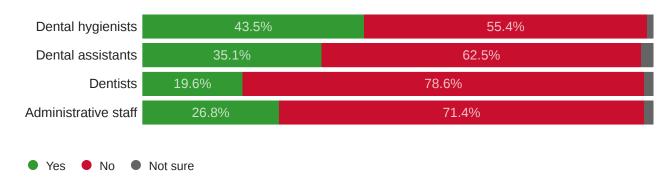


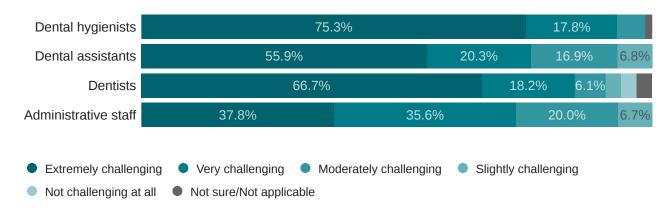


# **BY GEOGRAPHY (continued)**

### **Rural**

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

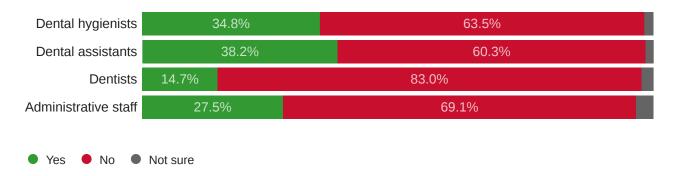


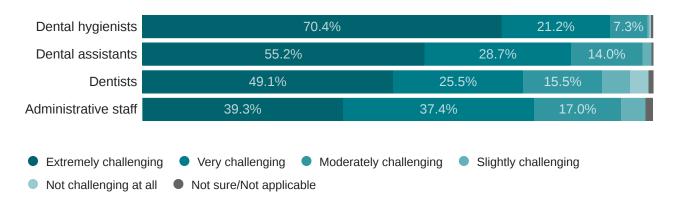


#### **BY SEX**

#### Male

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



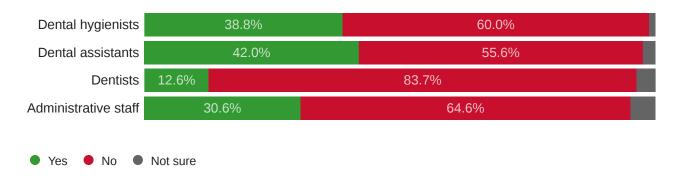


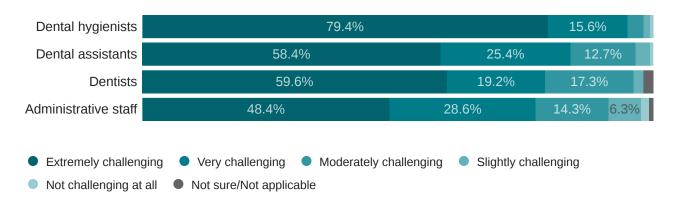


# BY SEX (continued)

#### **Female**

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





# **Questions of the Week**

# Employee Health Insurance Benefit

#### BY DSO AFFILIATION

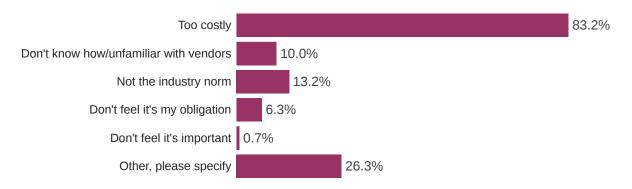
Non-DSO

[Owner dentists] Do you offer health insurance to your employees?

1060 Responses



### Why do you not offer health insurance? (Select all that apply.)



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### BY PRACTICE SIZE

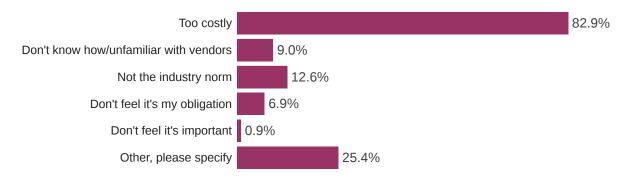
### Solo dentists

# [Owner dentists] Do you offer health insurance to your employees?

699 Responses



# Why do you not offer health insurance? (Select all that apply.)



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### BY PRACTICE SIZE (continued)

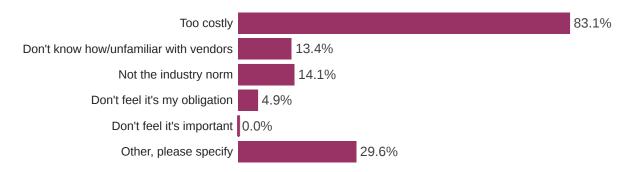
### 2 to 9 dentists

### [Owner dentists] Do you offer health insurance to your employees?

370 Responses



# Why do you not offer health insurance? (Select all that apply.)



### **BY GEOGRAPHY**

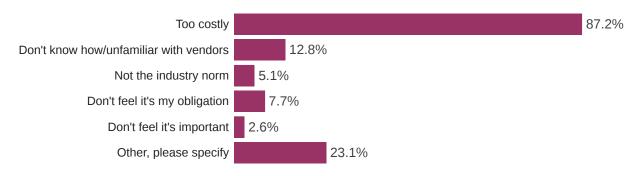
### Top 20 cities

# [Owner dentists] Do you offer health insurance to your employees?

82 Responses



# Why do you not offer health insurance? (Select all that apply.)



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### **BY GEOGRAPHY (continued)**

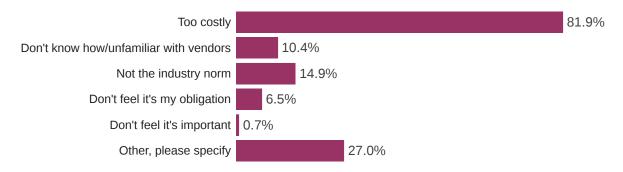
#### Other urban

# [Owner dentists] Do you offer health insurance to your employees?

791 Responses



# Why do you not offer health insurance? (Select all that apply.)



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# **BY GEOGRAPHY (continued)**

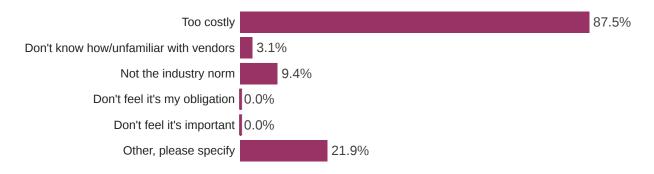
### Suburban

# [Owner dentists] Do you offer health insurance to your employees?

50 Responses



# Why do you not offer health insurance? (Select all that apply.)



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# **BY GEOGRAPHY (continued)**

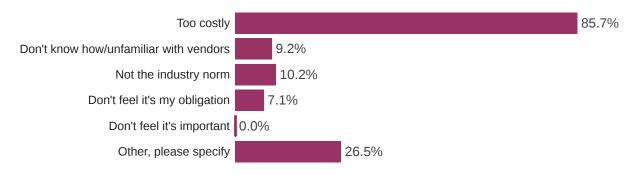
#### Rural

# [Owner dentists] Do you offer health insurance to your employees?

161 Responses



# Why do you not offer health insurance? (Select all that apply.)



### **BY SEX**

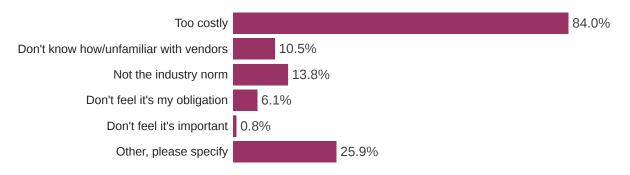
#### Male

# [Owner dentists] Do you offer health insurance to your employees?

707 Responses



# Why do you not offer health insurance? (Select all that apply.)



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### **BY SEX (continued)**

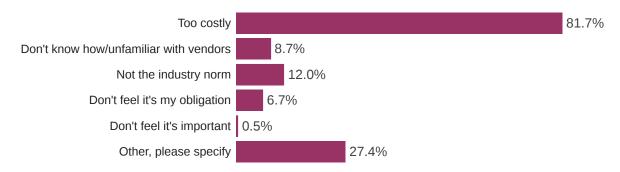
#### **Female**

### [Owner dentists] Do you offer health insurance to your employees?

376 Responses

Yes [44%, 167]	No [56%, 209]
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# Why do you not offer health insurance? (Select all that apply.)



# Employee Paid Leave Benefit

### BY DSO AFFILIATION

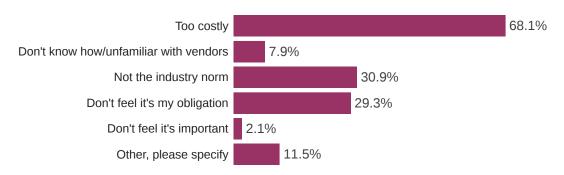
Non-DSO

### [Owner dentists] Do you offer paid leave to your employees?

1060 Responses



### Why do you not offer paid leave? (Select all that apply.)



### BY PRACTICE SIZE

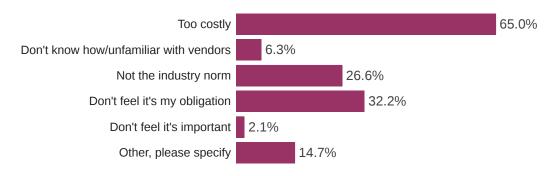
### Solo dentists

# [Owner dentists] Do you offer paid leave to your employees?

699 Responses



## Why do you not offer paid leave? (Select all that apply.)



### **BY PRACTICE SIZE (continued)**

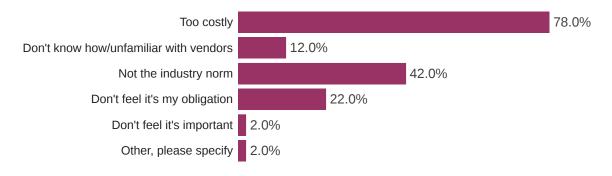
### 2 to 9 dentists

# [Owner dentists] Do you offer paid leave to your employees?

370 Responses



# Why do you not offer paid leave? (Select all that apply.)



ADA American Dental Association®

### **BY GEOGRAPHY**

### Top 20 cities

### [Owner dentists] Do you offer paid leave to your employees?

82 Responses

Yes [83%, 68]	No [17%, 14]
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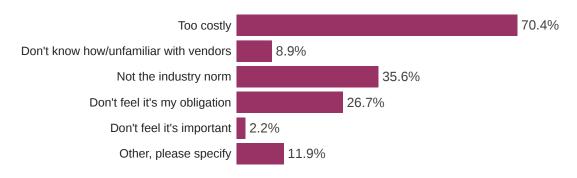
#### Other urban

### [Owner dentists] Do you offer paid leave to your employees?

791 Responses



### Why do you not offer paid leave? (Select all that apply.)



ADA American Dental Association®

# **BY GEOGRAPHY (continued)**

### Suburban

# [Owner dentists] Do you offer paid leave to your employees?

50 Responses

Yes [76%, 38]	No [24%, 12]
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### **BY GEOGRAPHY (continued)**

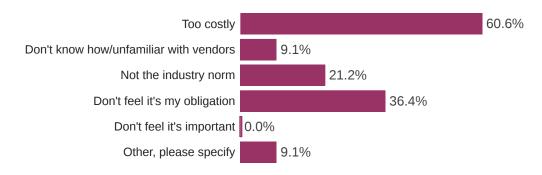
#### Rural

# [Owner dentists] Do you offer paid leave to your employees?

161 Responses

Yes [79%, 127] No [21%, 34]
-----------------------------

## Why do you not offer paid leave? (Select all that apply.)



**BY SEX** 

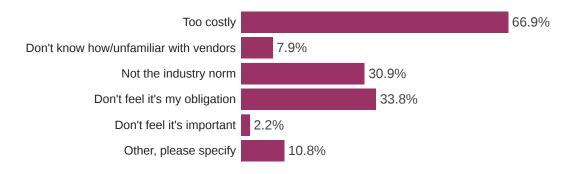
Male

# [Owner dentists] Do you offer paid leave to your employees?

707 Responses

Yes [80%, 565]	No [20%, 142]
----------------	---------------

# Why do you not offer paid leave? (Select all that apply.)



**BY SEX** 

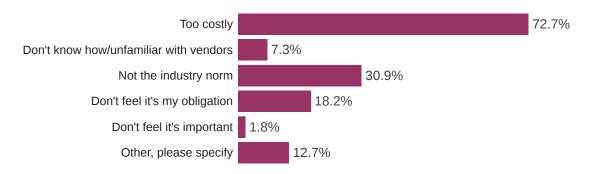
#### **Female**

### [Owner dentists] Do you offer paid leave to your employees?

376 Responses



# Why do you not offer paid leave? (Select all that apply.)



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# **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
2022JUL	1,162

# Number of Responses by Group - Week of July 11

Ownership staus	Choice Count
Owner dentist (i.e., sole owner, partner, or shareholder)	1,085
Employee dentist (nonowner)	29
Associate dentist (nonowner)	28
Independent contractor	20
DSO Affiliation	Choice Count
DSO	46
DSO Non-DSO	46 1,116
Non-DSO	1,116
Non-DSO  Practice Size	1,116 Choice Count



# **Number of Responses by Group - Week of July 11 (continued)**

Geography	Choice Count
Top 20 Cities	92
Other Urban	846
Suburban	55
Rural	168
Sex	Choice Count
Male	748
Female	412
Age	Choice Count
<35	30
35-44	197
45-54	293
55-64	392
65+	250
Race/Ethnicity	Choice Count
White or Caucasian	889
Asian	97
Latino or Hispanic	66
Black or African-American	11
Native Hawaiian or Pacific Islander	2
American Indian / Alaska Native	4
Other	23
Unknown	69