

short overview: - dentistry is still growing in Saskatchewan relative to the GDP but the six factors that control this growth are changing rapidly: increasing #of dentists, questionable availability of staff (CDA), minimal population increase, reduced disposable income (bulk of Sask population), attenuation/ limited 3rd party dental plans and continued increase of dental fees

- continued increase in hygiene time (rapid increase in hygienist: dentist ratio - increase in young and migrant population over the next two decades

- financial barriers - entering a phase where the population is going to become very price sensitive - the basket of dental goods has become more expensive - Recommending that the average fee increases are to be at or below the rate of inflation.....

Hope that the increase in volume of patients (more can afford treatment) will offset the decline in the real fees (the impact on net incomes should be minimized) - basically dentists will need to work more hours/harder for the same fee - currently the average dentist is only working 1,390 hours per year (full time is 1,900 hours per year)

- is this a result of life style change?

- currently the cost of dentistry continues to rise (digital, infection control, rent, staff, etc.) so very little gain in net income since 2008 (we have seen an actual real reduction in net!) - this can also be attributed to the 35.7% rise in the number of dentists in Sask in the last 10 years - This increased pressure on prices will start to be reflected in street fees.

- possible change in the style/type of dentistry done - more specialists doing more complicated dentistry (endo, ortho) - less GPs doing this treatment - the 16% increase in revenue generated by hygiene has limited the fall in net!

- how do we define the average dentist now? (Groups, corps, associates, later retirement, more women, etc.) - dentists continue to work less!!

Recommendations..... maybe we create a customized more affordable basket of goods? - improve access to care - discussion with insurance companies - the continued success of dentistry depends on how people decide to spend their discretionary funds (for the average family this is only \$129/week) - 1 unit polish, 2 units scale fluoride, 4 BWs and a recall exam is \$214