Greater Cincinnati Oral Health Council

“Dental Road Crew” Mobile Dentistry Project

Lawrence F. Hill, DDS, MPH
Dental Director, Cincinnati Health Department
Executive Director, Greater Cincinnati Oral Health Council
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**Capital Costs**

- Vehicle and Graphics: $319,853
- Dental Equipment: $132,000
  - 2 Adec treatment areas
digital panoramic
- Computer System: $25,000
  - Design, hardware, installation
- Dentrix Software: $8,825
- Consultant Fee: $4,000
- Total: $489,678

**Capital Funds**

- Vehicle:
  - Ohio Department of Health: $312,750
  - The Anthem Foundation: $146,928
  - United Way: $30,000
### Year 2 Budget

**Revenue**

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Medicaid/Managed Care</td>
<td>$165,500</td>
</tr>
<tr>
<td>Ohio Department of Health</td>
<td>$60,000</td>
</tr>
<tr>
<td>Patient Fees/Private Insurance</td>
<td>$19,500</td>
</tr>
<tr>
<td>Miscellaneous Income</td>
<td>$6,500</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$251,500</strong></td>
</tr>
</tbody>
</table>

**Expenses**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries</td>
<td>$188,000</td>
</tr>
<tr>
<td>1.0 FTE Program Manager/Driver</td>
<td></td>
</tr>
<tr>
<td>2-.875 FTE Dental Assistants</td>
<td></td>
</tr>
<tr>
<td>.75 FTE Dentists</td>
<td></td>
</tr>
<tr>
<td>Employee Benefits</td>
<td>$25,000</td>
</tr>
<tr>
<td>Payroll Taxes</td>
<td>$15,500</td>
</tr>
<tr>
<td>Professional Fees</td>
<td>$100</td>
</tr>
<tr>
<td>Office Supplies</td>
<td>$2,000</td>
</tr>
<tr>
<td>Dental Supplies</td>
<td>$20,000</td>
</tr>
<tr>
<td>Telephone</td>
<td>$1,500</td>
</tr>
<tr>
<td>Postage/Shipping</td>
<td>$300</td>
</tr>
<tr>
<td>Occupancy (Storage/Utilities)</td>
<td>$2,500</td>
</tr>
<tr>
<td>Equipment</td>
<td>$8,000</td>
</tr>
<tr>
<td>Printing</td>
<td>$2,000</td>
</tr>
<tr>
<td>Travel</td>
<td>$5,000</td>
</tr>
<tr>
<td>Conferences /Meetings</td>
<td>$600</td>
</tr>
<tr>
<td>Staff Education</td>
<td>$500</td>
</tr>
<tr>
<td>Lab Fees</td>
<td>$300</td>
</tr>
<tr>
<td>Dues/Licenses/Permits</td>
<td>$1,400</td>
</tr>
<tr>
<td>Electronic Billing</td>
<td>$500</td>
</tr>
<tr>
<td>Insurance</td>
<td>$15,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$288,200</strong></td>
</tr>
</tbody>
</table>

**<$36,700>**
Year 1

- Total Children Served
  - Urgent Care: 51 (3%)
  - Prevention Only: 902 (55%)
  - Comprehensive Treatment: 691 (42%)
  - Total: 1,644

- Total Visits
  - Medicaid/Managed Care: 1,608 (67%)
  - Private Insurance: 153 (6%)
  - Self-Pay: 661 (27%)
  - Total: 2,422

- Full-fee charges
  - Medicaid/Managed Care: $345,694
  - Private Insurance: $34,059
  - Self-Pay: $141,354
  - Total: $521,107

- Actual Amount Billed
  - Medicaid/Managed Care: $195,218
  - Private Insurance: $18,837
  - Self-Pay: $13,220
  - Total: $227,025

- Collections
  - Medicaid/Managed Care: $164,400
  - Private Insurance: $7,507
  - Self-Pay: $1,970
  - Total: $173,877
Built by:

**Armor Mobile Vehicles**

Dental Supplier:

**Patterson Dental Supply**

Graphics:

**Designed by Roger Warrick**  
**Applied by Associated Graphics**

Dental Equipment:

**Chairs, units, lights, cabinets - A-dec**  
**Intraoral X-rays – Planmeca**  
**Digital Pan – Planmeca**

Computer System Design:

**BencoNet (formally B & B Electronics)**

Dental Management Software:

**Dentrix**
Testimonial

Barbara Barlokh R.N. BSN
St. Bernard-Elmwood Place CSD
400 Maple Street
Cincinnati, Ohio 45216

Dr. Larry Hill
Oral health Council
635 W. 7th Street
Cincinnati, Ohio 45203

Dear Dr. Hill & Staff:

On behalf of the students, staff, parents, and school administration, I would like to offer a million thanks for bringing the dental van to our school district. The services it provided for our students was more than we had hoped for. Our kids were actually excited about going to “the Van”! The staff who greeted us each day were the nicest, most professional group we could have hoped for.

I wish I could express how happy and grateful we were to have this service and to offer it to our families. It was sorely needed, as I believe your records will indicate. We, as a district, are honored to be among the fortunate schools who have access to this very special service. It is our hope that we can continue in partnership for the program to return in the coming school year.

Sincerely,

Barbara L. Barlokh R.N. BSN
School Nurse