



Oral Health in Healthcare Reform

October 28-29, 2010
Scottsdale, AZ

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Apple Tree Dental

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Oral Healthcare System Reform:
Older Adults and People with Special Needs

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Why should you care about this?

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Deep cuts to adult Medicaid coverage are creating a crisis ...

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Minnesota Dental Association

Safety net video for legislators, 2010

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age•ism

['āj,izəm]

noun

prejudice or discrimination on the basis of a person's age.

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Policy initiatives in Minnesota

- Pay for services that work ... the Limited Adult Benefit set
- Target high risk, costly populations ... the Aged, Blind and Disabled, and Incurred Medical Expenses funding options
- Preserve the safety-net infrastructure ... the Critical Access Providers
- Improve accountability for health outcomes ... Dental Services Advisory Council
- Create a more effective workforce ... the Dental Therapy programs

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How can healthcare be reformed?

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Let's learn from history ... the Mayo Clinic

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Together, they developed a *radically new concept* a team approach ...

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Mayo Practice Philosophy

To practice medicine as an integrated team of compassionate, multi-disciplinary physicians, scientists and allied-health professionals who are focused on the needs of patients from our communities, regions, the nation and the world.

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The Mayo Clinic



- Mayo Clinic is the first and still the largest integrated, not-for-profit group practice in the world.
- Doctors from every medical specialty work together to care for patients, joined by common systems and a philosophy that the needs of the patient come first.
- Today, over 3,000 physicians and scientists and 46,600 allied staff work at Mayo Clinics in Minnesota, Florida and Arizona

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Mayo Values

- “No man is big enough to be independent of others”
- “He loved the truth and sought it out.”
- “The patient’s interest is the only interest to be considered.”
- “There’s no fun like work.”

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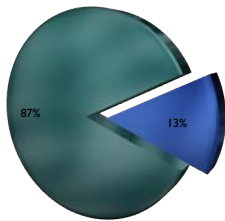
What are our policy goals?

“Access to care is the timely use of personal health services to achieve the best possible health outcomes.”

Institute of Medicine

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National Nursing Home Survey



Dental Care
No Care

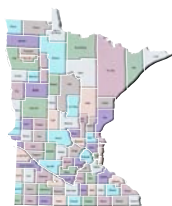
1999 Survey Data, % of residents who had received care by time of discharge.
Note that in 1997, only 9.1% had been billed for dental services in the year.

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We need a new delivery system...

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Oral Healthcare Solutions Project



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**Oral Healthcare Solutions Project
Planning Partners List**

Professional Organizations

- Minnesota Dental Association
- Minnesota Dental Hygienists' Association
- Minnesota Dental Assistants' Association
- Minnesota Association for Community Dentistry
- Minnesota Primary Care Association

Community Clinics and Safety Net Providers

- Apple Tree Dental
- Children's Dental Services
- Community University Health Care Center
- Family Health Care Center
- Peterson and Peterson Family Dental
- Red River Valley Dental Access Project
- West Side Community Health Services

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**Oral Healthcare Solutions Project
Planning Partners List**

Educational Programs

- Century College
- Lake Superior Community College
- Mankato State University
- Minneapolis Community & Technical College
- Normandale Community College
- University of Minnesota, Department of Pediatrics
- University of Minnesota, School of Dentistry

Head Start and Community Action Programs

- Minnesota Head Start Association
- Community Action, Duluth
- Mahabec Community Action, Detroit Lakes
- Ramsey Action Programs Head Start
- Western Community Action Head Start

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**Oral Healthcare Solutions Project
Planning Partners List**

Health Plans

- HealthPartners
- PrimeWest Health System

Advocacy and Local Public Health

- Carver County
- Dakota County
- Legal Services Advocacy Project
- Minneapolis Department of Health and Family Support
- Minnesota Disability Law Center
- Oral Health America Foundation
- Region Nine Development Commission
- Renville County

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**Oral Healthcare Solutions Project
Planning Partners List**

State Agencies

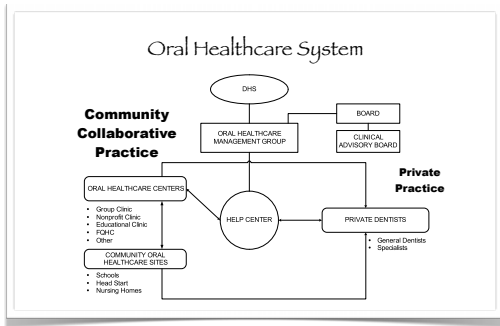
- Minnesota Department of Human Services
- Minnesota Department of Health
- Minnesota Board of Dentistry
- Minnesota Center for Rural Health, Rural Health Resource Center

Others

- Cincinnatus
- MAP for Nonprofits
- Project Management Institute
- OMNI Oral Pharmaceuticals
- Mount Olivet Rolling Acres

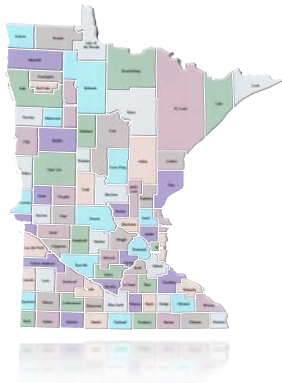
And numerous additional local individuals and national experts!

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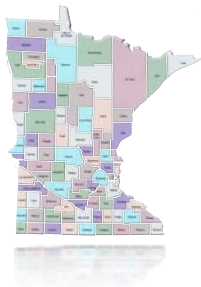
Community Collaborative Practice



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Community Collaborative Practice

Delivering oral health services where people live, work, go to school, or receive other health and social services



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Addresses Policy Problems...



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Underserved People

Often can't access care for lack of...

- Knowledge to seek care before problems arise
- Health status to travel or receive care at traditional clinics
- Financial resources to pay for care

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Community Collaborative Practice

Overcomes these barriers by delivering....

- Early education and prevention before problems arise
- Special care in collaboration with other health, education and social services providers
- Financial resources from the whole community

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How does the model *reduce costs*?

- Provides less costly education, prevention and assessment
- Optimizes the roles of all care providers - dental and medical
- Optimizes the frequency of preventive care, based on risk assessment
- Reduces the use of ineffective treatments
- Reduces downstream medical and transportation costs
- Reduces administrative costs while improving accountability

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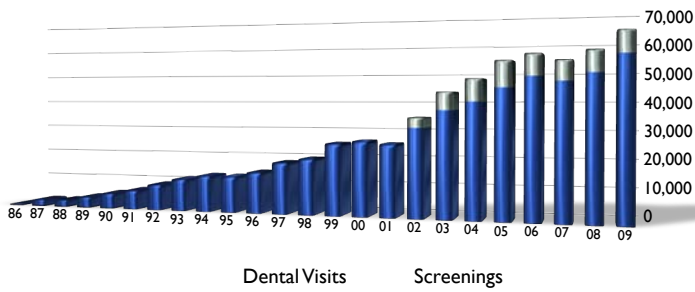
How has it worked at Apple Tree?



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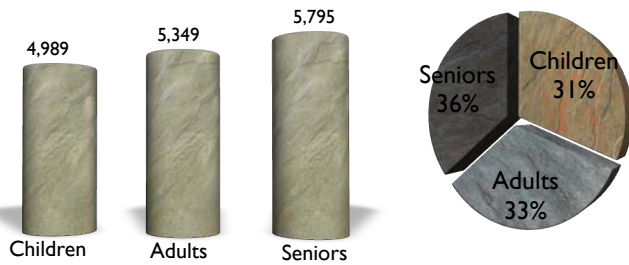
Dental Visits and Screenings

1986 to 2009



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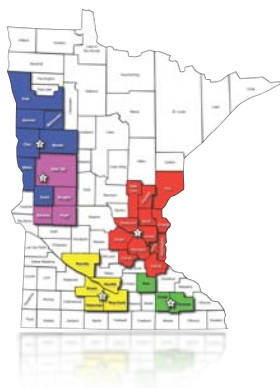
Patient Age Distribution 2009



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Apple Tree's Five Programs

Replications:
North Carolina
Louisiana



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What are the keys to success?

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Nonprofit organizational structure
aligns accountability with mission.

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Apple Tree's mission is to
improve the oral health
of people with special access needs
who face barriers to care.

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A professional staff model builds
essential areas of expertise

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Areas of expertise

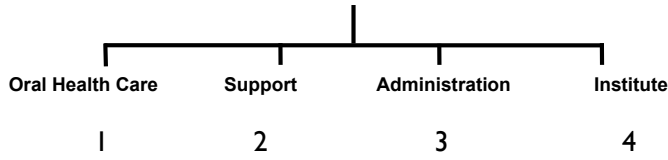
- 👤 Geriatric, pediatric and special care dentistry
- 👤 Fundraising and nonprofit development
- 👤 Educational collaborations and clinical rotations
- 👤 Public policy leadership and legislative action

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Staff



Chief Executive



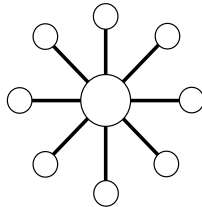
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How is care delivered?

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Hub and Spoke Model



- 📍 Clinic and Operations Center
- 📍 Multiple On-Site Clinics
- 📍 Optimized infrastructure
- 📍 Optimized staffing

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Virtual Dental Home

- 📍 A continuous source of oral health services
- 📍 That provides culturally competent care focused on patients and families
- 📍 Staffed by an interdisciplinary team linked together using tele-health technologies

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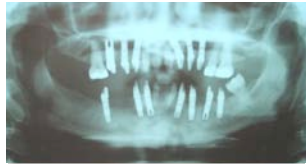
Apple Tree Twin Cities Clinic

Apple Tree Twin Cities Clinic

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Advanced Mobile Dental Offices



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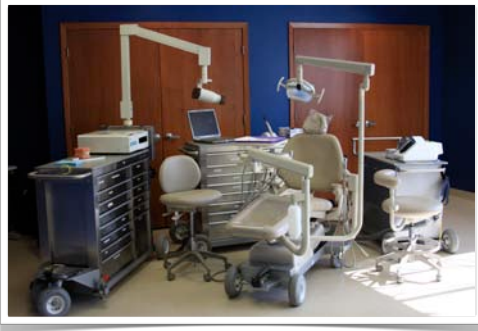
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How do the *Mobile Offices* work?

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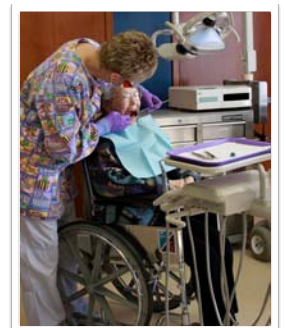
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Why deliver on-site care?

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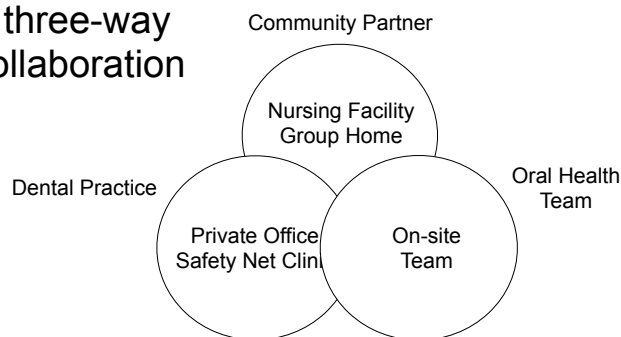
Nonprofit On-Site Care

Proactively delivers....

- Early education and prevention before problems arise
- Special care in a workforce collaboration with help from nurses, teachers and social services providers
- Financial resources from the whole community

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A three-way collaboration



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Services at a nursing facility...

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Elements of Apple Tree's nursing facility program



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An "Oral Health Services Agreement"

Apple Tree Dental

Oral Health Program

- ✓ Oral Health Team Roles
- ✓ Community Partner Roles
- ✓ Space Agreement
- ✓ Records
- ✓ Regulatory Compliance
- ✓ Liability
- ✓ ...Miscellaneous



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Oral Health Team Roles



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The Dental Director

- Functions like a Medical or Pharmacy Director
- Assures that every *child, adult or elder* receives oral health care
- Collaborates with an Oral Health Practitioner who is the front-line on-site clinician.
- Helps facilitate existing dentist-patient relationships

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The Oral Health Practitioner



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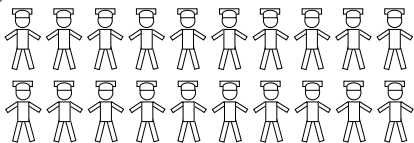
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I. Oral Health Education

Nursing Home

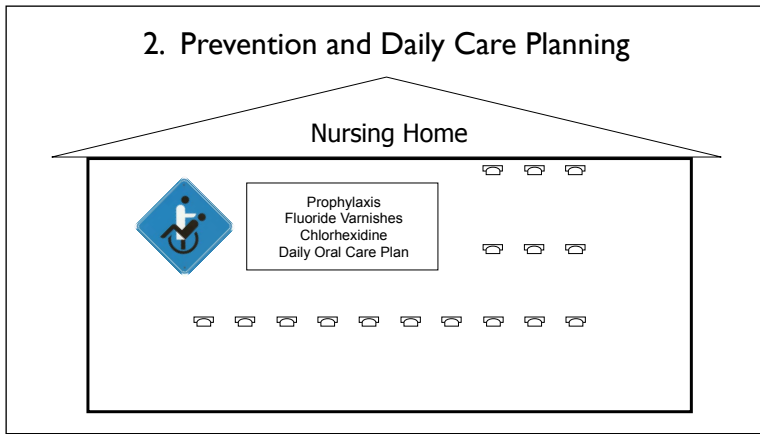


Oral Health Practitioner (RDH) educates elders and caregivers at **Admission, Re-admission, and Annually**



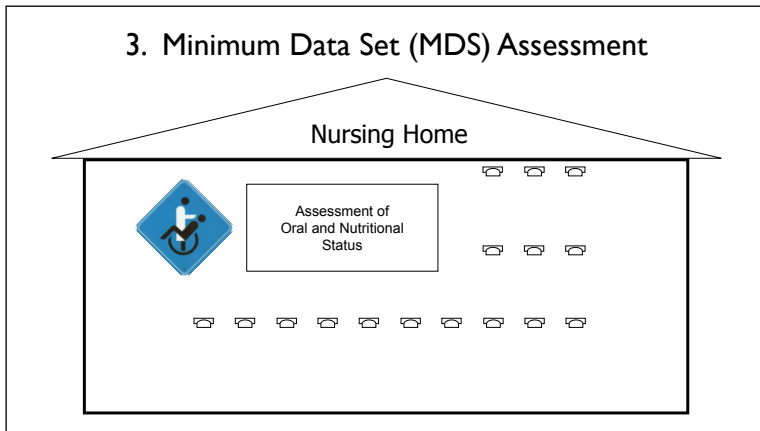
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2. Prevention and Daily Care Planning



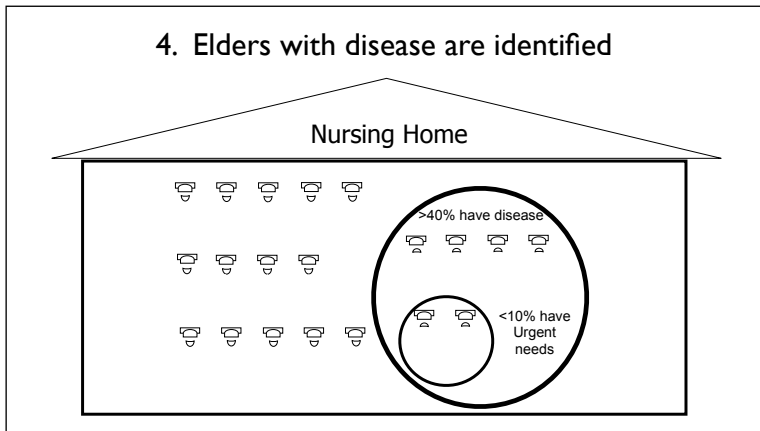
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3. Minimum Data Set (MDS) Assessment



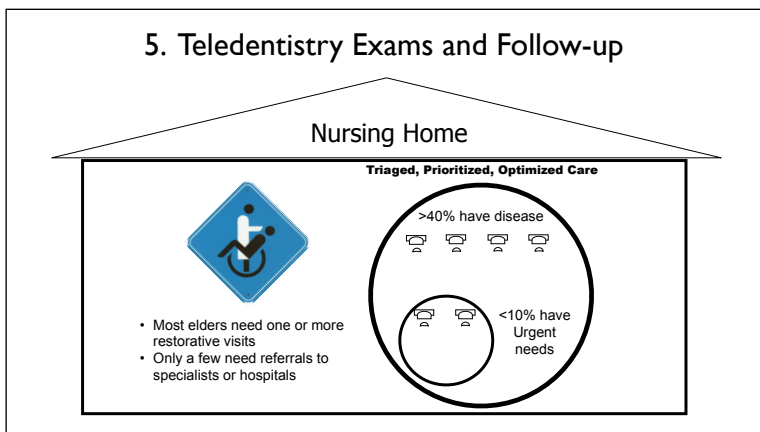
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4. Elders with disease are identified



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5. Teledentistry Exams and Follow-up



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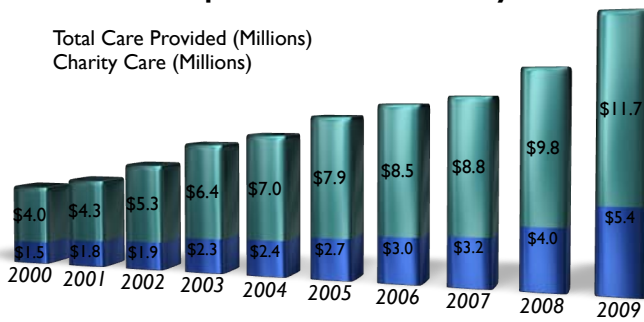


How is Apple Tree sustained?

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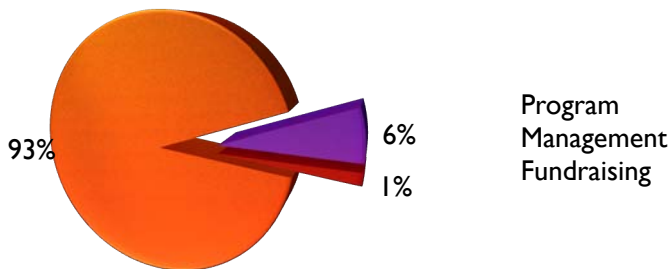
Uncompensated Charity Care

Total Care Provided (Millions)
Charity Care (Millions)



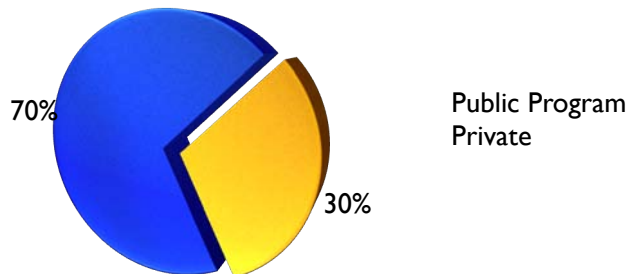
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Apple Tree Expenses



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Public - Private Mix



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Potential advantages...

- 💡 Nonprofit staff model delivers care at about half of traditional costs.
- 💡 On-site delivery costs only about 1/3 as much as medical transportation, staff time and family time required in traditional models
- 💡 Fundraising and earned revenues support providing 100% access without financial, age or health status discrimination
- 💡 Collaborative practice provides more timely care, more effective on-site education and prevention services, and better overall care-coordination than is achieved in traditional models

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More Information....

www.appletreedental.org

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