

Economic Considerations for a Medicare Dental Benefit: Societal View

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- Adding dental coverage to Medicare:
 - Consumer feedback
 - Preliminary dentist feedback
 - Potential impact: dental economy and dental practice

Consumer Feedback

Two Studies

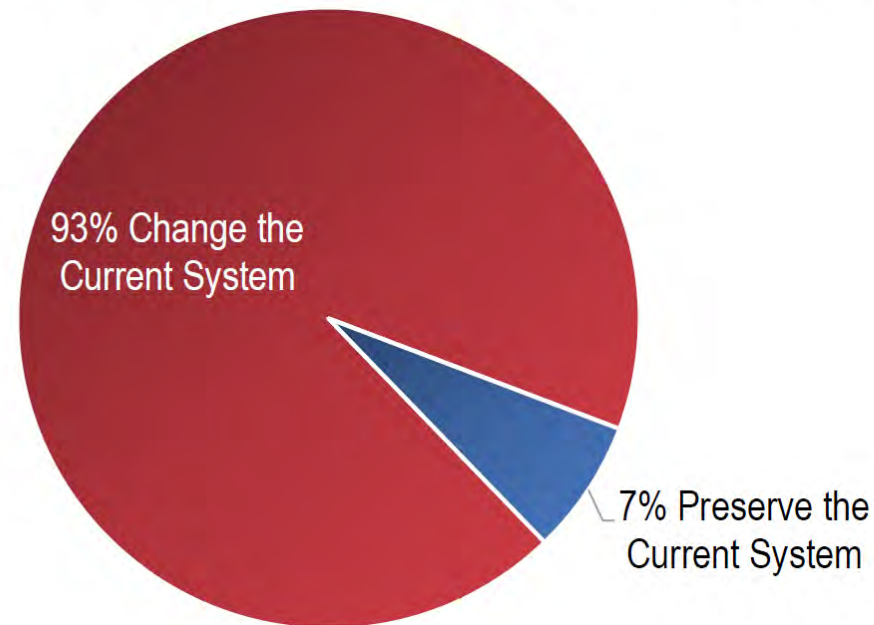
- Focus groups (OHA and HPI)
 - Four instant-feedback qualitative sessions
 - July 20, 2017: two 120-minute sessions in Chicago, IL
 - July 22, 2017: two 120-minute sessions in Tampa, FL
 - Conducted among Americans ages 50 and older. Each session included participants of diverse gender, age (all 50+), race/ethnicity, education, income level, and political perspective groups.
- Survey of likely voters (Families USA)
 - August 10-25, 2017
 - Sample of 1,000 likely voters that varied by gender, race, age, parental status, region, rural/suburban/urban living status, education, household income, and insurance coverage.

Key Findings – OHA & HPI Study

Americans 50+ Feel We Are Headed in the Wrong Direction

Overwhelmingly, Americans ages 50+ feel the current system is inadequate.

% Who Feel the Current Medicare and Dental Coverage System Should be Changed

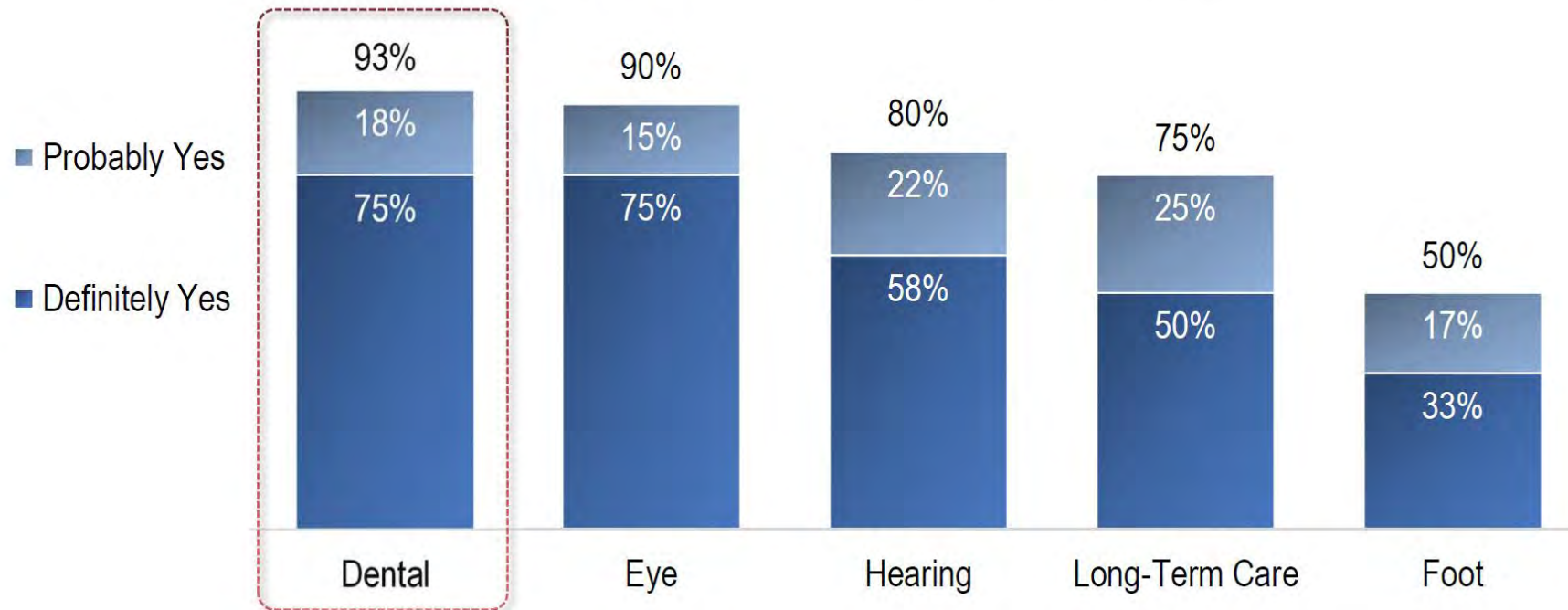


Key Findings – OHA & HPI Study

Americans Want Dental Coverage Over Other Benefits

Overwhelmingly, Americans ages 50+ want dental coverage included in Medicare. This is a top priority compared to other coverage types.

Coverage Types Americans Want Medicare to Include

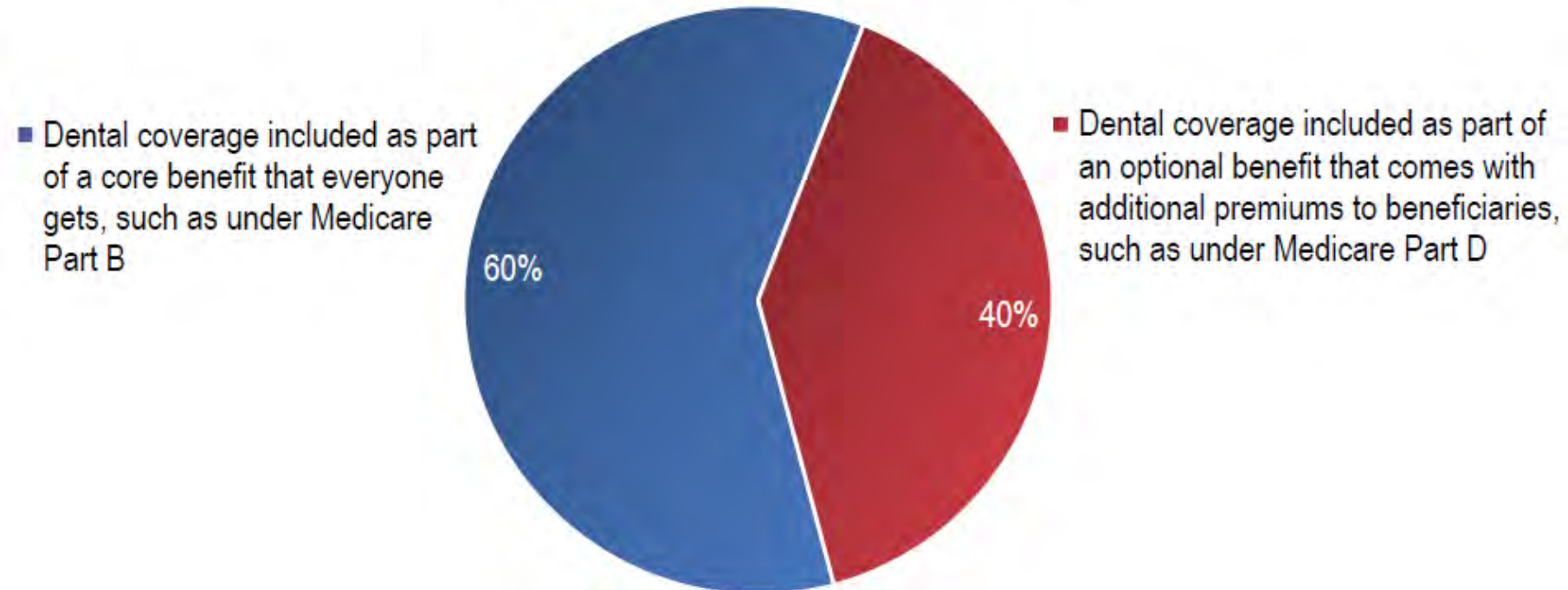


Key Findings – OHA & HPI Study

Today, Americans are Divided Over How to Design Dental Benefit

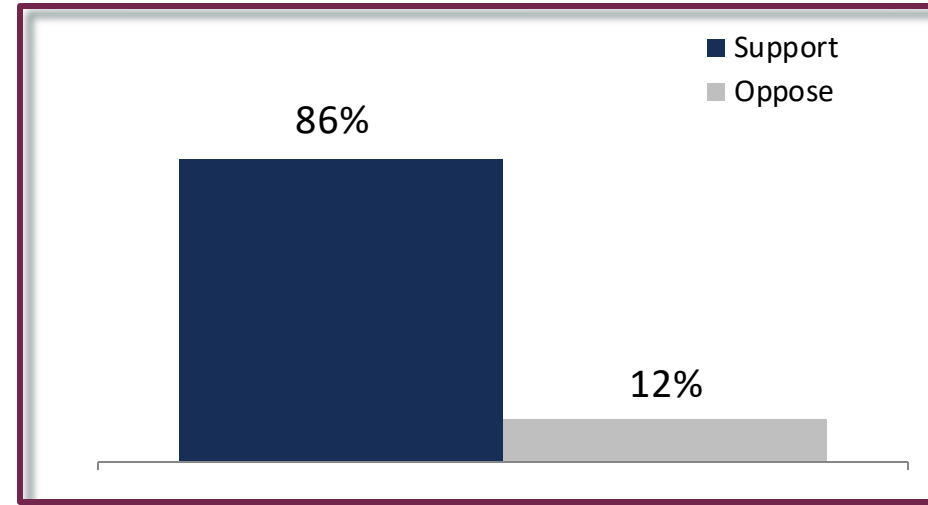
There is confusion and uncertainty about how best to design a dental benefit.

Americans' Dental Coverage Preferences



Key Findings – Families USA Study

Currently, seniors receive healthcare coverage through Medicare, but it does not include dental insurance. Would you support or oppose including dental insurance as a part of their Medicare coverage, as well?



BY IDEOLOGY

	Lib	Mod	Cons
Support	95%	89%	78%
Oppose	5%	9%	20%
NET Support	+90	+80	+58

BY PARTY

	Dem	Indy	GOP
Support	96%	82%	81%
Oppose	3%	16%	17%
NET Support	+93	+66	+64

BY AGE

	18-39	40-64	65+
Support	88%	86%	84%
Oppose	11%	12%	14%
NET Support	+77	+74	+70

BY RACE

	White	Black	Hispanic
Support	86%	90%	89%
Oppose	12%	8%	11%
NET Support	+74	+82	+78

BY GENDER

	M	F
Support	82%	90%
Oppose	16%	9%
NET Support	+66	+81

BY HOUSEHOLD INCOME

	<\$50K	\$50-100K	\$100K+
Support	91%	88%	81%
Oppose	8%	11%	17%
NET Support	+83	+77	+64

BY WHERE THEY LIVE

	Rural	Suburbs	Urban
Support	84%	88%	87%
Oppose	14%	10%	12%
NET Support	+70	+78	+75

BY DENTAL COVERAGE

	None	Gov't	Private
Support	80%	90%	90%
Oppose	18%	8%	9%
NET Support	+62	+82	+81

Dentist Feedback: Preliminary Results

Preliminary Results: Adding Dental to Medicare

- Nationally representative random sample of dentists
 - January 8-12, 2018
 - Random sample of 19,998 professionally active, licensed dentists
 - Response rate: 5.44%; results weighted to be representative

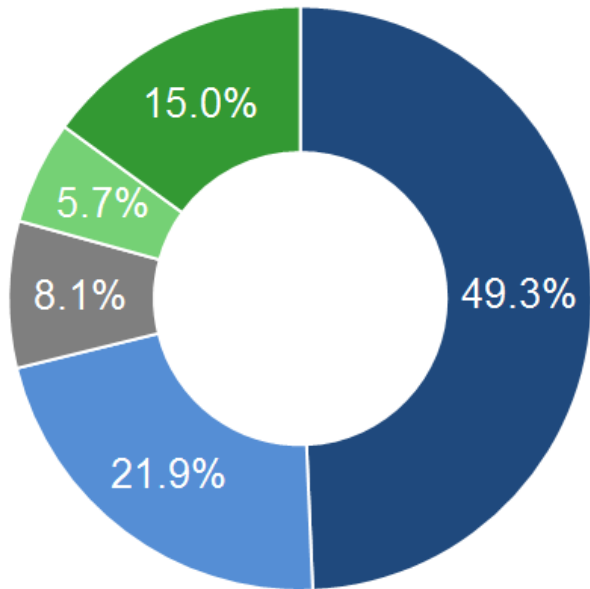
PLEASE READ BEFORE ANSWERING FURTHER QUESTIONS:

Medicare is a government program that provides physician, hospital, and prescription drug coverage to seniors 65 and older. Medicare is subsidized using tax payer dollars and administered by the Centers for Medicare & Medicaid Services (CMS). Medicare currently does not cover routine dental care.

Medicare and Medicaid are vastly different programs and should not be confused. For example, Medicare and Medicaid have very different reimbursement policies. Medicare physician reimbursement rates are typically about 80% of private insurance rates. Medicaid reimbursement is typically much lower.

There is currently a movement by many oral health organizations to include routine dental care in the Medicare program. This would result in more older Americans visiting the dentist, increasing patient volume in dental offices. Participation in Medicare would require dental offices to adapt to new rules and regulations including use of diagnostic codes, use of electronic dental records, and reporting quality metrics.

Preliminary Results: “Medicare should include comprehensive dental benefits”

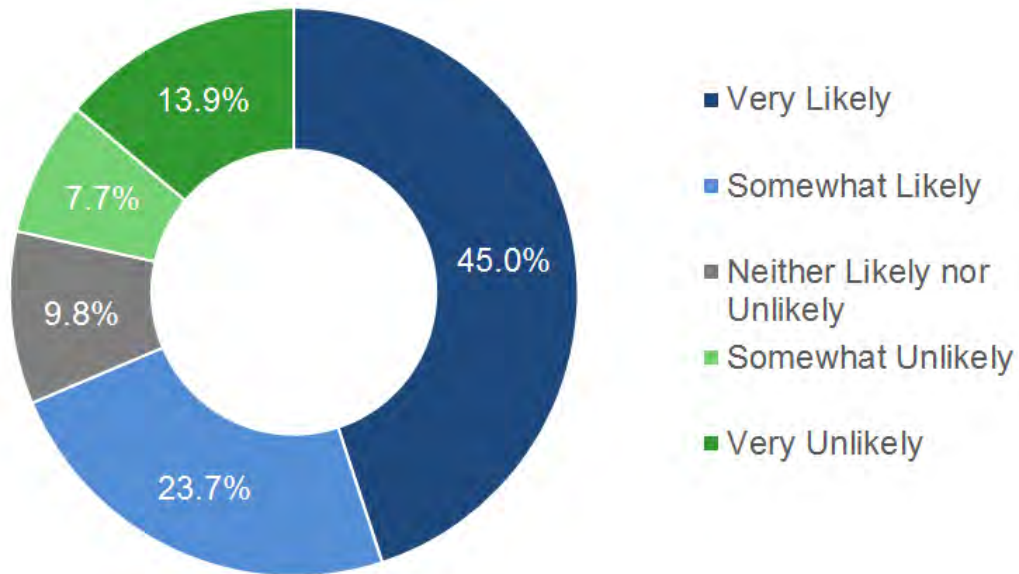


- Strongly Agree
- Somewhat Agree
- Neither Agree nor Disagree
- Somewhat Disagree
- Strongly Disagree

Response	Age			
	Under 40	40-49	50-64	65+
Strongly Agree	57.3%	49.5%	46.7%	42.0%
Somewhat Agree	22.0%	18.9%	22.1%	24.5%
Neither Agree nor Disagree	5.5%	11.3%	8.7%	7.3%
Somewhat Disagree	5.8%	4.4%	5.0%	8.4%
Strongly Disagree	9.4%	15.9%	17.5%	17.8%

Response	Gender	
	Female	Male
Strongly Agree	58.1%	44.9%
Somewhat Agree	22.1%	21.5%
Neither Agree nor Disagree	5.0%	9.7%
Somewhat Disagree	4.5%	6.4%
Strongly Disagree	10.4%	17.4%

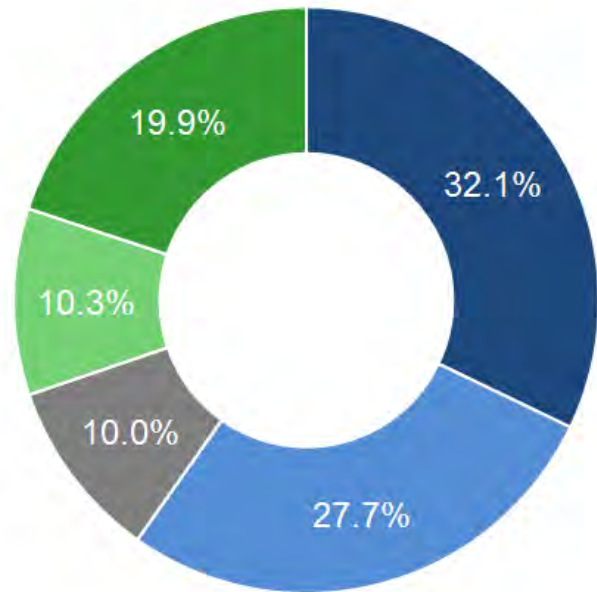
Preliminary Results: “If a dental benefit was included in Medicare and payment rates were 80% of typical private dental insurance rates, how likely are you to accommodate Medicare patients in your practice?”



Response	Age			
	Under 40	40-49	50-64	65+
Very Likely	48.9%	42.0%	41.4%	49.0%
Somewhat Likely	25.0%	20.9%	25.7%	21.0%
Neither Likely nor Unlikely	8.0%	15.3%	8.9%	8.1%
Somewhat Unlikely	9.6%	6.0%	7.4%	7.4%
Very Unlikely	8.6%	15.8%	16.5%	14.5%

Response	Gender	
	Female	Male
Very Likely	48.9%	42.9%
Somewhat Likely	28.3%	21.0%
Neither Likely nor Unlikely	7.9%	10.9%
Somewhat Unlikely	5.8%	8.7%
Very Unlikely	9.1%	16.4%

Preliminary Results: “How willing are you to make some changes to your practice (e.g. reporting diagnostic codes, using electronic health records) to participate in Medicare if payment rates were 80% of typical private dental insurance rates?”



- Very Willing
- Somewhat Willing
- Neither Willing nor Unwilling
- Somewhat Unwilling
- Very Unwilling

Response	Age			
	Under 40	40-49	50-64	65+
Very Willing	38.3%	31.9%	27.4%	32.1%
Somewhat Willing	29.3%	24.0%	26.2%	32.1%
Neither Willing nor Unwilling	7.7%	12.4%	12.3%	6.4%
Somewhat Unwilling	8.5%	12.1%	10.8%	10.0%
Very Unwilling	16.2%	19.7%	23.3%	19.4%

Response	Gender	
	Female	Male
Very Willing	36.8%	29.9%
Somewhat Willing	14.1%	23.2%
Neither Willing nor Unwilling	33.1%	25.0%
Somewhat Unwilling	7.4%	11.7%
Very Unwilling	8.6%	10.3%

Potential Impact: Dental Economy and Dental Practice

Potential Impact on Dental Economy

- Under a Part B Scenario:
 - Increase in percentage of Medicare beneficiaries with a dental visit
 - Between 4 and 14 million new dental patients among Medicare beneficiaries
 - Increase in dental spending
 - Between \$5 and \$15 billion more spent on dental per year
 - Increase in dental spending per patient
 - \$32 more spent per patient compared to status quo

Potential Impact on Dental Practice

- Under a Part B Scenario:
 - New patients per GP
 - Between 26 and 89
 - New dental spending per GP
 - Between \$32K and \$97K
 - New spending per new patient
 - Around \$1,100

Big Picture Conclusions from Research

- There is strong support among Americans of all ages for a dental benefit within Medicare. It is the top “wish list” item of health care services to be covered.
- There is strong support among dentists for comprehensive dental coverage in Medicare, regardless of age and gender.
- A majority of dentists report they would participate in Medicare if reimbursement rates were 80% of typical private dental insurance rates.
- Including dental coverage through Part B would result in more Medicare beneficiaries visiting the dentist, increasing overall dental spending and bringing new patients and money to dental practices.

Thank You!

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