2013 DENTIST SURVEY SUMMARY REPORT

Guidance · Support · Prevention · Protection



OUTLINE

- Overview and Key Findings
- Survey Question Analysis
- Comparison with Previous Surveys

SURVEY OVERVIEW

SURVEY DESCRIPTION

Completed by most dentists online with the license renewal in late summer 2013

Followed-up via mail and phone calls

The final response rate was 99.5%

- 1 dentist refused, 1 left area and not reached

SURVEY DESCRIPTION (continued)

Questions asked of dentists included:

- Gender and age
- Specialty
- Location and hours of practice
- Whether they were accepting new patients
- Whether they work with hygienists
- Years worked in Vermont
- Efforts to hire an associate

KEY FINDINGS

- There were 369 dentists working in Vermont
- 81% were primary care dentists, including:
 - 286 general dentists
 - 12 pediatric dentists
- 23% work 40 or more hours per week, while 55% work between 30 and 40 hours per week. (This only counts direct patient care and does not include practice management)
- 15% practice in more than one location

KEY FINDINGS (continued)

- The 369 dentists correspond to 290.8 Full Time Equivalents (FTEs) (1 FTE = 40 hours/week)
- 48% of the dentists are 55 or older
- 21% are 65 or older
- 6 of the 12 pediatric dentists are 60 or older
- 8 of the 24 orthodontists are 60 or older
- 5 of the 11 endodontists are 60 or older

KEY FINDINGS (continued)

As compared with 2011:

- There is 1 more dentist in total
- There are 6 more dentists under age 35 but 3 fewer in the age group 35-54
- There are the same total number of dentists age 55 or older
- However, in 2013 there are 13 fewer in the 55-64 age group, and 13 more who are 65 or older, than there were in 2011.

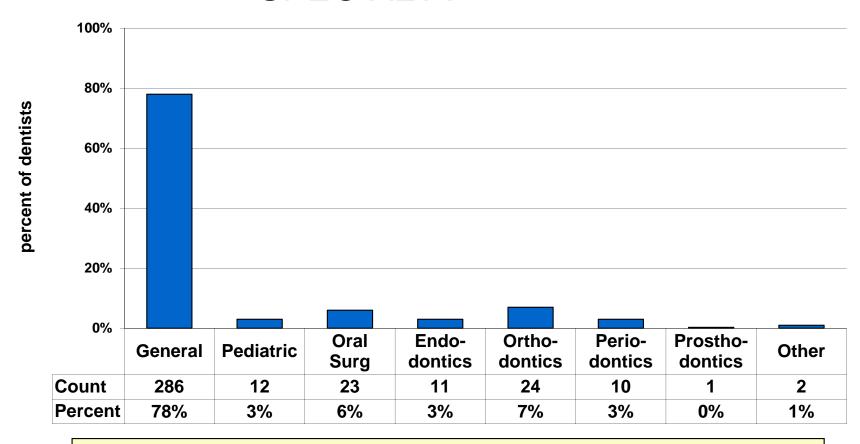
KEY FINDINGS (continued)

As compared with 2011:

- More dentists are working 40+ hours per week
- There are 9.4 more FTEs in primary care, and 0.3 more FTEs in specialty care
- Notable shift from 2-dentist to 3+-dentist practices
- Percentage accepting new Medicaid patients has decreased from 69% to 64%
- Only 36% accept 5+ new Medicaid patients / month
- Average wait time to primary care appointment has increased from 2.8 to 3.2 weeks

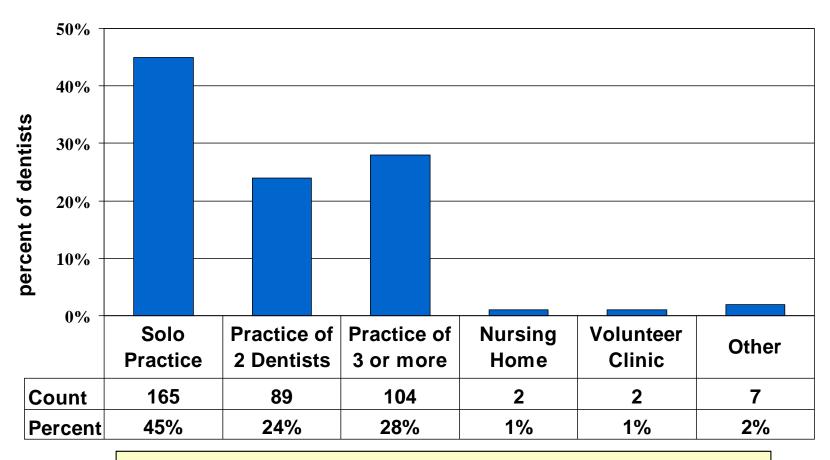
SURVEY QUESTION ANALYSIS

SPECIALTY

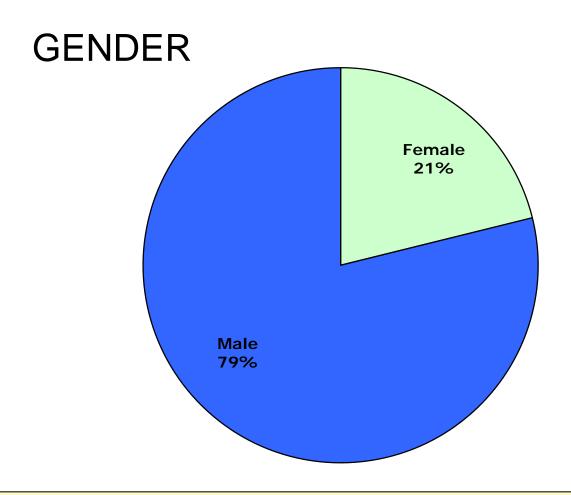


81% of dentists provide primary care (general or pediatric)

PRACTICE SETTING

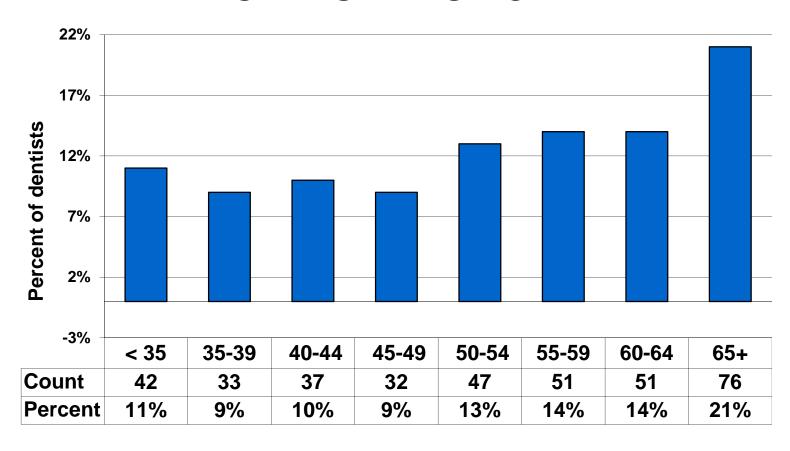


52% of dentists work in a group practice



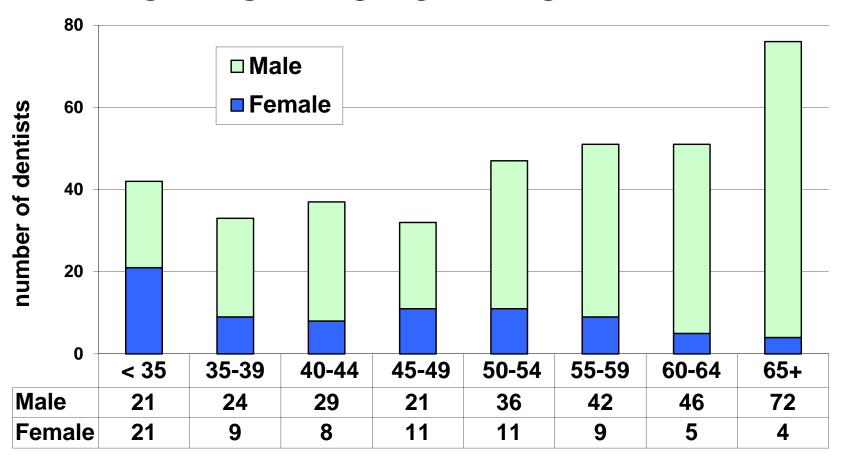
291 of the dentists are male, 78 are female

AGE DISTRIBUTION



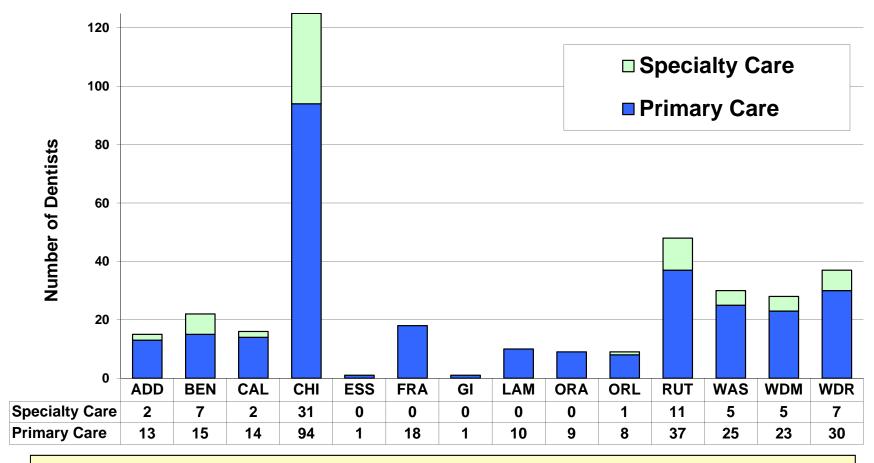
48% of all dentists are age 55 or older

AGE DISTRIBUTION BY GENDER



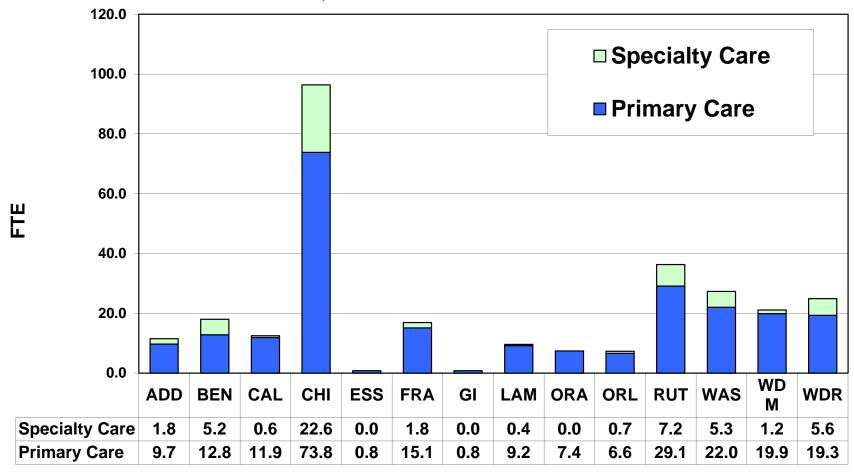
41% of the males, but only 12% of the females, are age 60 or older

NUMBER OF DENTISTS BY COUNTY



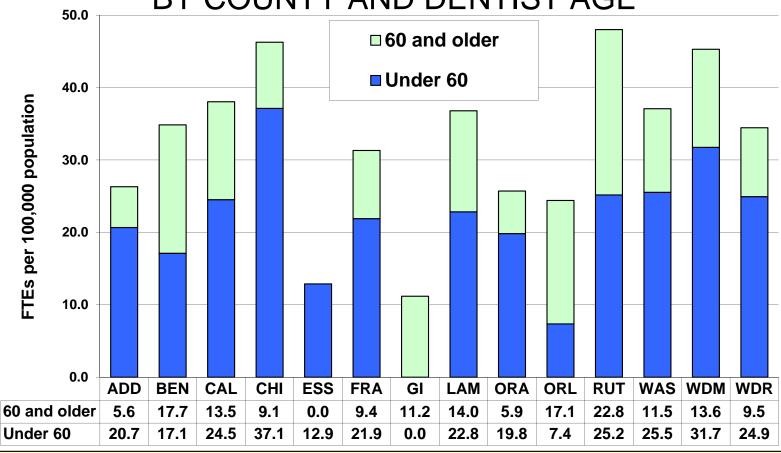
32% of primary care dentists, and 44% of specialists, work in Chittenden County

FULL TIME EQUIVALENT DENTISTS BY COUNTY



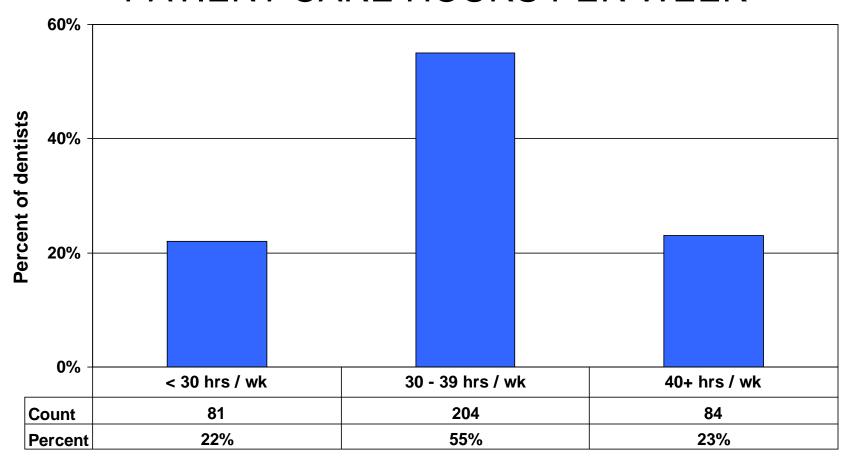
31% of primary care FTEs, and 43% of specialists, are in Chittenden County

PRIMARY CARE DENTIST TO POPULATION RATIOS BY COUNTY AND DENTIST AGE



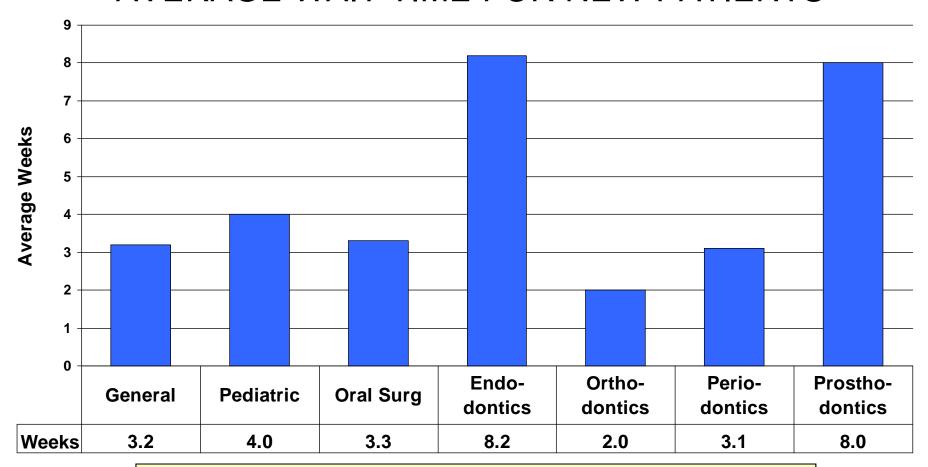
Rutland County has the highest ratio – but also highest ratio of age 60 and older

PATIENT CARE HOURS PER WEEK



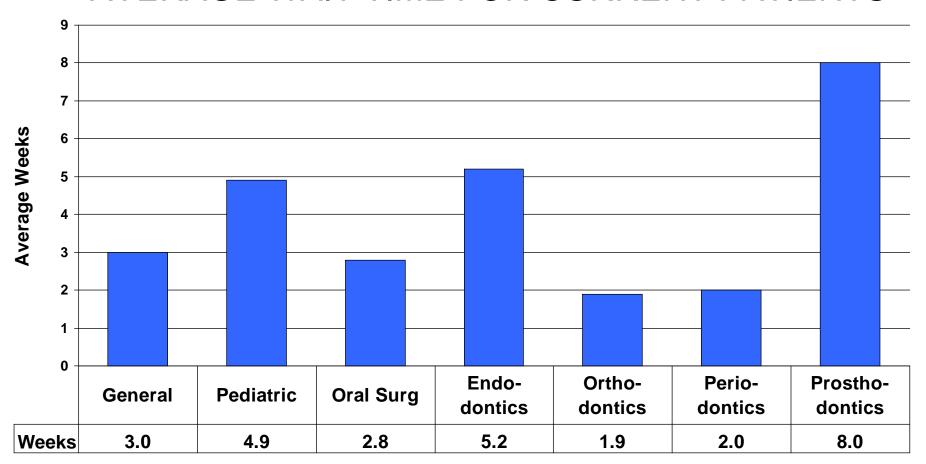
The average dentist provides 33 hours per week of patient care

AVERAGE WAIT TIME FOR NEW PATIENTS



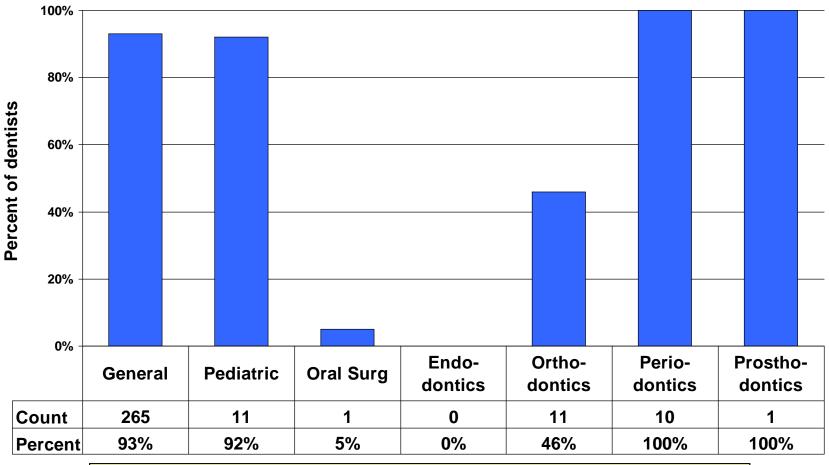
Average wait times have increased since 2011

AVERAGE WAIT TIME FOR CURRENT PATIENTS



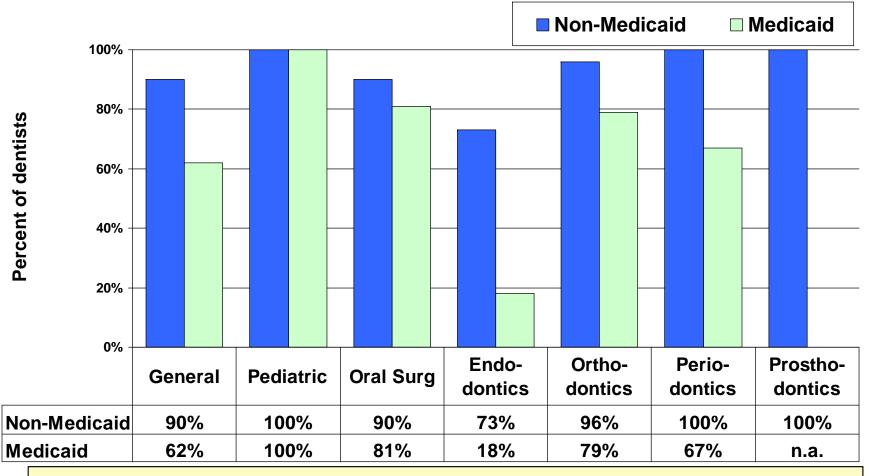
Average wait times have increased since 2011





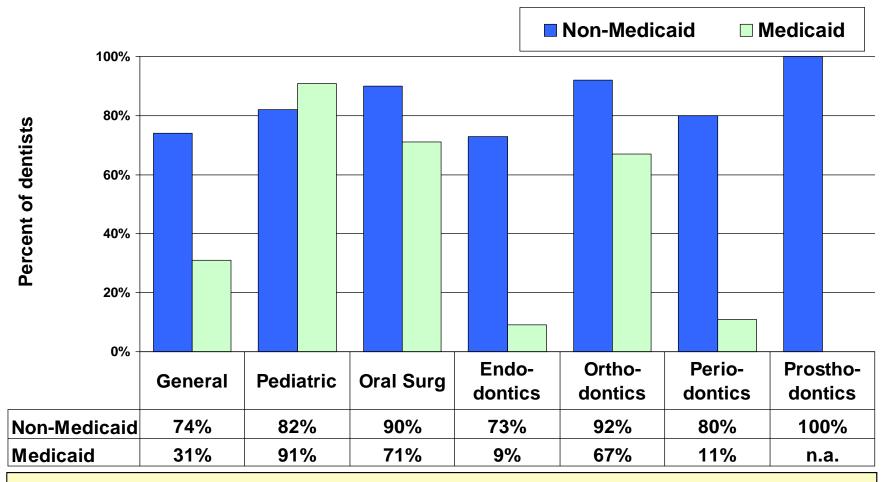
Overall 82% of dentists work with hygienists

ACCEPTING NEW PATIENTS



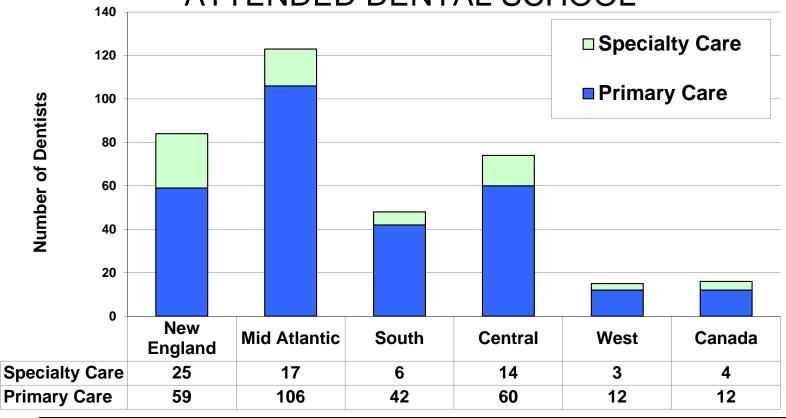
91% accepted new non-Medicaid patients, 64% accepted new Medicaid patients

ACCEPTING 5+ NEW PATIENTS / MONTH



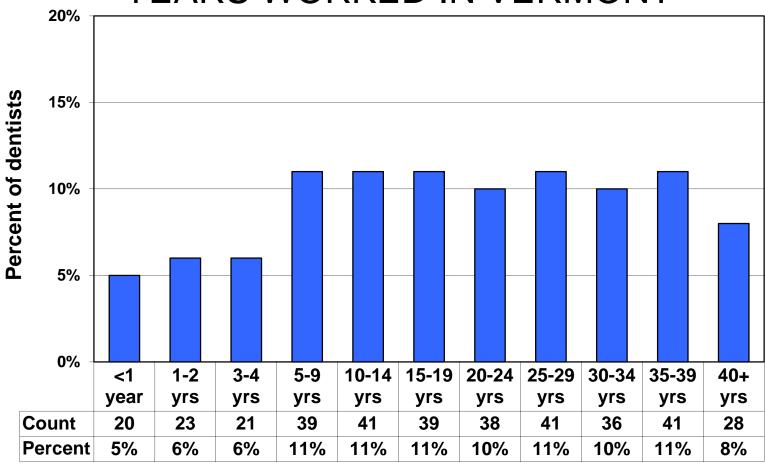
77% accepted 5+ new non-Medicaid patients, 36% accepted 5+ new Medicaid patients

WHERE VERMONT DENTISTS ATTENDED DENTAL SCHOOL



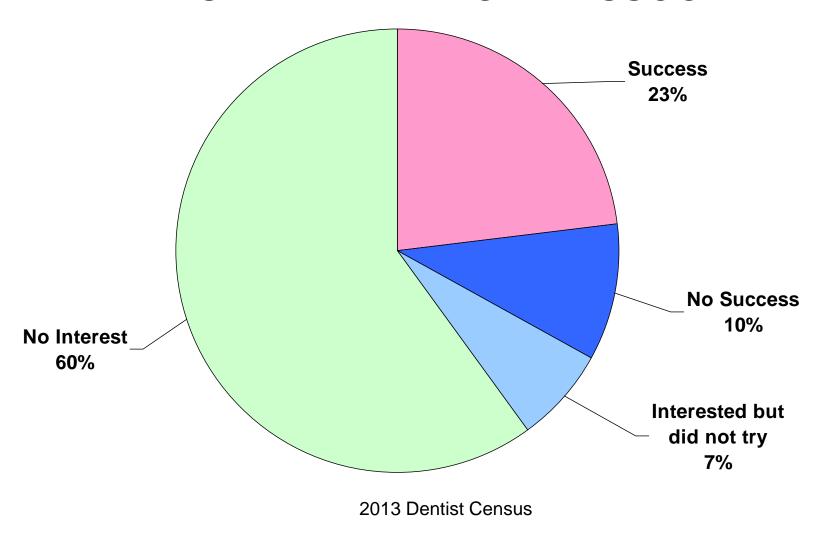
36% of primary care dentists were trained in the mid-Atlantic region. 36% of all specialty care dentists were trained in New England.

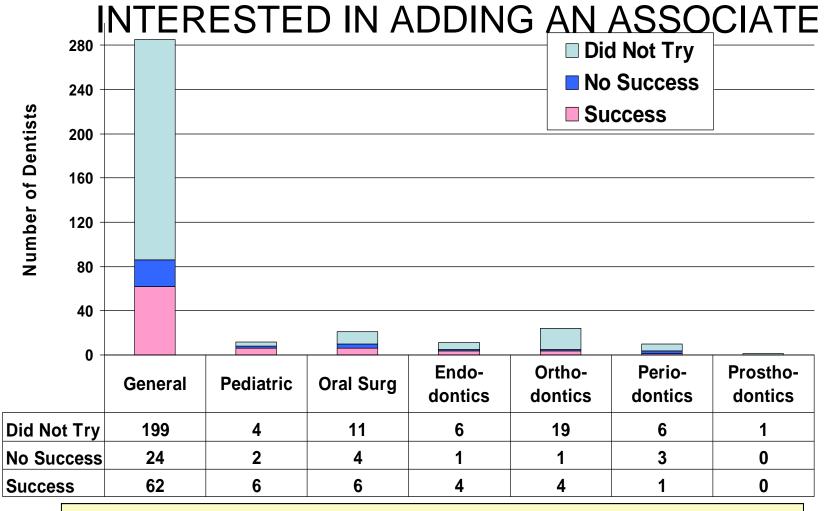
YEARS WORKED IN VERMONT



40% of the dentists have worked in Vermont for 25 or more years.

INTERESTED IN ADDING AN ASSOCIATE





Overall, 40% of dentists were interested in recruiting an associate

COMPARISON WITH PREVIOUS SURVEYS

Numbers of Dentists by Specialty, 2003-2013

| | Count by main specialty | | | | | | |
|-----------------------|-------------------------|------|------|------|------|------|--|
| | 2003 | 2005 | 2007 | 2009 | 2011 | 2013 | |
| Total active dentists | 367 | 352 | 355 | 366 | 368 | 369 | |
| Primary care dentists | 293 | 278 | 282 | 292 | 297 | 298 | |
| General practice | 284 | 269 | 272 | 280 | 288 | 286 | |
| Pediatric dentistry | 9 | 9 | 10 | 12 | 9 | 12 | |
| Specialist dentists | 74 | 74 | 73 | 74 | 71 | 71 | |
| Oral Surgery | 22 | 19 | 24 | 26 | 23 | 23 | |
| Endodontics | 10 | 9 | 7 | 9 | 10 | 11 | |
| Orthodontics | 26 | 27 | 27 | 24 | 25 | 24 | |
| Periodontics | 10 | 12 | 11 | 12 | 11 | 10 | |
| Prosthodontics | 3 | 4 | 2 | 2 | 1 | 1 | |
| Other Specialties | 3 | 3 | 2 | 1 | 1 | 2 | |

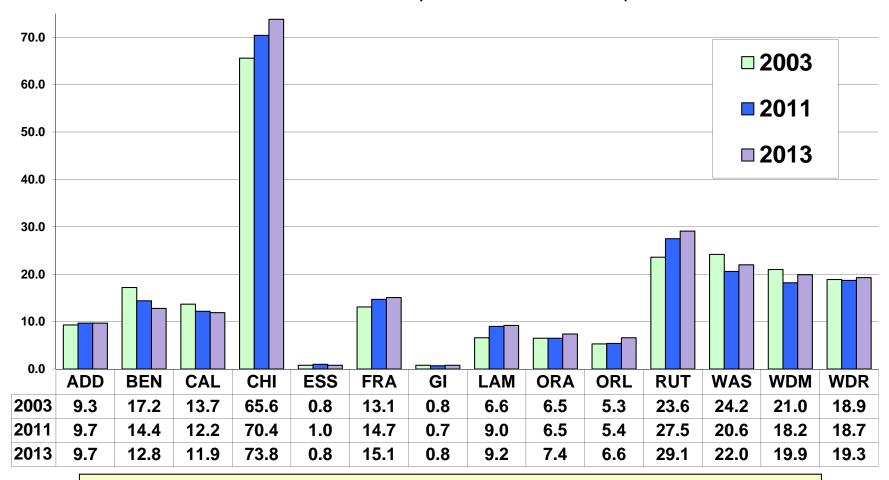
Full Time Equivalents by specialty, 2003-2013

| | Full Time Equivalents (FTE) | | | | | | |
|-----------------------|-----------------------------|-------|-------|-------|-------|-------|--|
| | 2003 | 2005 | 2007 | 2009 | 2011 | 2013 | |
| Total active dentists | 280.8 | 267.1 | 269.8 | 271.6 | 281.2 | 290.8 | |
| Primary care dentists | 226.7 | 216.0 | 221.6 | 217.7 | 229.0 | 238.4 | |
| General practice | 219.8 | 209.1 | 214.9 | 209.9 | 222.6 | 230.4 | |
| Pediatric dentistry | 6.9 | 6.9 | 6.7 | 7.8 | 6.5 | 8.0 | |
| Specialist dentists | 54.1 | 51.1 | 48.2 | 53.9 | 52.1 | 52.4 | |
| Oral Surgery | 17.1 | 15.1 | 16.2 | 19.0 | 17.6 | 16.4 | |
| Endodontics | 8.6 | 7.1 | 6.4 | 7.0 | 7.1 | 9.2 | |
| Orthodontics | 17.5 | 16.9 | 17.2 | 17.4 | 17.9 | 17.1 | |
| Periodontics | 6.5 | 7.2 | 5.7 | 7.8 | 7.7 | 7.0 | |
| Prosthodontics | 1.7 | 1.9 | 1.5 | 1.6 | 0.9 | 0.9 | |
| Other Specialties | 2.6 | 2.7 | 1.2 | 1.0 | 1.0 | 1.8 | |

Selected indicators, 2003-2013

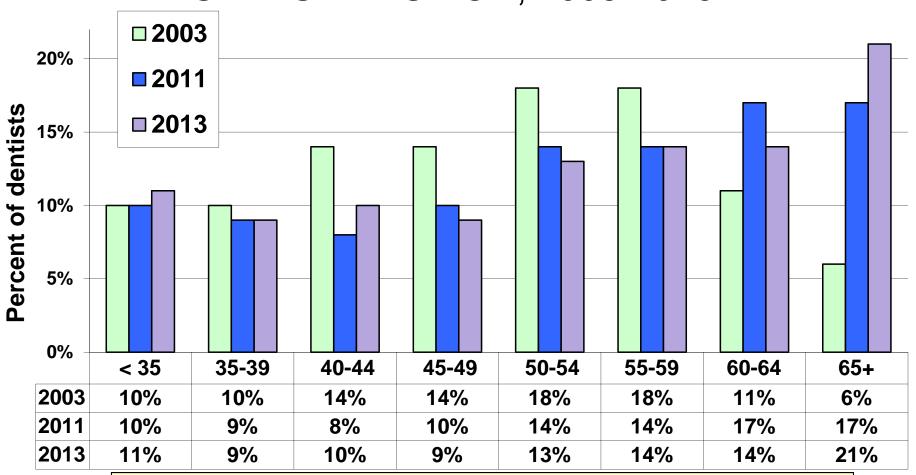
| | 2003 | 2005 | 2007 | 2009 | 2011 | 2013 |
|--|------|------|------|------|------|------|
| Total number of active dentists | 367 | 352 | 355 | 366 | 368 | 369 |
| Percent age 55 or older | 35% | 41% | 44% | 47% | 49% | 48% |
| Percent age 60 or older | 17% | 22% | 26% | 30% | 34% | 34% |
| Percent age 65 or older | 6% | 9% | 10% | 13% | 17% | 21% |
| Average patient care hours per week | 31 | 31 | 31 | 30 | 31 | 33 |
| Primary care: | | | | | | |
| FTEs / 100,000 population | 36.7 | 34.8 | 35.5 | 34.8 | 36.6 | 38.0 |
| % accepting new patients | 88% | 88% | 90% | 92% | 92% | 90% |
| % accepting new Medicaid patients | 57% | 59% | 60% | 65% | 69% | 63% |
| Average weeks wait - new patients | 3.2 | 3.6 | 3.5 | 2.9 | 2.8 | 3.2 |
| Percent working with dental hygienists | 88% | 88% | 90% | 91% | 92% | 93% |
| % of FTEs in Chittenden County | 29% | 29% | 30% | 31% | 31% | 31% |
| Specialty care: | | | | | | |
| FTEs / 100,000 population | 8.8 | 8.2 | 7.7 | 8.6 | 8.3 | 8.4 |
| % of FTEs in Chittenden County | 44% | 44% | 44% | 42% | 41% | 43% |

PRIMARY CARE FTEs, BY COUNTY, 2003-2013



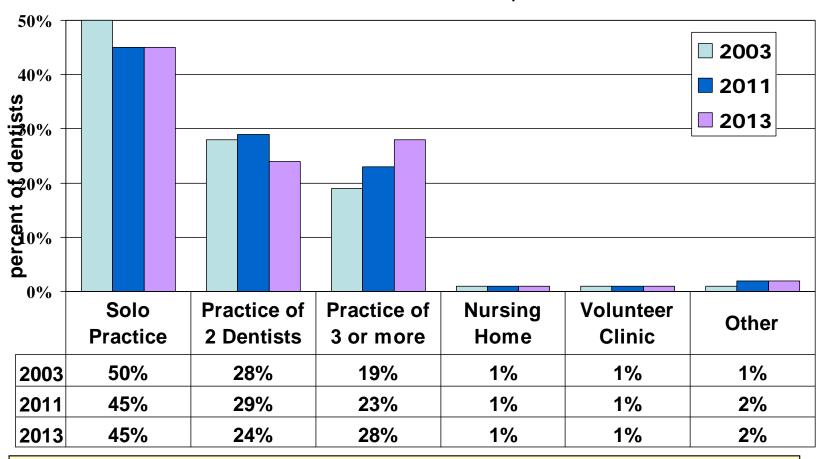
Bennington County saw a marked decline in FTEs

AGE DISTRIBUTION, 2003-2013



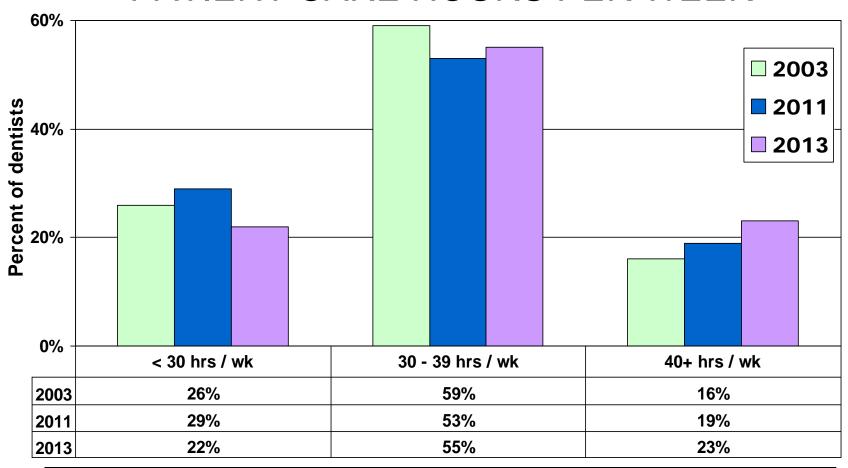
The dentist workforce is getting older

PRACTICE SETTING, 2003-2013



Many dentists shifted from a 2-dentist to a 3+-dentist practice since 2011

PATIENT CARE HOURS PER WEEK



More dentists work 40+ hours a week than in the past