

Dental/DSO Industry Newsletter

Dental/DSO Industry Market Intelligence

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CALENDAR OF EVENTS

Academy of General Dentistry 2025

JULY 9–12, 2025
Montreal, Canada

AGD's annual scientific session allows attendees to network with colleagues, students, and dental team members in general dentistry continuing education. From advanced hands-on education to clinical and practice management lectures in an innovative one-hour lecture format, all of the CE earned at an AGD meeting can be applied to the AGD Fellowship and Mastership awards.

For more information, please click [here](#).

Southwest Dental Conference

AUGUST 22–23, 2025
Dallas, Texas (*Registration is now open*)

The annual Southwest Dental Conference is the premier dental conference in the southwest, hosted by Dallas County Dental Society. The event features superior education and CE opportunities, exceptional speakers discussing the latest in the dental community and an Exhibit Hall featuring the most advanced dental equipment and technology.

For more information, please click [here](#).

The Dental Festival

AUGUST 21–23, 2025
Delray Beach, Florida

The Dental Festival seeks to revolutionize dental education and networking by providing an immersive, festival-like experience for dental professionals where it aims to foster professional growth, collaboration, and a sense of celebration within the dental industry.

For more information, please click [here](#).

Annual Mid-Continent Dental Conference

SEPTEMBER 25–26, 2025
St. Louis, Missouri

MCDC features a two-day trade show along with lectures, workshops, special events, and the newest products and technology in dentistry.

For more information, please click [here](#).

Future of Dentistry Roundtable

SEPTEMBER 29–30, 2025
Chicago

This event will draw both large and small DSOs, which are growing alongside thriving independent dental practices, while private equity is taking notice. There is a huge potential for dental innovation and improving patient care. The event includes 90 Elite speakers and 28 educational sessions which will discuss strategies for success and best leveraging these improvements.

For more information, please click [here](#).

SmileCon 2025

OCTOBER 23–25, 2025
Washington, D.C.

Save the date for SmileCon 2025, where participants can join dental professionals on October 23–25 in Washington, D.C.

For more information, please click [here](#).

Greater New York Dental Meeting

NOVEMBER 28 – DECEMBER 3, 2025
New York (*registration opens in April*)

The 101st Annual Greater New York Dental Meeting invites attendees to participate in one of the largest Dental Congresses in the world. At the 2024 Meeting, the conference hosted over 37,631 dental professionals, including:

Dentists – 13,470
Dental Assistants – 2,200
Dental Hygienists – 2,226
International Countries – 148

For more information, please click [here](#).



Please contact us if you would like to post information regarding our upcoming events or if you'd like to guest author an article for this newsletter.

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INDUSTRY SPOTLIGHT

Interview with Kent Miller, President, Dentagraphics

Kent Miller is the President and Founder of Dentagraphics, the dental industry's only platform purpose-built to support dentists across the ownership journey—whether they're starting, buying, or growing a practice. What began as a niche dental market research firm has since expanded into a powerful suite of tools for both emerging and established practice owners.

Kent earned his Master of Science in City and Regional Planning from The Ohio State University in 2013 and launched Dentagraphics the following year. He focuses on building technology that helps dentists make smarter, data-backed decisions about where and how to grow their practices.



How was Dentagraphics started? What led you to start the business?

Dentagraphics started back in 2014. Previously, I led an economic revitalization nonprofit in Columbus, Ohio. One project that I worked on while there was helping to identify businesses that could be supported in commercial corridors with lots of vacancies. In order to do that, we looked at any economic data that we could find while also conducting interviews with residents to hear about what they wanted to see in their neighborhoods. Coincidentally, I had a friend in the dental industry who knew that market analysis and site selection were something that many aspiring practice owners struggled with. As an entrepreneurial person with a background in urban planning and a love for data, I thought this would be a great problem for me to try to solve.

What services do you offer?

We aim to serve dentists from the beginning of their careers through retirement. For job seeking dentists, we have aggregated job listings and a resume upload feature where they can be discovered by employers. For aspiring practice

owners, we offer market and demographic analysis as well as practice ownership planning, an aggregated practice listings marketplace and tools for facilitating off-market transactions. Lastly, our Grow product, designed specifically for current practice owners, includes all of these features, along with KPI dashboards, insights into the demographic traits your best patients have in common, and the ability to search our database of associate resumes.

Talk a little about Dentagraphics work in the dental industry.

We originally started as a pure market analysis company, focused on helping dentists make smart, data-backed decisions about where to invest—not just money, but years (sometimes decades) of their careers. These were major life and business decisions, and our role was to bring clarity to the process. In the early days, that meant producing detailed demographic reports. A client would come to us with a specific question about a particular location—maybe they were considering a startup or looking at acquiring a practice—and we'd dive into the data, create a custom study, and deliver it within about a week. They'd take that report back to their real estate agent or broker and move forward with more confidence. That part of the business still exists but we've expanded a lot since then. Dentagraphics now includes software tools that support associates looking for a job, aspiring practice owners and established practices.

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INDUSTRY SPOTLIGHT (cont'd)

Interview with Kent Miller, President, Dentagraphics

What challenges are you seeing in the dental industry right now? What Opportunities?

The biggest challenge for many of our clients is the stress of transitioning from associateship into practice ownership. For one, they already have a secure, six figure job. Most still have student debt and are also around the phase of life when they are getting married, having kids, buying a home, etc. Though many of them have entrepreneurial dreams, do they really want to risk all of that? It can be scary, especially when your family relies on your income. Any sort of economic uncertainty, which people have been feeling for a while now, only makes associates less likely to take the leap - even though the average outcome as an owner is both financially better and more rewarding personally. On the opportunity side, I think there is a lot that can be done to make this process easier. Ultimately, our goal is to help everyone who wants to become an entrepreneur and is ready to do so not feel as overwhelmed as they do today.

What is your favorite movie OR tv show OR vacation

The Americans was an amazing show that I don't think a lot of people have seen (it's on Hulu). Bonus answer: we went on our honeymoon in Thailand and it's still the most amazing place that we have been.

To learn more about [Dentagraphics](#), please click [here](#).

KEY FINDINGS

Technology and innovation are reshaping the dental industry as DSOs emerge as resilient to market challenges

Advancements in AI, automation, and integrated platforms are among the trends that are revolutionizing patient care and efficiency

DSOs have experienced several challenges amid the slowing private equity space in the years since the COVID-19 pandemic and the tightening of the private equity space, however, there are signs of a shift, with a number of factors increasingly driving innovation and reshaping the industry. According to a [report](#) by Planet DDS, DSOs that embrace innovations, such as advancements in AI, automation, and integrated platforms, are reshaping everything from patient care to operational efficiency. AJ Acierno, President of Clinical Operations at Smile Brands said "DSOs that embrace these innovations are not just adapting; they're leading the way in improving patient outcomes, streamlining workflows, and driving sustainable growth."

Three DSO leaders [discussed](#) the challenges and solutions they are adapting to the changing landscape. Dustin Netral, CEO, Vista Verde Dental Partners said the workforce shifts that have taken place over the past five years have led many DSOs to become increasingly skilled and adaptable to market turmoil. An unintended consequence of this turmoil is a resiliency among DSOs in terms of workforce challenges. An example is how "Hygiene is becoming a gig economy where hygienists want to work at multiple practices and have a lot of flexibility. DSOs are realizing that's not so bad. They can fill their roster with a few part-time hygienists as opposed to looking to hire one full-time employee. Cloud dentistry and other staffing companies are helping to unlock those part-time resources."

DSOs have become resilient to other market turmoil, and they are equipped with the skills necessary to deal with current challenges related to tariffs and changes in federal spending. Dr. Mariz Tanious, chief dental officer, Affinity Dental Management, said they are seeing a rebound in revenue after a difficult start in 2025 due to scheduling challenges, as patients and providers were sick with the flu and other illnesses that made scheduling a key concern. As revenue rebounds, they are keeping an eye on the next challenge, and anticipating how tariffs could impact their costs and how they can ensure their patients are able to access the care that they need.

Priority Networks, a provider of dental IT support and solutions, has [provided](#) a list of essential tech trends for DSOs in 2025, which is poised to redefine dental practices in 2025, including:

- Transition from Legacy Practice Management Systems;
- Artificial Intelligence (AI) Enhancing Efficiency;
- Adoption of Modular Solutions for Customizable Tech Stacks;
- Enhanced Cybersecurity Measures; and
- Integration of Cloud-Based Services.

Sources: Dr. BiCuspid, Planet DDS, Priority Networks.

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KEY FINDINGS (cont'd)

Cultural alignment, transparency in the process are seen as top factors for DSOs when making acquisitions

DSO leaders from Smile Doctors shared insights on how they support their 550 affiliate locations

Dallas-based Smile Doctors made one of the industry's largest [acquisitions](#) so far in 2025 when it acquired myOrthos, an orthodontic support organization with more than 70 practice locations across 13 states, in March. CEO J. Hedrick connected with Becker's to share insights into the acquisition process, the benefits of acquiring myOrthos, and how they navigated challenges.

He said that anytime they are considering a big acquisition, they try to figure out how it will fit with their current platform and whether there is cultural alignment. This included several meetings with leadership to assess alignment from a cultural point of view, and was the biggest consideration for their team.

In terms of navigating unexpected challenges and financial hurdles, the team said that they approached every issue with a "problem-solving mentality" in a way that was advantageous for everyone. Aligning with the team upfront and maintaining transparency in the whole process were essential to navigating these challenges.

Sources: Becker's Dental & DSO Review

GENERAL DENTISTRY NEWS

The 2025 Dental Industry Outlook report finds technology reshaping industry

The [report](#) finds 60% of dental practices experienced same-store production growth in 2024, despite economic challenges. Based on data from 3,400 practices, the report also found that nearly half of the practices had case acceptance rates between 40% and 70%, and the average case completion rate of 42%.

- Patient volume varies significantly by practice size, with 41.2% seeing fewer than 19 new patients per month and 16.6% reporting more than 80 new patient visits monthly.
- 15.5% of patients cancel appointments in advance, impacting scheduling efficiency

The report also highlights that:

- 57% of dentists entering the field are now female, influencing practice leadership and patient care dynamics;
- 91% of practices are struggling to hire dental hygienists, with wages increasing by up to 20% since 2000.

Revenue & Practice Performance:

An analysis of 2,200 practices on Denticon practice management for at least 24 months reveals steady performance gains comparing 2023 quarterly data to 2024, with 60% of practices reporting year-over-year same-store production growth in 2024, defying economic uncertainty.

- Q1 2024: 2.4% growth
- Q2 2024: 3.2% growth
- Q3 2024: 5.5% growth
- Q4 2024: 4.6% growth

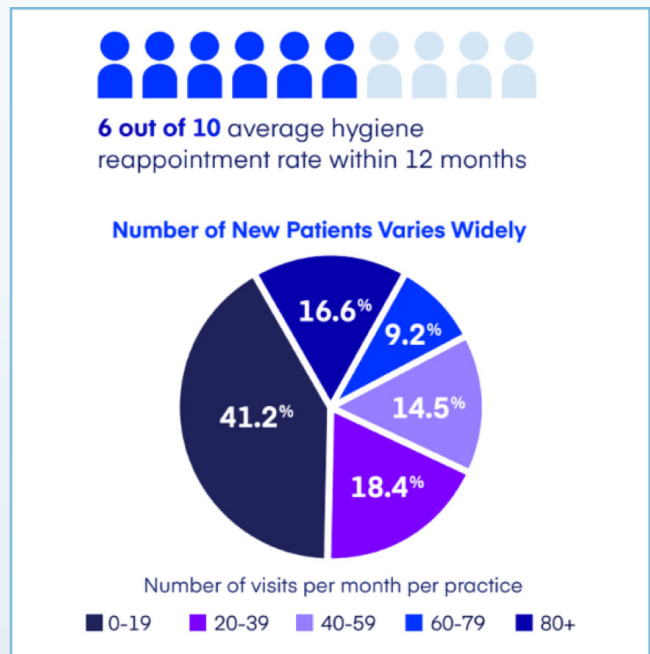
Average daily gross production per provider:

\$1,058 per hygienist

\$3,815 per dentist

\$8,436 per practice

Source: Planet DDS



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GENERAL DENTISTRY NEWS (cont'd)

Utah becomes first state to ban fluoride in public drinking water

Republican Gov. Spencer Cox signed legislation barring cities and communities from deciding whether to add the mineral to their water systems, which will come into effect on May 7. The American Dental Association sharply criticized the Utah law, saying it showed “wanton disregard for the oral health and well-being of their constituents.” Florida, Ohio and South Carolina are considering similar measures, while in New Hampshire, North Dakota and Tennessee, lawmakers have rejected them. A bill in Kentucky to make fluoridation optional stalled in the state Senate.

Concerns about fluoridation in drinking water have been fringe concerns for decades until they have risen into the mainstream after water fluoridation skeptic Robert F. Kennedy Jr. was sworn in as U.S. health secretary. Kennedy said that the administration of then-presidential candidate Donald Trump would advise water systems nationwide to remove fluoride.

Source: Associated Press

ADA forms affiliation with Academy for Private Dental Practice

Through this relationship, the ADA will enhance its support of dentists in private practice with relevant resources, training opportunities and practice management tools. The [Academy for Private Dental Practice](#) was founded in 1956 by a group of 29 dentists who recognized the need for greater collaboration in becoming effective business owners.

Source: ADA News

Eight dental companies included among Inc. list of fastest growing companies in 2025

The following list of eight U.S.-based, privately held, for-profit and independent dental companies are included among the Inc. Regionals 2025 list. The rankings are based on the company's percentage revenue growth from 2021 to 2023. The minimum revenue requirement is \$100,000 in 2021 and \$1 million for 2023. The companies include:

- Gro3X (Charlotte, N.C.): 151% two-year growth;
- Planet DDS (Irvine, Calif.): 185% two-year growth;
- Next Level Consultants (Tacoma, Wash.): 95% two-year growth;
- Wonderist Agency (San Diego): 93% two-year growth;
- Dr. B Dental Solutions (Miami): 175% two-year revenue growth;
- Transcendental (San Antonio): 1,179% two-year growth;
- MB2 Dental (Dallas): 86% two-year growth; and
- Specialty1 Partners (Houston): 71% two-year growth.

Source: Inc. Regionals

DSO EXPANSION & CONSOLIDATION

Larger DSOs have become more cautious in their acquisition strategies

Samantha Strain, a partner with a boutique investment bank focused solely on healthcare, says there has been a shift in behavior from DSOs and shares insights into strategies for understanding the evolving DSO landscape. The following trends have emerged:

- **Downward pressure on valuations.** In the past, many private equity-backed DSOs aggressively pursued acquisitions, often overpaying for practices. Today, buyers are far more selective, leading to lower valuations.
- **Shift in buyer behavior.** Larger DSOs have temporarily paused acquisitions ("pencils down"), exercising greater caution due to economic conditions and internal financial restructuring.
- **Importance of accurate valuations.** A quality of earnings (QoE) valuation is now the gold standard. Brokers should conduct a QoE-lite assessment, performed by an experienced firm, to provide a reliable picture of financial performance.

Macroeconomic factors at play, including interest rate fluctuations, inflation concerns, and economic uncertainty, have shifted investment strategies, making financial diligence even more crucial. These shifts highlight the importance of a well-structured transition strategy for dentists considering a sale to a DSO.

Source: Dentistry Today

DSOs see resurgence of doctor-led platforms over investor-driven models

A notable shift in the DSO market is the increasing preference for doctor-led platforms over investor-driven models. Several factors fuel the resurgence of doctor-led groups. First, there is an alignment of interests. Unlike investor-driven models that prioritize rapid expansion, doctor-led groups maintain a strong commitment to clinical excellence, ensuring patient care remains the priority. These groups adopt structured management and operational efficiencies that enhance scalability without compromising quality. Investors are also drawn to well-managed, doctor-led groups with sustainable business models and strong financial fundamentals. In addition, private equity firms recognize the long-term potential of scalable doctor-led platforms, making them attractive investment opportunities.

For dentists, joining or forming a doctor-led DSO can offer a balance between clinical autonomy and financial growth while mitigating the risks associated with purely investor-driven models.

Source: Dentistry Today

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DSO EXPANSION & CONSOLIDATION (cont'd)

Dental365 acquires Rittenhouse Dentists, which has 3-locations in Pennsylvania

Dental365 has acquired a dental practice with three locations throughout Pennsylvania. The DSO added Rittenhouse Dentists, which is led by Shimma Abdulla, DMD, who founded the practice in 2011, according to an April 14 news release.

The practice has offices in Philadelphia, Bala Cynwyd, and Bryn Mawr, PA. Dental365 supports practices throughout New York, Connecticut, New Jersey, Pennsylvania, New Hampshire, Massachusetts and Rhode Island.

Source: Becker's Dental & DSO Review

Parkview Dental Partners acquired a periodontics and dental implants practice in Brandon

Parkview Dental Partners, a leading dental services provider backed by Cathay Capital, announced the acquisition of Dr. Douglas C. Wendt, Jr.'s periodontist practice in Brandon, Florida. The practice will now operate as Ross and Wendt, Periodontics and Dental Implants. This strategic acquisition further expands Parkview Dental's regional footprint, bringing Parkview to 25 practices. The addition of a specialized periodontics practice enables Parkview to better serve the growing community and deliver a comprehensive range of dental services to the West Coast of Florida.

Source: Florida, Cathay Capital

OTHER DSO NEWS

Florida, New York, Pennsylvania and Texas see most DSO activity in Q1 2025

Becker's compiled a list of more than 60 DSO affiliations, openings and acquisitions during the first quarter, which provides valuable insights into these key markets. The list includes:

Florida

- Sarasota, Fla.-based Parkview Dental Partners acquired the office of Douglas Wendt, DDS, and two Lifetime Smiles Dental Care practices.
- Henderson, Nev.-based PDS Health added Dentists of Hialeah and Dentists in the Grove in Miami.
- Chicago-based Aspen Dental opened a location in Oviedo, Fla.
- Effingham, Ill.-based Heartland Dental partnered with David Green, DDS, who has two practices in Florida.
- ClearChoice Dental Implant Centers opened an office in The Villages.

New York

- Dallas-based MB2 Dental added Richard Kobak, DDS, and Emmanuil Diamantakis, DDS, of Syosset (N.Y.) Dental.
- Great Neck, N.Y.-based The Smilist is affiliated with Inspire Dental Group, a multispecialty practice with three locations in New York.
- Chicago-based Aspen Dental opened a location in Harriman, N.Y.
- Jonesboro, Ark.-based GPS Dental added Prosthodontics of New York.

Pennsylvania

- New Hyde Park, N.Y.-based Dental365 acquired Union Dental Health in Lewisburg, and Lawrence Dental Group in Kingston.
- Irving, Texas-based U.S. Oral Surgery Management partnered with Beaudry Oral & Maxillofacial Surgery in Camp Hill.
- Cincinnati-based Cordental Group added Williamsburg Dental in Broomall.

Texas

- Sacramento, Calif.-based Straine Dental Management partnered with Robert Leedy, DDS, in Abilene, Texas, and Jim Lippian, DDS, in Texarkana, Texas.
- Chicago-based Aspen Dental opened a practice in Portland, Texas.
- Dallas-based MB2 Dental partnered with Andre Yassa, DDS, and Jason Costa, DDS, owners of Killeen Family Dentistry. The company also opened a practice location in Cypress, Texas.
- Irving, Texas-based Specialized Dental Partners added San Gabriel Oral & Maxillofacial Surgery.
- Ideal Dental opened a practice location in Webster.
- Southlake, Texas-based Allied OMS added Parkway Oral Surgery & Dental Implant Center in Houston.

Source: Becker's Dental & DSO Review

PRIVATE EQUITY DEALS

PE-backed Advantive acquires Commerce Vision as it seeks to venture into the dental and PPE industries

Florida-based PE-backed [Advantive](#) has acquired [Commerce Vision](#), a digital commerce specialist, as Advantive seeks to venture into the dental and PPE industries. Advantive, an industry-leading mission-critical specialty software provider, announced its acquisition of Commerce Vision, a leading digital commerce platform in Australia and New Zealand. This acquisition furthers Advantive's mission of driving transformational outcomes for its customers by strengthening its international presence, enhancing its B2B eCommerce services, and expanding into new industries, such as dental and PPE & safety. Headquartered in Brisbane, Queensland, Australia, Commerce Vision has provided B2B commerce solutions for the automotive, food service, medical and dental, PPE and safety, and wholesale distribution industries since 2001.

Source: Pitchbook

Several private equity-backed deals in the dental sector in March show renewed momentum in the sector

There have been several private-equity-backed deals in the dental industry, including the following:

- KKR is [in talks](#) to acquire Leixir Dental Laboratory Group, a global dental lab provider. Leixir operates six dental laboratories in the U.S., as well as a manufacturing facility in India. The company provides crowns, bridges, implants, surgical guides, dentures and intraoral scanners. It was acquired by Comvest Investment Partners in 2021. The deal could be valued between \$200 million and \$250 million, according to The Economic Times.
- Smile Doctors (backed by Harvest Partners) acquired myOrthos, an orthodontic support organization with 70+ locations across 13 states, expanding Smile Doctors' network to over 550 locations, myOrthos, an orthodontic support organization with 70+ locations across 13 states, expanding Smile Doctors' network to over 550 locations.
- AGIC Capital [acquired](#) Solmetex, a dental products and consumables provider.
- Straine Dental Management [added](#) five practices across Texas, Missouri, and South Carolina.
- Dental365 [acquired](#) Union Dental Health in Pennsylvania, extending its East Coast footprint.
- Sarasota, Fla.-based Parkview Dental Partners [acquired](#) a Florida dental practice, reaching 25 total practices in its network. Iola-based Southeast Kansas Mental Health Center acquired Yates Center (Kan.) Dental to expand its overall health and wellness offerings.

Source: Becker's Dental & DSO Review

PARTNERSHIPS AND INNOVATION

Solventum, SprintRay announce strategic partnership for same-day 3D printed dental crowns

Solventum (formerly 3M Health Care), a leader in dental composites and restorative materials, announced a strategic partnership with SprintRay, a provider of chairside 3D dental printing technology. This collaboration aims to develop and commercialize the first permanent, chairside 3D-printed dental crowns, inlays, and onlays.

The partnership is positioned to disrupt the \$7.5 billion global dental restoration market by enabling same-day permanent restorations, reducing patient visits, improving practice efficiency, and lowering treatment costs. This move marks a significant step in Solventum's post-3M spinoff strategy, focusing on digital capabilities and vertical integration in dental solutions.

This is the first partnership of its kind for Solventum's Dental Solutions business, integrating advanced material science with disruptive 3D printing technology to optimize workflows and enhance patient outcomes.

Source: Solventum

Delta Dental partners with Dentistry.One to expand virtual dental care

Washington-based Delta Dental partnered with Dentistry.One to offer virtual dental care to over 4 million people. The collaboration leverages Dentistry.One's virtual technology and service ecosystem to provide new access to dental care, especially for rural communities and patients with chronic health conditions. The partnership aims to remove barriers to dental care, improve health equity, and enable proactive oral health management through virtual consultations, triage, and coordination of in-person care when necessary. This initiative reflects a broader trend toward telehealth and digital access in dentistry, addressing gaps in care for underserved populations.

Source: Dentistry Today

Guardian Dentistry Partners selects Denticon to enable AI transformation at 160+ supported practices

California-based Guardian Dentistry Partners (GDP), a dental partnership organization (DPO) has selected Denticon a cloud-based practice management solution by Planet DDS and Pearl, for its rapidly expanding network of 160+ supported practices. Through the partnership, Guardian Dentistry Partners seeks to modernize and tech-enable their fast-growing network of practices. Pearl's AI-powered Second Opinion and Practice Intelligence solutions will be integrated within the Denticon practice management solution and Apteryx imaging solution—marking the first large-scale deployment of a fully integrated, end-to-end AI-powered practice management and imaging system, according to a press release.

Source: Dentistry Today

LITIGATION

Chord Specialty Dental Partners data breach prompts investigation

The Nashville-based DSO experienced a data security incident affecting more than 173,000 individuals. An investigation determined that an unauthorized individual gained access to several accounts between Aug. 19 and Sept. 25. The type of information potentially affected varies by individual but may include information such as names, addresses, Social Security Numbers, bank account information and health insurance information. The incident was reported to the HHS Department's Office for Civil Rights Breach Portal on March 14. The portal shows that the breach affected more than 173,000 people. Two law firms are [investigating](#) the breach, including whether those affected are entitled to compensation.

Source: Chord Specialty Dental Partners

Coalition expresses opposition to proposed HIPAA cybersecurity rule

A coalition of organizations representing clinicians, providers and healthcare stakeholders, including the ADA, sent a letter expressing unified opposition to the proposed Health Insurance Portability and Accountability Act Security Rule. The letter was a regulatory comment submitted to the U.S. Department of Health and Human Services via regulations.gov. The organization said that the HIPAA Security Rule To Strengthen the Cybersecurity of Electronic Protected Health Information "raises substantial questions of fact, law and policy that warrant careful consideration." The College of Healthcare Information Management Executives also sent a separate [letter](#) March 7 that referenced the earlier joint letter.

Source: ADA News

STAFFING

North Dakota sees the largest increase in annual wages for general dentists

Across the U.S., the average pay for general dentists increased \$4,350 from 2023 to 2024, reaching \$196,100. Five states with the largest jumps in dentist compensation using salary data from 2023 and 2024, the latest year data is available from The Bureau of Labor Statistics, including the following highlights:

North Dakota (Increase of \$41,460)

- 2023 salary: \$182,840
- 2024 salary: \$224,300

Oregon (Increase of \$32,230)

- 2023 salary: \$177,440
- 2024 salary: \$209,670

Wisconsin (Increase of \$30,570)

- 2023 salary: \$179,260
- 2024 salary: \$209,830

Iowa (Increase of \$30,100)

- 2023 salary: \$186,420
- 2024 salary: \$216,520

Tennessee (Increase of \$27,470)

- 2023 salary: \$191,880
- 2024 salary: \$164,410

Source: Bureau of Labor Statistics

Nearly every employee of CDC's Oral Health Division eliminated amid HHS layoffs

The CDC is expected to lose roughly 2,400 employees, or about 18% of its staff, as part of the [broader cuts](#) playing out across the Department of Health and Human Services. A representative with the CDC's oral health division, which promoted fluoride in water, said that virtually every employee with the department has been eliminated. "This level of cut will seriously hinder CDC's ability to do the work that it does to improve the health of Americans, and that includes its ability to provide expertise and resources to the states directly," the former employee said, speaking on condition of anonymity over concerns about other family members' employment. "As a result, I believe Americans will die younger and sicker." President Trump and Robert F. Kennedy Jr. have said that they planned to ban fluoride in water nationally, and so far one state, Utah, has already [banned](#) fluoride in drinking water.

Source: STAT

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STAFFING (cont'd)

Recruitment slowly improving amid persistent staffing shortages

In the five years since the pandemic, staffing shortages have been a persistent challenge for dental companies. When the ADA Health Policy Institute asked dentists in late 2024 what the biggest challenge facing their practices would be in 2025, about 62% said staffing shortages — the top response. Recruitment has been slowly improving, according to HPI data, and among dentists who reported they were actively recruiting, nearly 87% said it was very or extremely challenging to hire dental assistants in late 2022 — a percentage that dropped to slightly more than 70% by the end of 2024. The change was smaller among dentists hiring dental hygienists. About 95% of dentists had called that process very or extremely challenging at the end of 2022 compared with about 90% in late 2024.

HPI data also shows that more dental hygienists could be entering the workforce in the next few years based on current trends. First-year enrollment in dental hygiene programs increased by nearly 20% from 2020-21 to 2024-25.

Source: ADA News

For more information regarding our Dental Industry/DSO Practice, or if you would like to contribute to the newsletter, please contact:

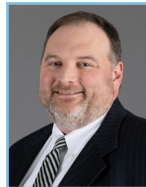


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