

JULY 2022 - June 2022 vs. 2021 Data

The monthly Insiders' Insights Key Performance Indicators Report, published by the Veterinary Hospital Managers Association (VHMA) and powered by VetSuccess, tracks several key economic indicators to determine VHMA member practice performance. The number of participating practices varies, but on average is nearly 3,000 practices, 15% of which are VHMA member practices.

Check out the interactive dashboard to filter by region, practice size, species, and more. [Click to View Dashboard](#)

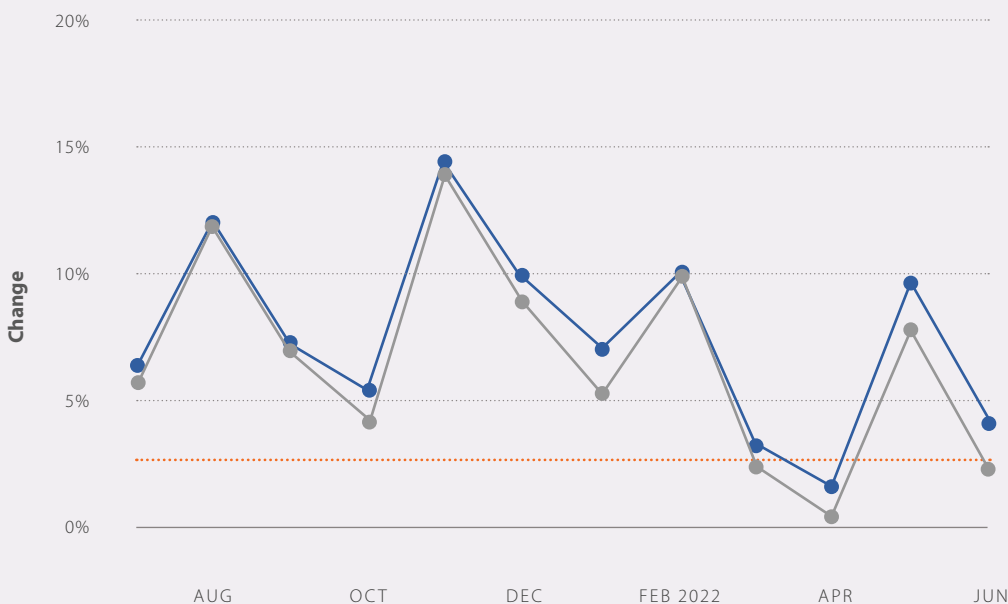
After a strong increase in revenue growth in May, growth in June 2022 was much lower. It is very difficult to see a pattern in revenue and visit growth over the last year or so; growth figures bounce around a lot from month to month. The only consistent pattern is in new client numbers which continue to decline dramatically each month. What does this all mean? It's not clear where the "veterinary economy" is going but we do know the U.S. economy as a whole is having a bumpy ride and we appear to be headed for a recession in the not-too-distant future. See the [blog](#) for more info on these changes and how to prepare you and your practice for continued economic challenges.

Data review and blog commentary provided by Karen E. Felsted, CPA, MS, DVM, CVPM, CVA of PantheraT Veterinary Management Consulting

REVENUE



Change in Revenue (YoY)



This Month:

+ 4.2%

VHMA Practices

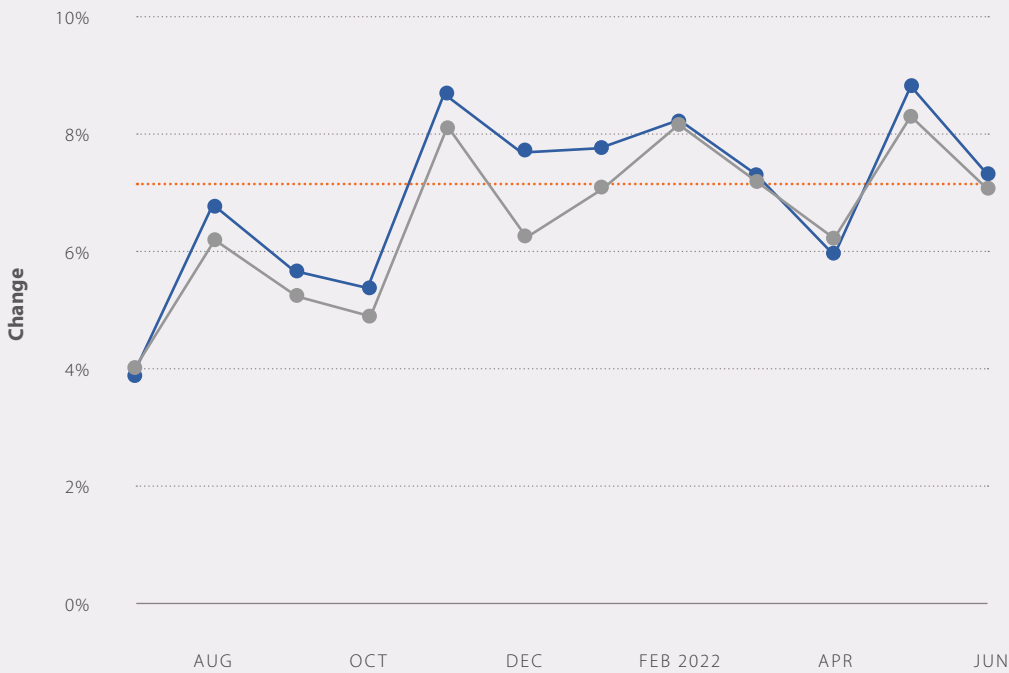
+ 2.4%

Non-VHMA Practices

+ 2.7%

Average Change

Change in Revenue per Unique Patient (YoY)



This Month:

+ 7.3%

VHMA Practices

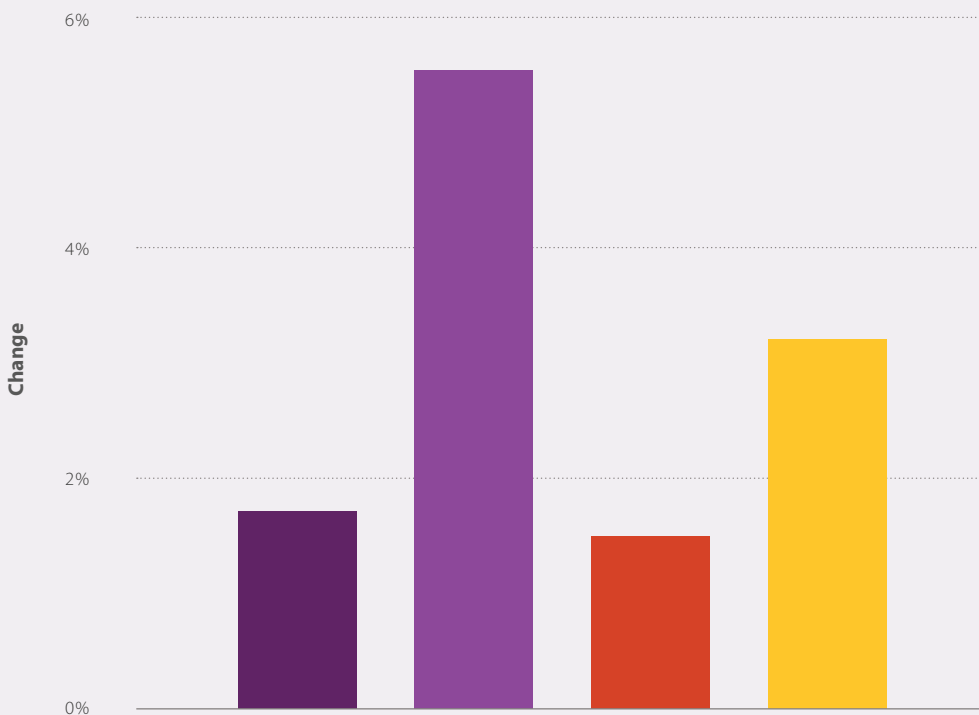
+ 7.0%

Non-VHMA Practices

+ 7.1%

Average Change

June 2022 Revenue Summary – VHMA Practices



This Month:

+ 1.7%

OTC

+ 5.6%

Professional Services

+ 1.5%

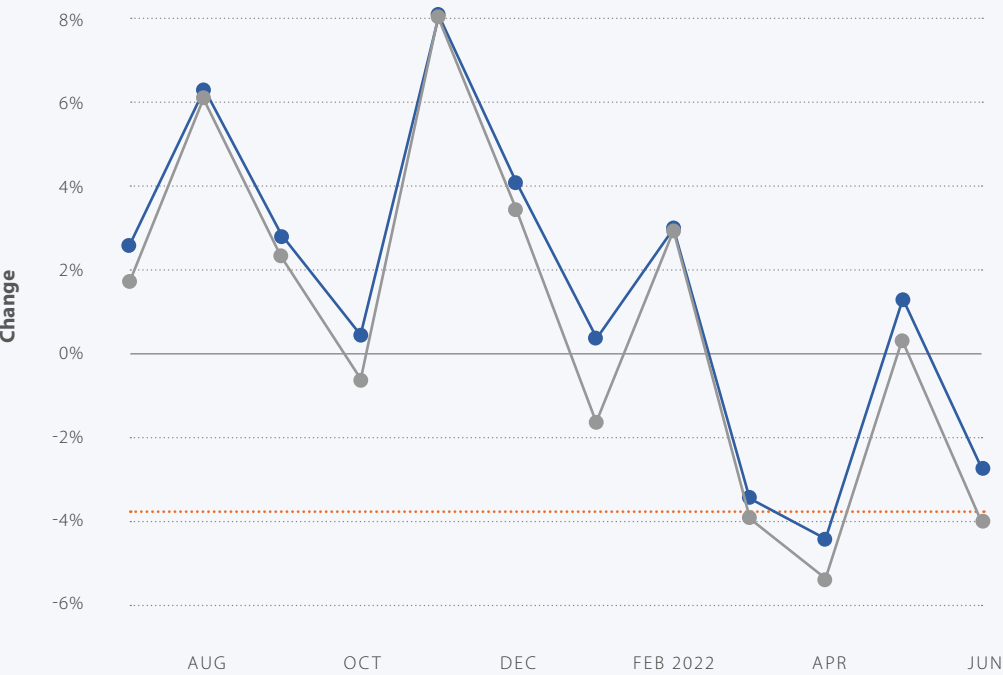
Rx

+ 3.2%

Surgery



Change in Patient Visits (YoY)



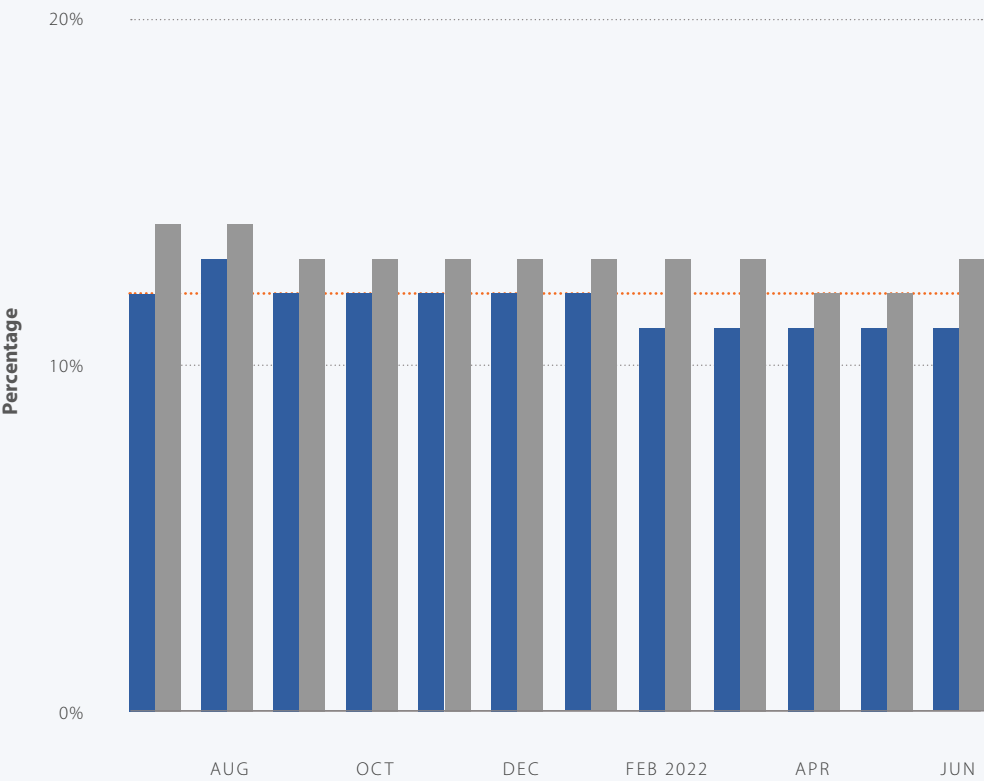
This Month:

- 2.9%
VHMA Practices

- 4.0%
Non-VHMA Practices

- 3.8%
Average Change

Percentage of New Patient Visits



This Month:

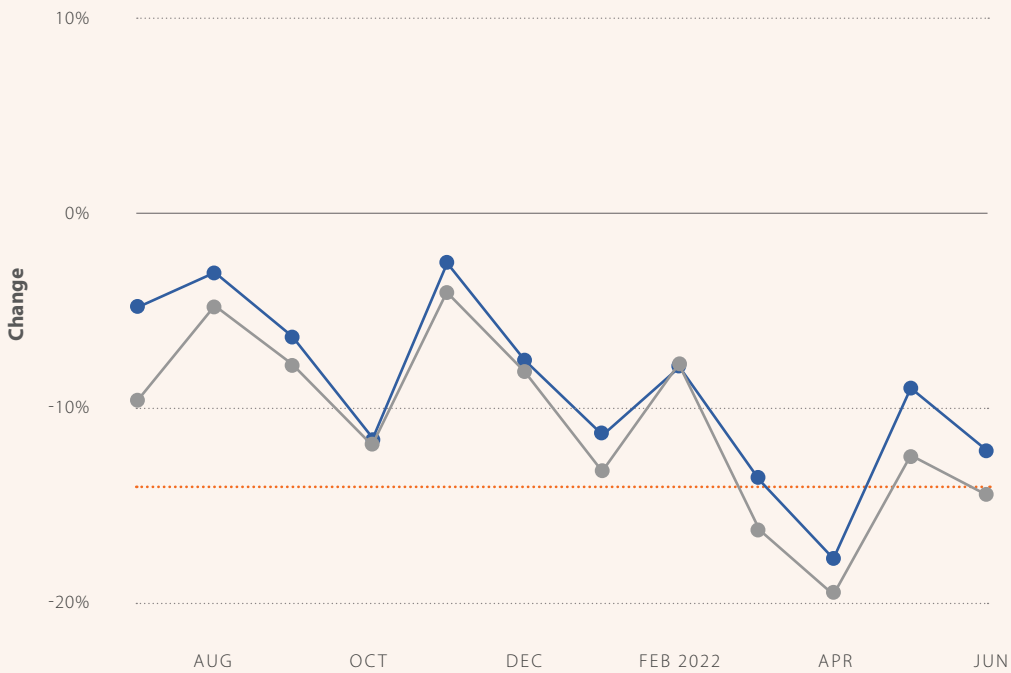
11.0%
VHMA Practices

13.0%
Non-VHMA Practices

12.0%
Average Change



Change in New Clients (YoY)



This Month:

-12.2%

VHMA Practices

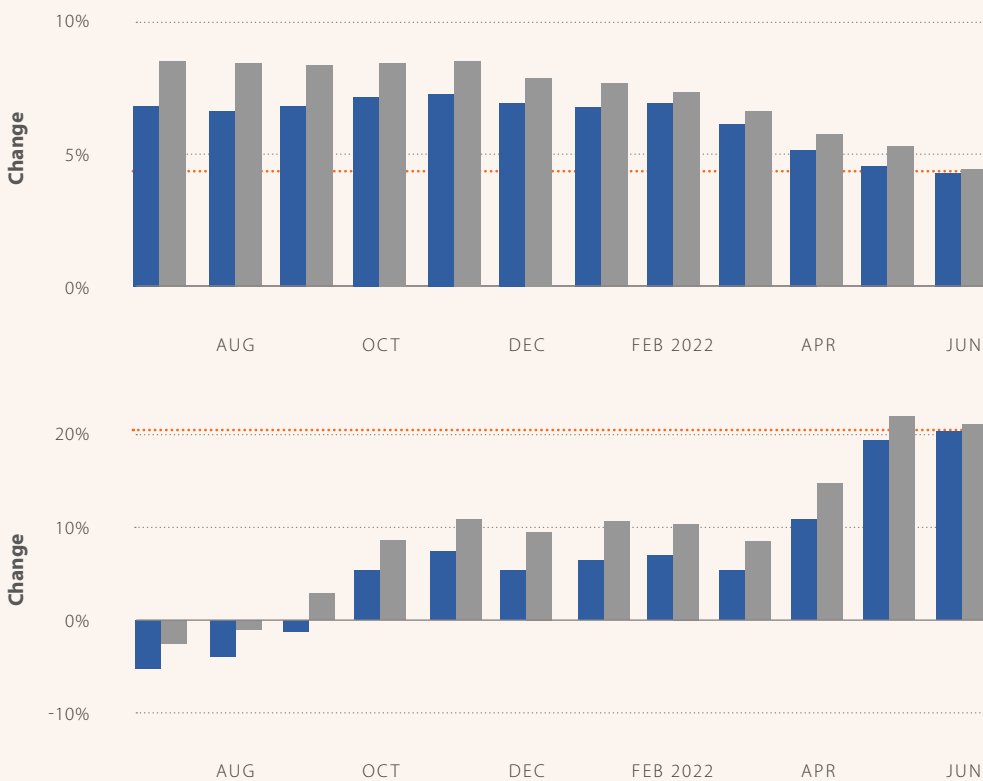
-14.5%

Non-VHMA Practices

-14.3%

Average Change

Change in Patient Count (YoY)



This Month:

Active Patients – Medical service
in the last 18 months

+4.3% VHMA Practices

+4.4% Non-VHMA Practices

+4.4% Average Change

Lapsing Patients – Medical service
in the last 14-17 months

+20.3% VHMA Practices

+20.5% Non-VHMA Practices

+20.4% Average Change