Health Care Reform: Where Do We Go From Here?

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Uncharted Water
What We Know...

- ACA will be implemented
- Not all parties agree
- States and stakeholders will be affected differently
How Will Health Care Reform Affect WV?

- WV Medicaid
- Oral Health Consumers
- Dental Providers
- Insurers / Payers
- State Oral Health Program
West Virginia Medicaid

- Cost associated with expansion
  - Potentially add up to 170,000 new clients
  - Estimated that States will spend $63 million from 2013 – 2023
Oral Health Consumers

- Issues:
  - Benefit Confusion
  - Access to Care
Benefit Confusion

Dental insurance plans include a wide variety of coverage

Recent Consumer Survey Results

- Nearly one third (31%) do not know what their deductible is
- 43% believe their dental insurance only covers “some” or “a few” of their needs
- The vast majority (79%) say their dental insurance covers preventive services; 1 in 5 say “no” or “don’t know”
Oral Health Consumers

- Additional Benefit Confusion
  - Uncertainty of what Marketplace or Exchange really is or how it works
  - Enrollment complications
Oral Health Consumers

- Access to Care
  - Workforce
  - Aging Workforce
  - Distribution of Dentists
  - Insurance Acceptance
Oral Health Consumers

- Access to Care
- Workforce

Retirement Plans (Dentists)

- Retire / Leave <1 year
- Retire / Leave 1-5 years
- Retire / Leave 6-10 years
- Reduce Hours Next 5 years
- No Plans to Retire / Leave Next 10 Years
- Blank
## Oral Health Consumers

- **Access to Care**
  - Distribution of Dentists

<table>
<thead>
<tr>
<th>Current Practice Area</th>
<th>%</th>
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<tbody>
<tr>
<td>General Dentistry</td>
<td>67%</td>
</tr>
<tr>
<td>Dental Public Health</td>
<td>2%</td>
</tr>
<tr>
<td>Orthodontics</td>
<td>6%</td>
</tr>
<tr>
<td>Educator / Academic</td>
<td>2%</td>
</tr>
<tr>
<td>Oral / Maxillofacial Surgery</td>
<td>6%</td>
</tr>
<tr>
<td>Prosthodontics</td>
<td>1%</td>
</tr>
<tr>
<td>Pediatric Dentistry</td>
<td>3%</td>
</tr>
<tr>
<td>Other</td>
<td>1%</td>
</tr>
<tr>
<td>Endodontics</td>
<td>3%</td>
</tr>
<tr>
<td>Oral / Maxillofacial Radiology</td>
<td>0%</td>
</tr>
<tr>
<td>Periodontics</td>
<td>2%</td>
</tr>
<tr>
<td>Blank</td>
<td>7%</td>
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</table>
Oral Health Consumers

- Access to Care
  - Insurance Acceptance
    - Currently only 32% of dentists accept Adult Medicaid for Emergencies
Dental Providers

- Issues:
  - Practice Management
  - Profitability
Dental Providers

- Practice Management
  - Influx of new Medicaid patients
  - Broken appointments
Dental Providers

- **Profitability**
  - Decreased profit
  - Increased overhead
  - Reimbursement

![Diagram showing the flow from Increased Medicaid Patients to Decreased Access to Care](image-url)
Insurers / Payers
Issues:

- Drastic impact on State Oral Health Programs (SOHP)
  - Current barriers will be magnified
State Leadership: What does it mean?

- Open Mindedness
- Collaboration
- Creativity
- Education
- Opportunity
- Leadership
- Involvement
- Flexibility
What Can SOHP’s Do?

- LEAD
- Be Informed
- Listen
- Build Relationships
- Be Flexible
Suggestions for SOHP’s

- Work with care navigators to ensure consumers understand the benefits being offered
- Work with Medicaid and providers to ensure system in place to assure fair reimbursement
- Work with stakeholders to incorporate case management/care coordination into State programs
- Don’t fear the unknown

“Listen to what you know instead of what you fear”

- Richard Bach
Take home message

- Strong State leadership is a MUST
- Embrace the challenge
- You are not alone
Thank you

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