

# **FLUORIDE VARNISH IMPROVES THE FINANCIAL VIABILITY OF A SCHOOL- BASED SEALANT PROGRAM**

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# Statewide Oral Health Survey

- Conducted by the Massachusetts Department of Public Health
  - Office of Oral Health
- Conducted in the year 2003

# 2003 Statewide Oral Health Survey

***Boston Children have  
Poorer Oral Health than  
the State-Wide Average***

# Survey Results

- **27% of Massachusetts third graders had untreated decay**
- **43% of Boston third graders had untreated decay**

## Compared with the statewide average Boston's children have...

- 16% greater untreated decay
- 16% greater history of disease
- 17% less sealants placed
- 5% greater need for urgent treatment

# Boston Sealant Program Smart Smiles- Inception: 2004



In Boston Public Schools

# Smart Smiles Partners

- Boston Public Health Commission
- Boston University
- Delta Dental of Massachusetts
- Forsyth School for Dental Hygienists
- Harvard University
- Massachusetts Department of Public Health
- Tufts University



# Smart Smiles Program

- **Focus on Second & Third Grades**
- **Components Include**
  - **Education**
  - **Screenings**
  - **Sealant Placement**
  - **Fluoride Varnish**

# Program in Action



# Program Expansion

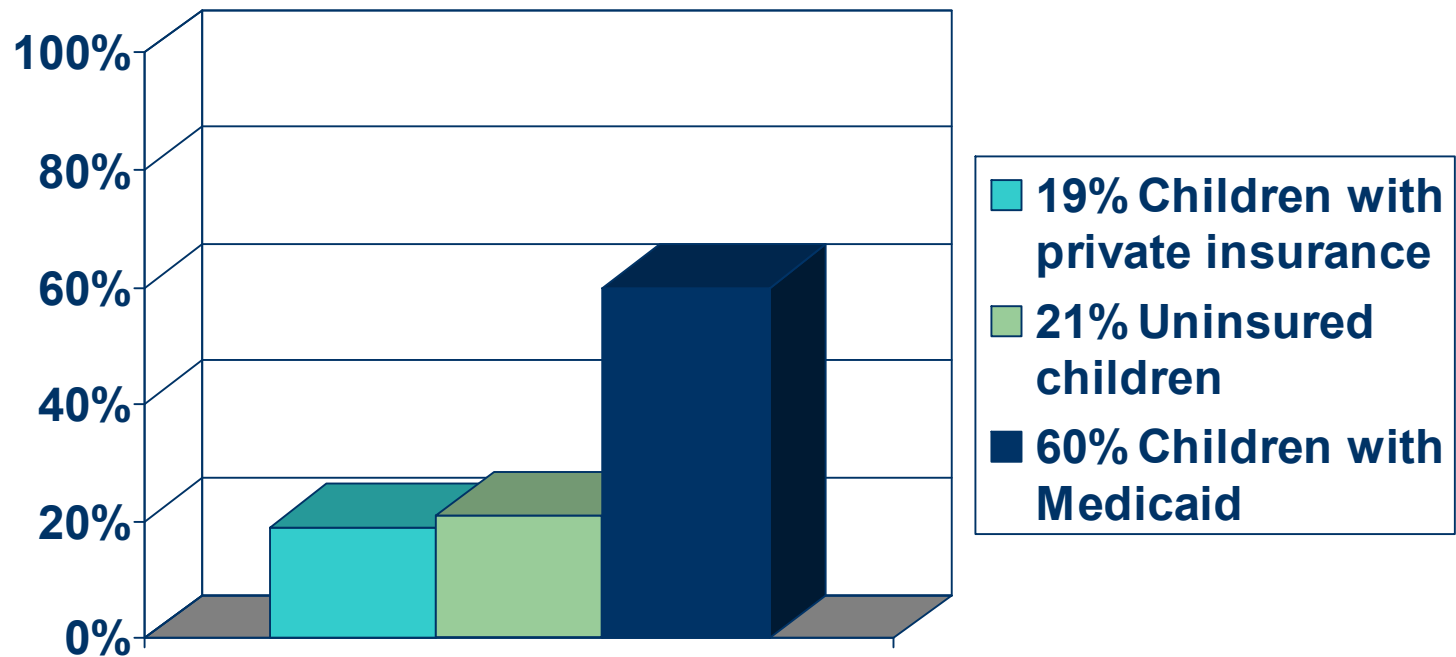


- **Y1 -2004-2005**                      **20 Elementary Schools**
- **Y2 -2005-2006**                      **48 Elementary Schools**
- **Y3 -2006-2007**                      **59 Elementary Schools**

# Population Served

***82% of the Boston Public Schools' second and third grade families in our program are eligible for the free and reduced lunch program***

# Insurance Status



# Evidence Based

**Based on the study by Dr. Jane Weintraub:  
Efficacy in Preventing Early Childhood  
Caries**

**Fluoride Varnish Applications were  
introduced in Y-2**

# Cost of Fluoride Varnish in 2005-2006

<b>Number of FVs applied</b>	<b>1178</b>
<b>Cost of one FV application (Materials &amp; Labor)</b>	<b>X \$2.70 Application</b>
<b>Total cost of FVs applied</b>	<b>\$3,180</b>

# Potential Revenue for FV Applications

<b>Number of FVs billable to insurance (79%)</b>	<b>931</b>
<b>Medicaid fee</b>	<b>X \$20.70/FV Application</b>
<b>Billable Income</b>	<b>\$19,264</b>
<b>Minus cost of FV (100%)</b>	<b>- \$ 3,180</b>
<b>Billable income potential</b>	
<b>Net revenue</b>	<b>\$16, 084</b>



# Potential Revenue with FV applications

<b>Fluoride Varnish- one application a year</b>	<b>Net Revenue \$16,084</b>
<b>Fluoride Varnish- two applications a year</b>	<b>Net Revenue \$32,168</b>

# Fluoride Varnish Applications

- **Takes only 1-2 minutes to apply**
- **Nets \$18.00 an application**
- **Enhances Financial Viability of Sealant Program so that we may work towards a self sustaining program**

# Fluoride Varnish

## WIN-WIN SITUATION

***FV not only improves financial viability of our Smart Smiles program  
but most importantly prevents tooth decay in our Boston Public Schools' Children***



Smart Smiles

In Boston Public Schools

**Thank You!**