

COVID-19 Industry Impact Tracker from VetSuccess

With data from nearly 2,500 practices, the tracker shows daily invoices and revenue, plus how each day compares to the same day last year on a regional basis and state-by-state basis so you can compare your practice numbers. To download the Tracker, click [here](#).

Here is an example of their weekly summary:

3/23-3/28, 2020 (Monday – Saturday)

Due to COVID-19, stay-at-home orders for US citizens continued last week and veterinary practices certainly felt the impact of them. Overall, VetSuccess data from more than 2500 US veterinary practices showed a significant drop in both revenue and invoices each day of the week.

Revenue

Year over year daily average revenue per practice was down 17% nationwide, compare to being up 3% the previous week. It's interesting to note that larger practices (those with \$1.5 million in gross revenue) were down 20% compared to smaller practices, which were down 13%. Not including home delivery data, pharmacy revenue was up 1.5%, whereas over the counter and diet revenue was down 11% and professional services revenue was down 19%.

Specifically in Georgia, pharmacy revenue was up 8.91%, over the counter and diet revenue was up 4.95%, and professional services revenue was down 10.13%.

Invoices

Year over year daily average invoices per practice were down 19% nationwide, compare to being up 1.5% the previous week. Larger practices were down 20% compared to being essentially flat last week. Smaller practices were down 15%, compared to being up last week. The top 3 states with the most significant change in invoices Year over Year (YoY) were Illinois: down 35.5%; New Jersey, down 30%; and Massachusetts, down 29%