

THE
PEW
CHARITABLE TRUSTS

Expanding the Dental Team: Case Studies of Providers in Practice

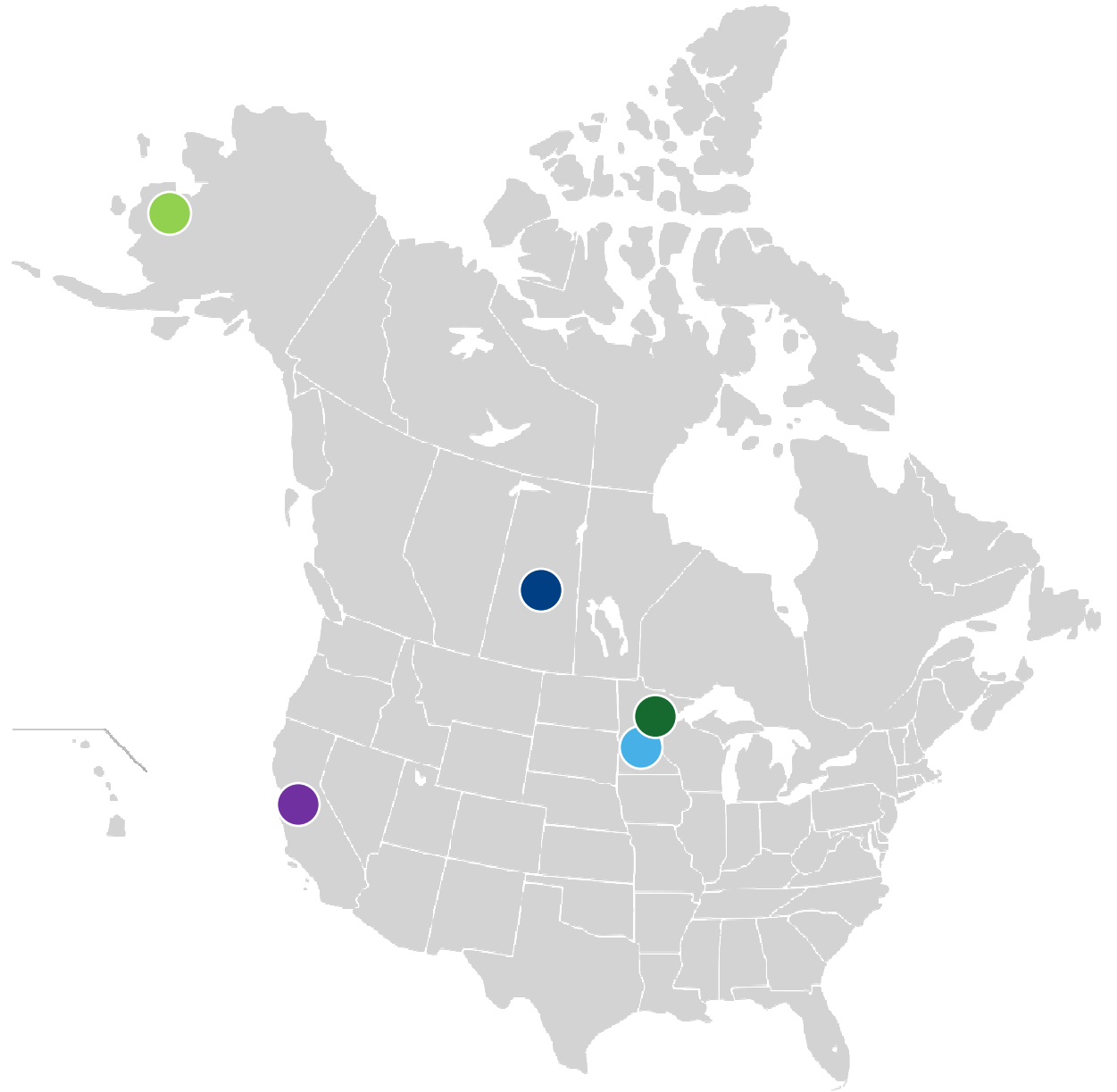
Jane Koppelman, Research Director
Pew Children's Dental Campaign
National Oral Health Conference
April 28, 2014

Our Mission:

The Pew Children's Dental Campaign strives for cost-effective policies that will mean millions more children get the basic dental care they need to grow, learn and lead healthy lives.



Five Clinical Settings



Research Areas

1. Clinical integration
2. Improving Access to Underserved
3. Financial Impact

Slide 4

NM10

On notes below, is there a need to point out the Lower 48?

Nate Myszka, 4/14/2014

Increased access to
care?

Yes

Added net revenue?

Yes

Dentists performing more
complex procedures?


Yes



1

Main Street Dental Care (Minnesota)

Main Street Dental Care (Minnesota)



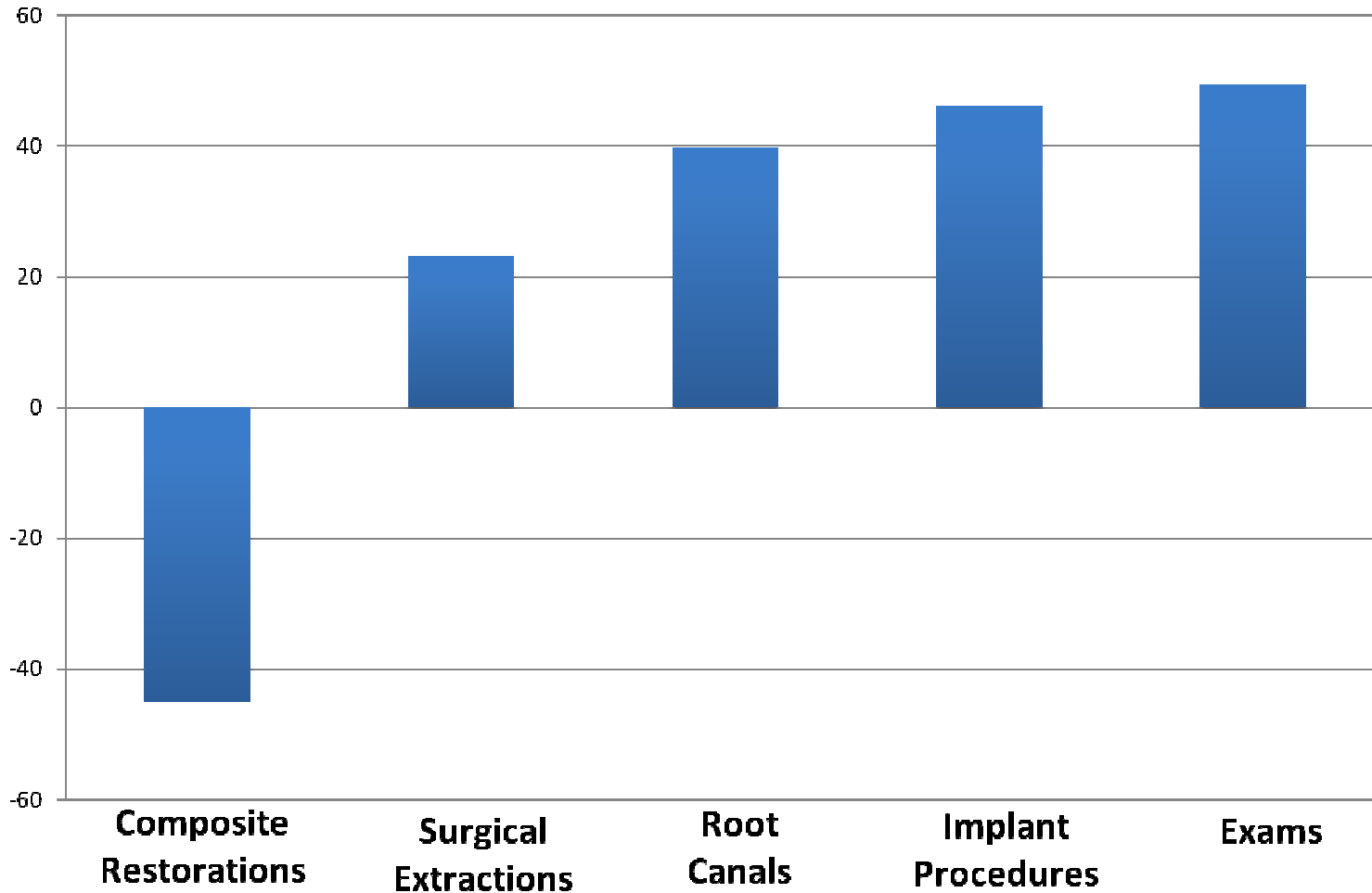
A photograph of a dental procedure in progress. A dentist in a blue lab coat and mask is focused on a patient's teeth. An assistant in a blue lab coat and mask is also visible, working on the patient. The patient is reclined in a dental chair, and the scene is brightly lit with clinical equipment visible in the background.

Patients seen:	241
Procedure volume:	972
Total cost of employment:	\$90,700
Total billings:	\$156,000



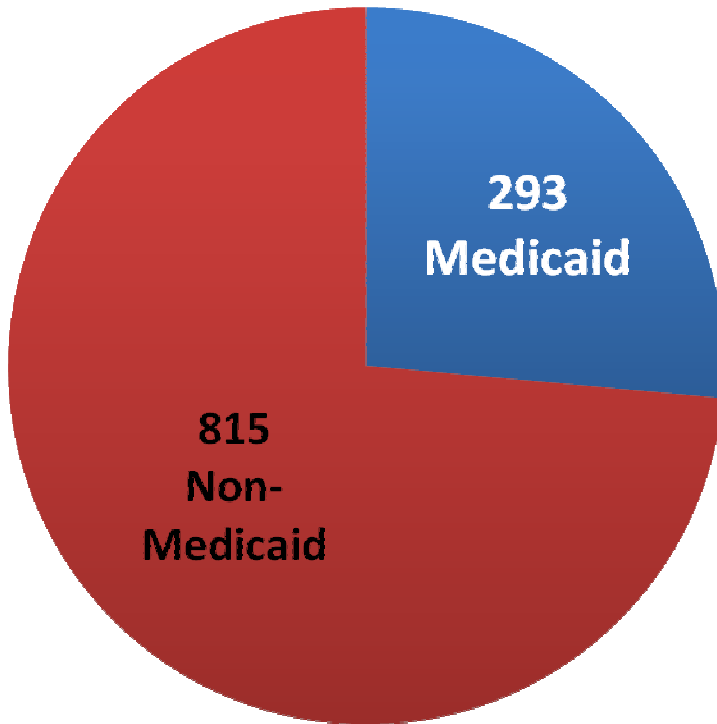
Main Street Dental Care (Minnesota)

Percentage Change in Dr. Powers's Procedures from 2011 to 2012

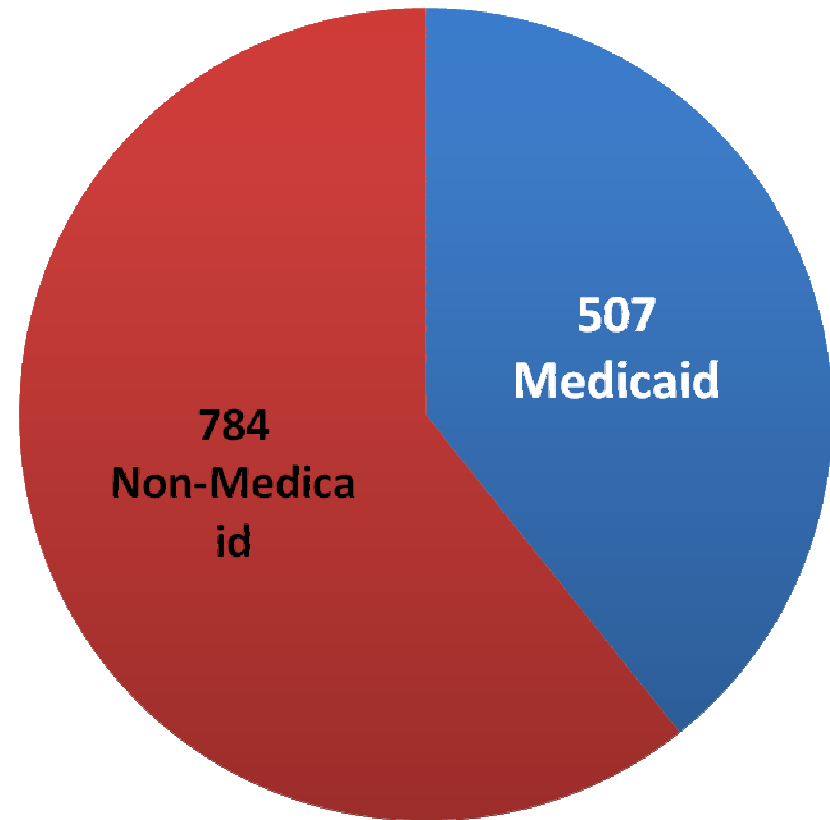


Main Street Dental Care (Minnesota)

2011 (1,108 total patients)



2012 (1,291 total patients)



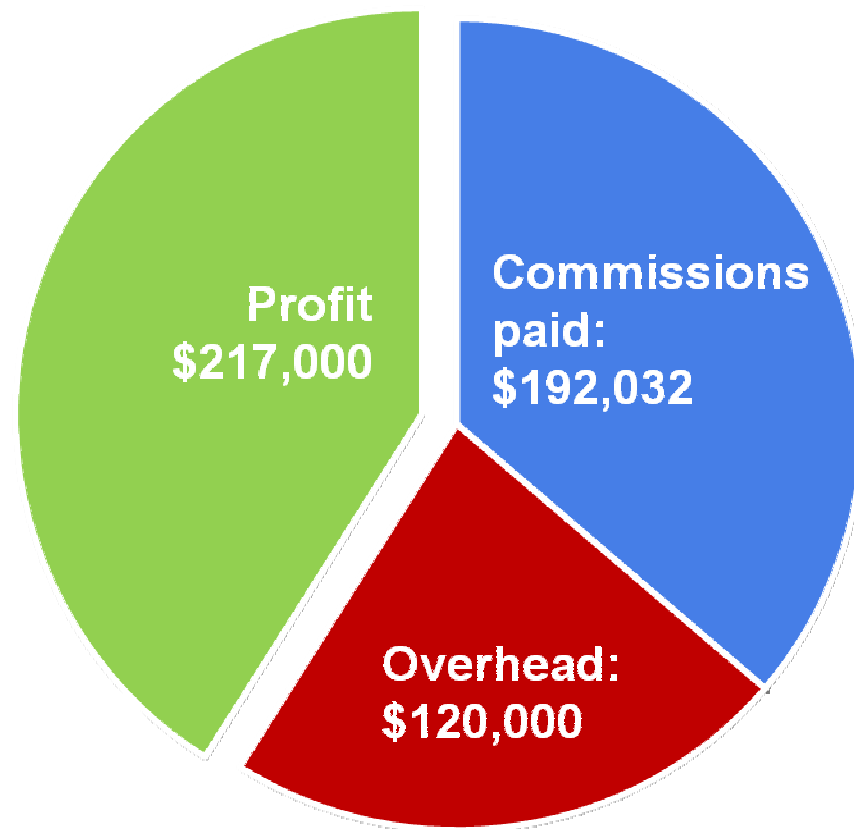


2

**Battlefords Dental Group
(Saskatchewan)**

Battlefords Dental Group (Saskatchewan)

Total Therapy
Collections in 2012:
\$529,000



Norton Sound Health Corporation

3

**Dental Health Aide Therapists
(Alaska)**



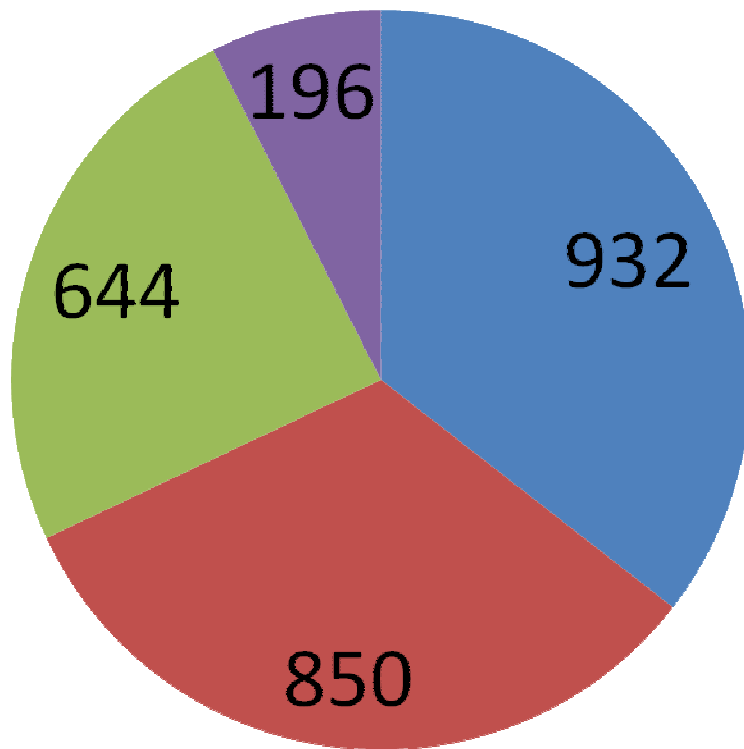
Patients:	637
Procedures:	2622

Patients:	715
Procedures:	4,734

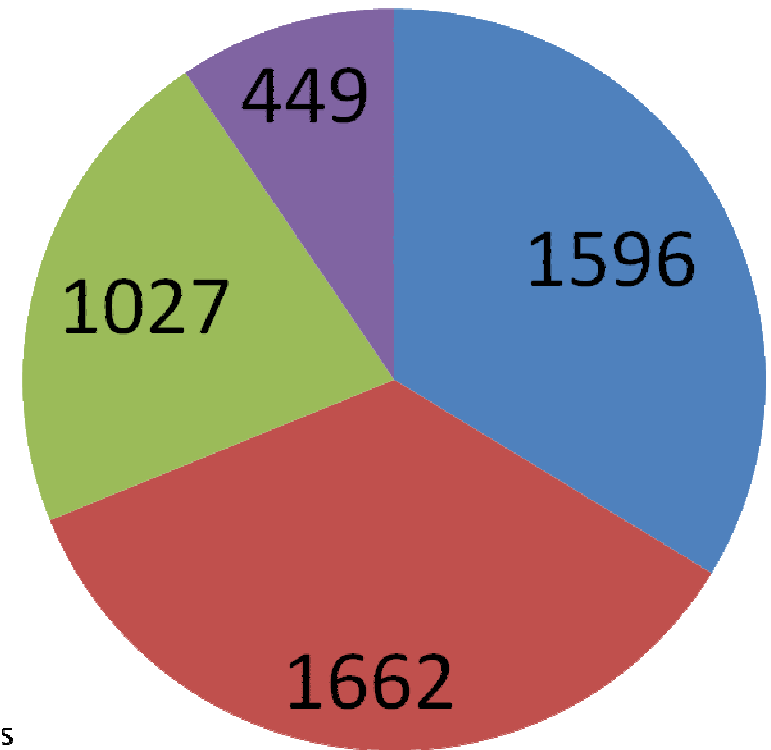


Procedure Mix: 2012

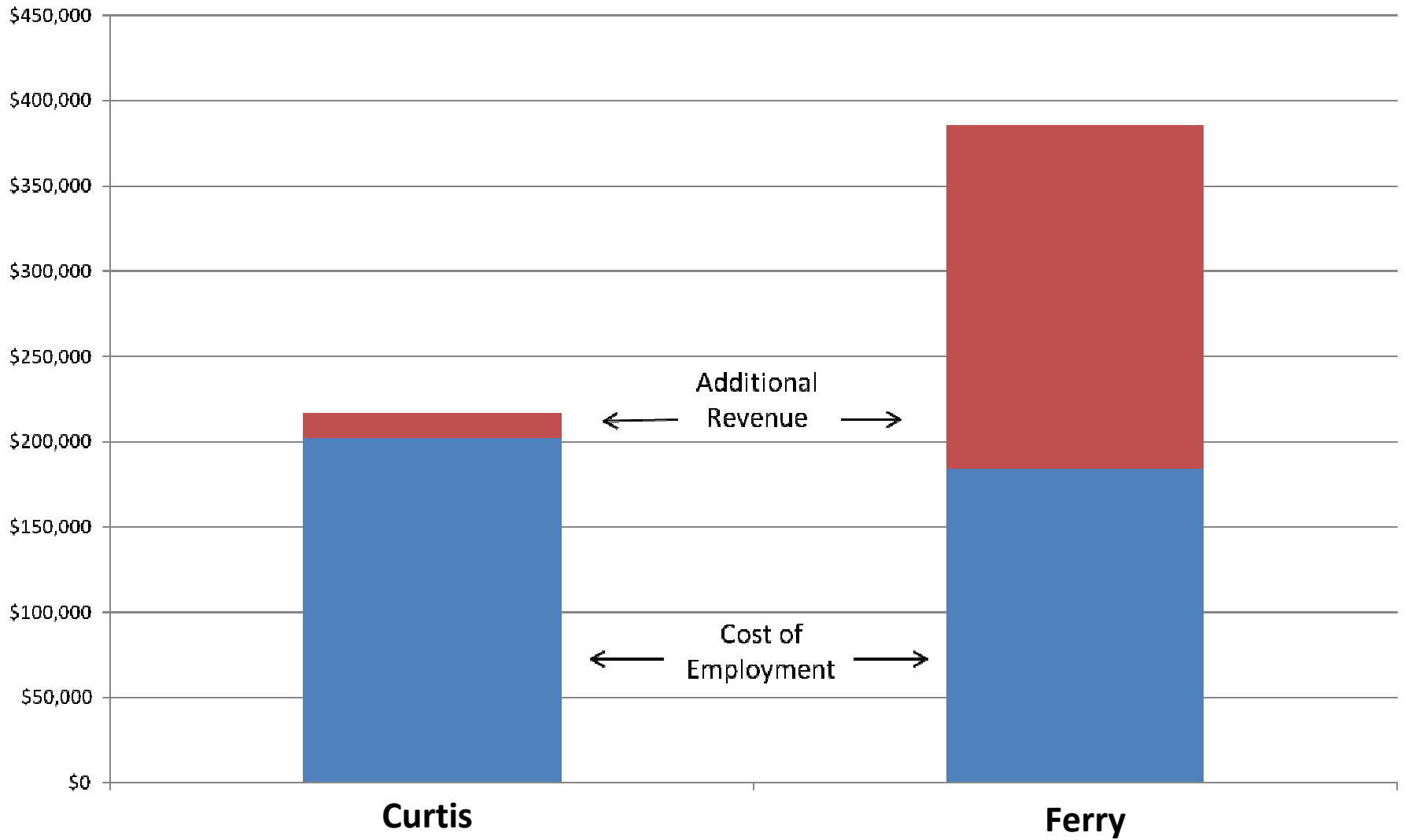
DHAT Curtis



DHAT Ferry



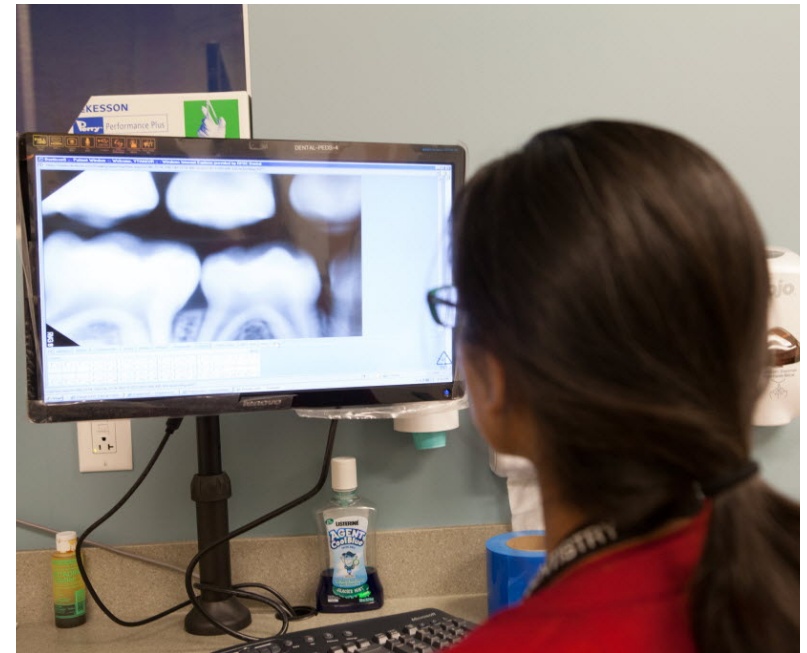
- Diagnostic
- Preventative
- Restorative
- Other Procedures





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Virtual Dental Home (California)

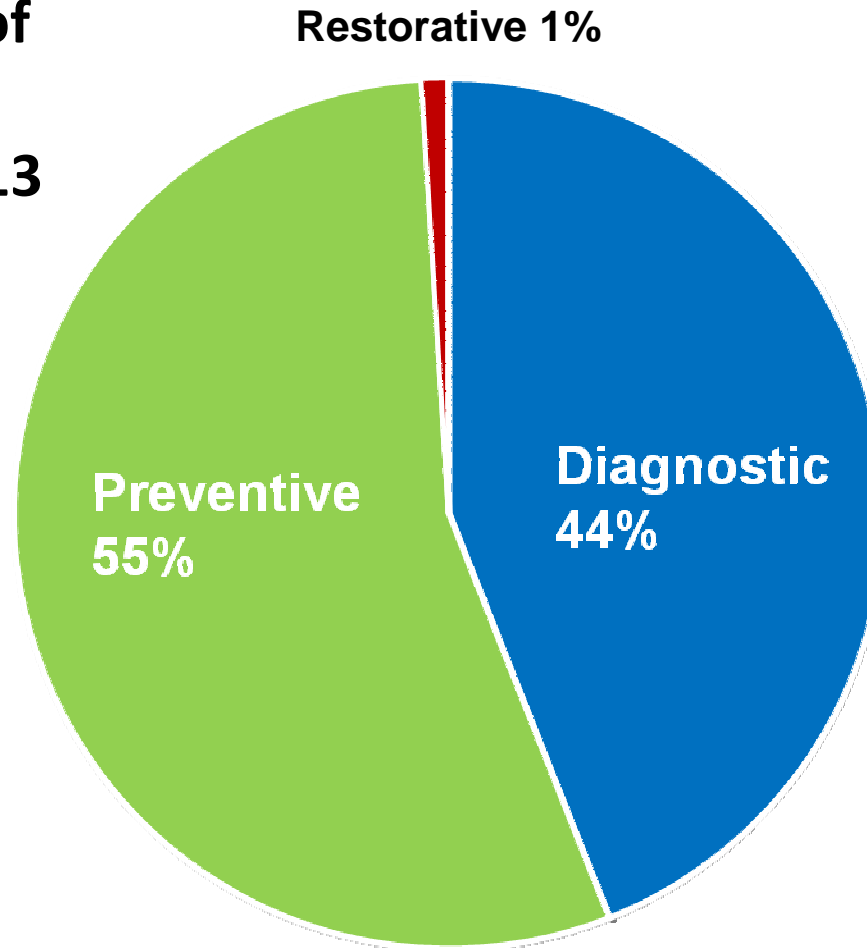




RDHs at each school:	1-2 days
Students served:	201
Average visits per student:	2.2
Dentist referral rate:	38%

Virtual Dental Home (California)

**Distribution of
Procedures
Provided: 2013**



Virtual Dental Home

California vs. National *average per visit*



Costs: \$115	\$99
Revenue: \$61	\$112



Welcome to
FAMILY DENTAL CARE
Please Check In At Reception Desk

5

**People's Center Health Services
(Minneapolis)**



Patient visits: 1756

Cost to employ: \$136,000

Medicaid revenue: \$167,000

**Medicaid revenue exceeds
costs by over \$30,000**

Increased access to
care?

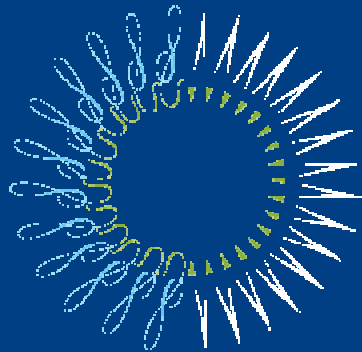
Yes

Added net revenue?

Yes

Dentists performing more
complex procedures?

Yes



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Want to know more?

Visit www.pewstates.org/dental to read our case study reports and learn about our work.