

U.S. Chiropractors: An Industry Analysis

Data Pack – December 2022

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Major trends: Opioid crisis drive demand, DCs serve an aging population, efforts to reduce unnecessary healthcare services, franchising, poor reimbursement - discussion	
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2020 Performance: Effects of The Pandemic: Analysis & discussion, BLS payroll data, Marketdata estimate of industry receipts	
2021 Industry Outlook: Prospects for a recovery: Analysis & discussion, recent BLS payroll data, Marketdata estimate of industry receipts, Industry employment in 2020 and 2021.	
2025 Industry Forecast: Long-term outlook: Analysis & discussion, demand factors, Marketdata estimate of industry receipts.	

Discussion of major factors affecting industry growth.

Table:

- Number & annual receipts of U.S. Chiropractors' offices: 1990-2025 Forecast, annual percent changes

Operating Metrics of Chiropractors

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- Discussion of Survey findings - *Practice Analysis of Chiropractic 2020*, by Natl. Board of Chiropractic Examiners: no. of chiropractors, gender, education, weekly working hours, employment by type facility, office settings, practice focus, sources of revenue, patient demographics,

Tables:

- Practice focus: percent of DCs providing, by type (injuries, rehab, wellness, etc.)
- Revenues by source (private insurance, Medicare/Medicaid, out of pocket, etc. 2008, 2015, 2019)
- Industry Expenses & Net Profits: 2009-2019
- Chief patient complaints, percent
- Treatment methods: Percentage of Chiropractors Utilizing Procedures

Industry Structure & Key Ratios

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Discussion & Analyses

- Summary of key industry metrics, Census NAICS code for the industry
- Number of chiropractor offices in 2019
- Industry snapshot: 2007, 2012, 2017: no. of estabs., receipts, employees
- Labor costs & productivity, sales/payroll ratios: 2007, 2012, 2017
- Avg. receipts per chiropractor office: 2007, 2012, 2017
- Avg. receipts, avg. payroll, avg. no employees: 2007, 2012, 2017
- Legal structure: share of receipts by corporations, partnerships, sold proprietors
- Share of receipts by revenue size of chiropractor office: 2017, 2012
- Demand for Chiropractors To Increase – Labor Department projections.

Tables:

Industry ratios (no. of firms, establishments, receipts, payroll as % receipts for 2017, by:

- legal form of organization -corporations, sole proprietorships, partnerships: no. of employees).
- Concentration Ratios: ratios for top 4, 8, 20, 50 largest firms
- Receipts size of establishments (under \$100,000 to \$10 mill.)
- No. of chiropractor offices, receipts & avg. receipts per establishment, alpha by state: 2019
- Ranked number of DC offices, by state: 2019
- Industries with the highest concentration of employment in Chiropractors, annual mean wages

- States with the highest employment level in Chiropractors, annual mean wages
- States with the highest concentration of jobs and location quotients in Chiropractors, annual mean wages

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- Employment of chiropractors, by state, May 2020
- Annual mean wage of chiropractors, by state, May 2020
- Annual mean wage of chiropractors, by area, May 2020

Geographic Analysis

- Top 6 states, by no. of chiropractor offices
- Top 7 states, by receipts of chiropractor offices
- Top 8 states, by highest avg. annual receipts per office.

Reference Directory

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List of chiropractic and pain trade associations, journals, special industry reports, articles, other key contacts – address & phone