



WE'RE NOT GETTING ANY YOUNGER
INCREASING ORAL HEALTH AWARENESS AND ACCESS
FOR ELDERLY AND SPECIAL POPULATIONS

NATIONAL ORAL HEALTH CONFERENCE
APRIL 30, 2012

LET'S STRETCH FOR 20 SECONDS....

Take Out Your False
Teeth Daddy...

Margie Day





Dr. Michael Helgeson
Chief Executive Officer



APPLE TREE DENTAL

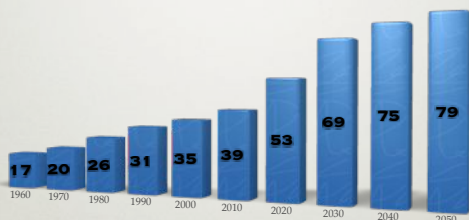
mhelgeson@appletreedental.org

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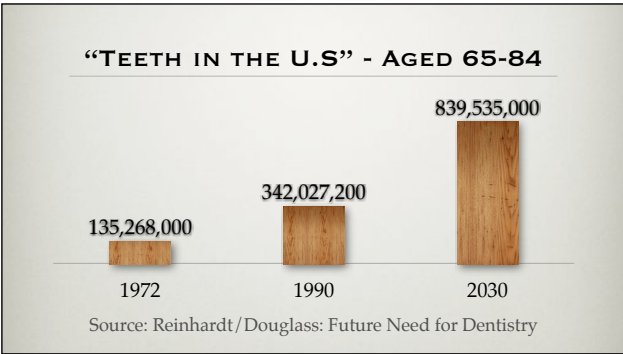
WE'RE GETTING OLDER...

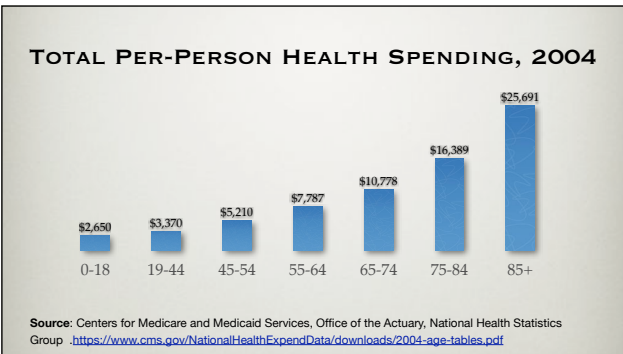
A TSUNAMI IS COMING...

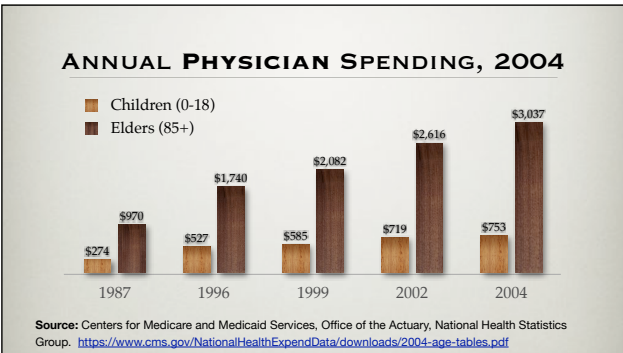
GROWTH OF ELDERLY (IN MILLIONS)

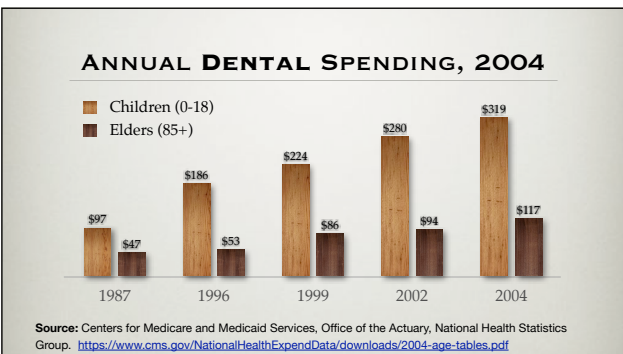












NOT ENOUGH HEALTH SPENDING?

- U.S. spends more per-capita on health care than any other nation. It's not even close.
- So the U.S. already has more money to spend on health care than any other nation in the world.
- So the problem is NOT that the U.S. has a scarcity of money available for health care.

SO WHAT IS THE PROBLEM?

We need a health system that is accountable for:

1. Improving health care delivery (with equity for all)
2. Improving health outcomes (health and patient satisfaction)
3. Optimizing the *value of health care spending* across the entire lifespan, as described by Michael Porter and Paul Glassman

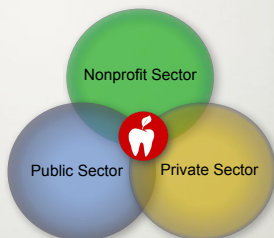
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SUCCESSFUL PUBLIC-PRIVATE-NONPROFIT COLLABORATIONS



“NONPROFIT HAT”

FORMING SUSTAINABLE PARTNERSHIPS



THE NONPROFIT SECTOR...

- Employs about 9% of the American workforce and produces about 5% of our Gross Domestic Product.
- Includes some dental professional schools, community health centers and hospital based dental clinics.
- However, there are very few *independent*, nonprofit, staff model, group dental practices like Apple Tree.

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APPLE TREE HISTORY



APPLE TREE DENTAL



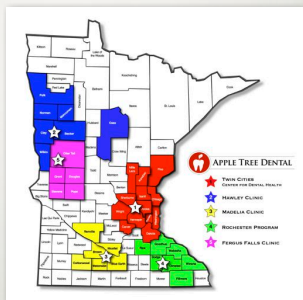
CELEBRATING 25 YEARS: 1985 - 2010

APPLE TREE IS....

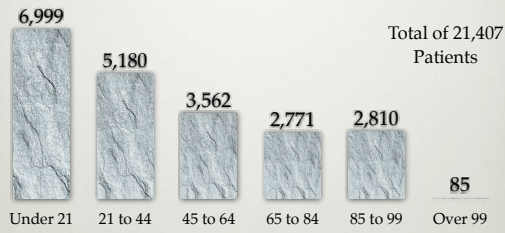
- an *independent, nonprofit, staff model, group dental practice*
- inspired by the Mayo Clinic, which is a leading *independent, nonprofit, staff model, group medical practice*
- we create year-round, "Virtual Dental Homes" for underserved population groups of all ages living in urban and rural areas in Minnesota

Apple Tree Serves...

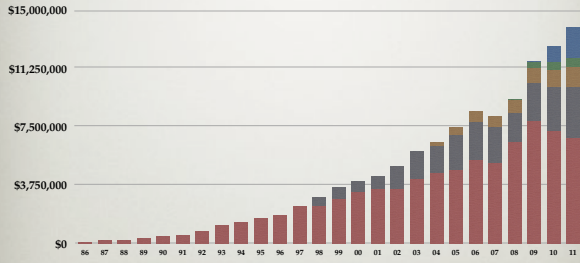
- Low income children and their families
- Adults with disabilities
- Seniors and elders in long-term care



AGE DISTRIBUTION, 2011



Dental Care and Oral Health Value



WE DESIGN OUR PROGRAMS TO BE...

- Proactive and patient centered
- Focused on prevention and outcomes
- Geographically distributed
- Collaborative and interdisciplinary
- Tele-health enabled

* We are actively collaborating with Dr. Paul Glassman and the Pacific Center for Special Care's "Virtual Dental Home" project.

COMMUNITY COLLABORATIVE PRACTICE



THREE-WAY COLLABORATIONS



PROACTIVE VS. PASSIVE

proactive |prɒ'aktiv|

adjective

Creating or controlling a situation by causing something to happen rather than responding to it after it has happened : *be proactive in identifying and preventing mouth infections.*

BIG DOOR

On-site Oral Health Teams

- Education
- Preventive Care
- Health Assessment
- Triage Referrals



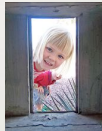
- School
- Head Start
- Nursing Facility

On-site Dental Care Teams

- Diagnosis
- Treatment Planning
- Restorative Care
- Surgical Care



LITTLE DOOR



- On-site Dental Care Team
- Refer to private offices, safety net clinics, or Apple Tree's clinic

Both on-site Oral Health and Dental Care Teams are deployed



Dental Clinic
&
Operations Center



Apple Tree Center for Dental Health

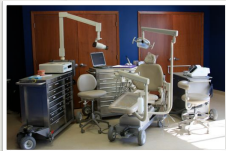




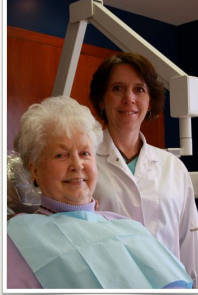
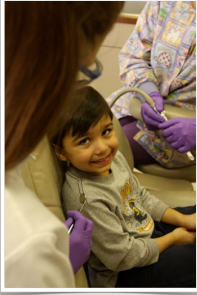




On-site Dental Care Teams



DDS
DA



ORAL HEALTH TEAM ROLES

140 Staff Members
in 2011



ADVANCED DENTAL THERAPISTS

- Joined our teams in 2011
- They are being integrated into our interdisciplinary staff model
- Quality of care is assured using collaborative management agreements - "CMA's"





Jodi Hager, RDH, ADT and Heather Luebben, RDH, ADT

JODI HAGER, RDH, ADT

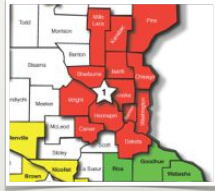
- Works at Apple Tree's hospital based Madelia Clinic located in rural southern Minnesota
- And provides on-site care at Madelia Public Schools, which serve a Hispanic population



[3] Madelia Clinic

HEATHER LUEBBEN, RDH, ADT

- Works at Apple Tree's Twin Cities Center for Dental Health
- And also on-site at area Head Start Centers



[1] Twin Cities Clinic

SCHOOL BASED PROGRAMS

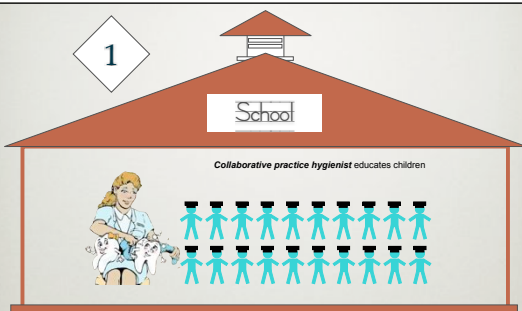


THE LEARNING CENTER

- A school for children living in homeless shelters
- Located in downtown Minneapolis

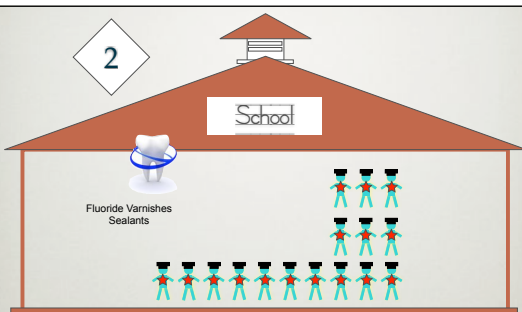


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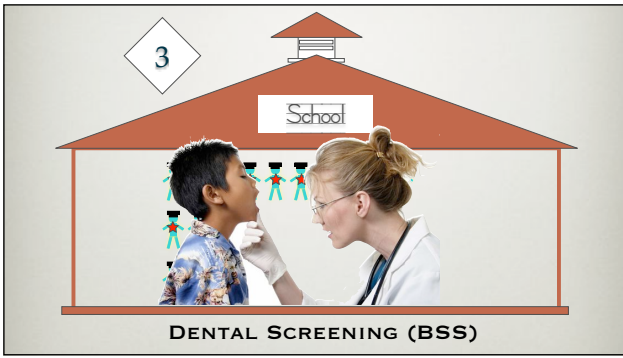


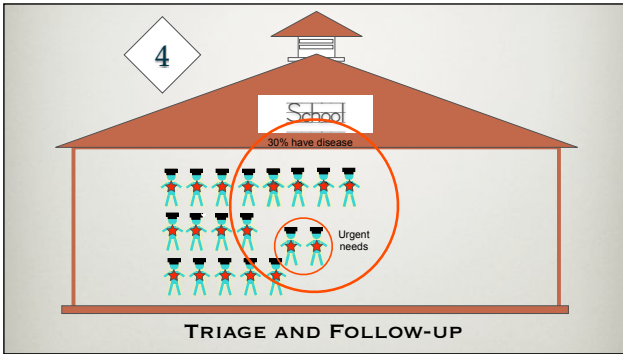
ORAL HEALTH EDUCATION

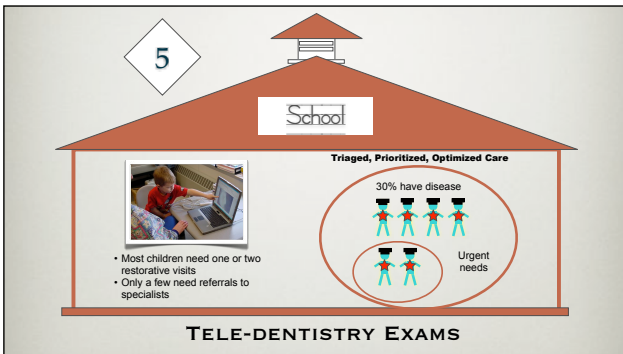
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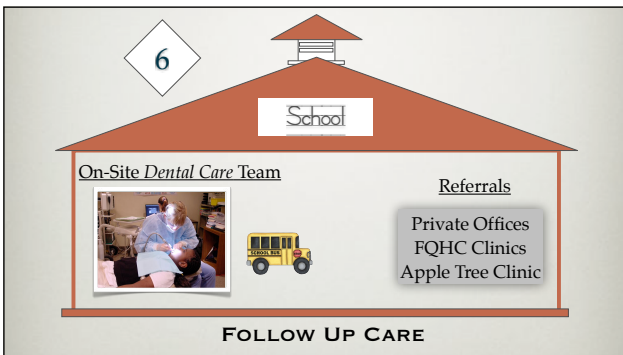


PREVENTIVE CARE









VIRTUAL DENTAL HOME BENEFITS

- Diversification of patients, public and private payers, and donors creates sustainable funding streams.
- A new workforce and delivery system model is able to substantially lower the total cost of care over the lifespan.
- A nonprofit accountable to its mission is able to end discriminatory practices related to the age, health status, ethnicity or income in both urban and rural settings.

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“NONPROFIT HAT” SUCCESSSES

STATE SUCCESSES...

- In 2003 a Mayo Clinic Geriatrician, Dr. Sarah Crane having seen nursing facility residents hospitalized at Mayo for lack of on-site dental care - led a two year effort, funded by the Mayo Clinic Foundation as well as public and private donors to establish a new Apple Tree program in Rochester.
- Today, that program delivers care to frail elders and adults living in group homes as well as to low income children and families in the region.

STATE SUCCESSES...

- In 2001, we collaborated with the **Minnesota Dental Association** and others to develop the **Critical Access Dental Provider Program**, the single most significant legislation expanding access to dental care since the turn of the century, sustaining and expanding the safety net.
- We catalyzed a partnership between the **Minnesota Dental Association**, **Minnesota Dental Hygienists' Association** and the **Minnesota Head Start Association** that improved Head Start program results statewide.

NATIONAL SUCCESSES...

- Apple Tree has partnered with individual leaders and oral health coalitions in many states (even Canada)
- Collaboration has triggered replication programs in North Carolina and Louisiana, and informed planning efforts in Kansas, Florida, and California.
- We've actively contributed to educational and research projects with RWJF, Kellogg, IOM, NQF, AHCA, and others.



“DENTISTRY HAT” SUCCESSSES



ADA: NATIONAL ELDERCARE ADVISORY COMMITTEE

ADVANCING GERIATRIC AND SPECIAL CARE DENTISTRY

BARBARA J. SMITH
PHD, RDH, MPH

MANAGER
GERIATRIC & SPECIAL NEEDS
POPULATIONS
AMERICAN DENTAL ASSOCIATION



OUR GOALS ARE TO ...

- Improve elder oral health outcomes by building national coalitions and promoting legislative and regulatory reform
- Enable elders and/or their caregivers to be good stewards and advocates for oral health, including preventing and managing disease

OUR GOALS ARE TO ...

- Equip dentists with the funding, education and delivery systems necessary to meet the needs of the elderly
- Build and transfer the knowledge base needed to improve the oral health of elders

NATIONAL COALITION CONSENSUS CONFERENCE

The Conference included:

- Professional dental associations
- General health organizations
- Consumer advocacy groups
- Policy makers

Shape the future of
oral health in America.



National Coalition Consensus Conference:
Oral Health of Vulnerable Older Adults and Persons with Disabilities
November 18, 2010 • Washington, DC

TO EQUIP DENTISTS WITH FUNDING ...

Developing resources on
Incurred Medical Expenses

- Dental professionals
- Residents and Families
- County Case-Workers

http://edocket.access.gpo.gov/cfr_2004/octqtr/pdf/42cfr435.725.pdf



“PUBLIC HEALTH HAT”
SUCCESSSES

THE HEALTHY AGING COMMITTEE

Has developed a
Logic Model



THE HEALTHY AGING COMMITTEE

Is working on
Best Practices



THANK YOU