Third World Dentistry or Access to Care? The Louisiana Story

presented by

Brad Mittendorf
Partner

Southern Strategy Group
12 states & DC

66 lobbyists
A Tide to Turn, A Story to Tell

"The most difficult subjects can be explained to the most slow witted man if he has not formed any idea of them already; but the simplest thing cannot be made clear to the most intelligent man if he is firmly persuaded that he knows already, without a shadow of doubt, what is laid before him."

Leo Tolstoy, 1897
Characterization of Mobile Dentistry by Proponents of HB687

Mobile Dentistry is Unsafe, Unclean, Third World
“Off-site dentistry challenged”
Baton Rouge Advocate

Source:
http://www.2theadvocate.com/news/43406382.html?showAll=y&c=y
## Know Your Audience

### Louisiana Legislative Demographics

<table>
<thead>
<tr>
<th></th>
<th>Senate</th>
<th>House</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Party Affiliation</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dem</td>
<td>23</td>
<td>53</td>
</tr>
<tr>
<td>Rep</td>
<td>16</td>
<td>50</td>
</tr>
<tr>
<td>Independent</td>
<td>0</td>
<td>2</td>
</tr>
<tr>
<td><strong>Racial Composition</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Black</td>
<td>8</td>
<td>21</td>
</tr>
<tr>
<td>White</td>
<td>31</td>
<td>84</td>
</tr>
<tr>
<td>Other</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Gender Makeup</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Male</td>
<td>32</td>
<td>92</td>
</tr>
<tr>
<td>Female</td>
<td>7</td>
<td>13</td>
</tr>
</tbody>
</table>

## Know Your Audience

### Louisiana Legislative Demographics

<table>
<thead>
<tr>
<th>Age Composition</th>
<th>Senate</th>
<th>House</th>
</tr>
</thead>
<tbody>
<tr>
<td>20-29</td>
<td>0</td>
<td>3</td>
</tr>
<tr>
<td>30-39</td>
<td>2</td>
<td>12</td>
</tr>
<tr>
<td>40-49</td>
<td>16</td>
<td>32</td>
</tr>
<tr>
<td>50-59</td>
<td>10</td>
<td>30</td>
</tr>
<tr>
<td>60-69</td>
<td>9</td>
<td>22</td>
</tr>
<tr>
<td>70+</td>
<td>2</td>
<td>6</td>
</tr>
</tbody>
</table>

## Know Your Audience

### Louisiana Legislative Demographics

<table>
<thead>
<tr>
<th>Employment</th>
<th>Senate</th>
<th>House</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agriculture/Livestock</td>
<td>1</td>
<td>6</td>
</tr>
<tr>
<td>Attorney</td>
<td>11</td>
<td>27</td>
</tr>
<tr>
<td>Business*</td>
<td>20</td>
<td>45</td>
</tr>
<tr>
<td>Educator</td>
<td>1</td>
<td>11</td>
</tr>
<tr>
<td>Health Care</td>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>Full-time Legislator</td>
<td>1</td>
<td>9</td>
</tr>
<tr>
<td>Law Enforcement</td>
<td>0</td>
<td>3</td>
</tr>
</tbody>
</table>

*Business includes insurance, real estate as well as general business*

Our Allies

Access Coalition Members

Academy of General Dentistry
American Dental Hygienists Association
Children’s Defense Fund
Louisiana Assembly on School Based Healthcare
Louisiana Chapter of American Academy of Pediatrics
Louisiana Hospital Association
Louisiana Independent Pharmacies Association
Louisiana Maternal and Child Health Coalition
Louisiana Partnership for Children and Families
Louisiana Primary Care Association
Louisiana Public Health Institute
Louisiana State Nurse Association
EDITORIAL: Keep children smiling

Wednesday, May 6, 2009

Children need to visit the dentist regularly, just as they need checkups from their pediatrician or family doctor -- both are critical parts of staying healthy.

That's why it's hard to understand why Rep. Kevin Pearson of Slidell is sponsoring legislation that would actually make it harder for poor children to get access to this vital part of preventive health care.

Those exceptions indicate that this is an economic issue for dentists, not a quality of care issue. It seems that it's perfectly fine for children to get their teeth cleaned at school instead of in a "permanent, fixed" location, as long as they're getting the work done for free. Once money is involved, though, the association is alarmed about the risk to the dentist/patient relationship.

According to the Louisiana Department of Health and Hospitals, only 37 percent of Medicaid-eligible children in Louisiana have seen a dentist. Clearly, there's a need that is not being met.

"Faced with such obstacles, it is likely that many children will not receive dental care at all," the FTC wrote. That's not just anti-competitive, it's anti-child. The Legislature should kill this measure.

Source:
Editorial Excerpts

Baton Rouge Advocate

Our Views: Don’t outlaw school dentists
Friday, May 8, 2009

Some dental-care providers accept Medicaid payments, but parents of poor children often have trouble getting to dental appointments at conventional dentist offices. They might have jobs that prevent them from leaving work for such appointments, or they might lack transportation to get to a dentist office.

House Bill 687, filed by state Rep. Kevin Pearson, R-Slidell, would ban most dentists from practicing in school settings. Supporters of the bill, including the Louisiana Dental Association, claim school-based dentistry is overly risky and subjects children to substandard care.

But we have seen no evidence of such problems, and as the Federal Trade Commission noted in its comment on the bill, the U.S. Surgeon General and other prominent health authorities have advocated more school-based dental services.

We must wonder why, if the ostensible purpose of this bill is dental safety, it would prohibit the practice of dentistry on school campuses only if a fee is charged.

After reading the bill, FTC officials concluded that it “does not appear concerned with the location of the services, or the competence of the provider, but rather the profit motive of the provider.

Dentists who provide school-based dental services in Louisiana are subject to regulation aimed at ensuring appropriate standards of care, and those who provide Medicaid services are subject to specific Medicaid standards.

This seems to us more of a turf battle between dentistry providers than an honest debate about what’s best for Louisiana’s children.

Source:
http://www.2theadvocate.com/opinion/44570917.html?showAll=y&c=y
Editorial Excerpts

Shreveport Times

Don't curtail dental care for the poor
Wednesday, May 20, 2009

Proponents cite safety concerns as motivation for the bill but it seems more about turf protection by some in the dental community.

Dr. Herb Flood, a Mandeville dentist, testified that the bill would reduce access to care for the more than 400,000 Louisiana children who qualify for free care under Medicaid. He rejected concerns that "invasive procedures" shouldn't be done in schools, saying they are limited to filling cavities and pulling teeth. Of the 17 Medicaid providers in his area, only two are seeing new patients, he said.

Barry Ogden, executive director of the Louisiana Board of Dentistry, testified that there have not been any problems associated with school-based mobile clinics and that the 13-member licensing body is in the process of updating regulations.

That's where any regulations ideally belong — in the hands of professionals rather than in the special-interest driven realm of the Legislature.

Mobile dental clinics have provided care to thousands of poor "dentally homeless" Louisiana children on school campuses, as one bill opponent put it. The state Department of Health and Hospitals reports only 37 percent of Medicaid-eligible children in Louisiana have seen a dentist. [Emphasis added.]

Source:
http://www.shreveporttimes.com/article/20090520/OPINION03/905200308/1007
Declaring war on children's teeth
Thursday, May 28, 2009

Our next story involves the Louisiana Dental Association. Parts of Louisiana are served by mobile dental vans that visit schools and care for the teeth of kids who are enrolled in Medicaid. The association - made up of dentists - would like to see this stopped, for no apparent reason other than to eliminate competition.

The amazing thing is that the association actually found someone, state Rep. Kevin Pearson, R-Slidell, to flop this bill in front of the Legislature. It's hardly improved by a compromise amendment in which the association agreed to allow mobile dental vans that meet standards established by the State Dental Board - made up of dentists.

We find it hard to tell which is more offensive: the disregard for the public health or the lack of political deftness in a state where fluoride might be lacking, but gall gushes forth in an endless stream.

Source:
http://www.dailyworld.com/article/20090528/OPINION01/905280312/1014/OPINION/Declaring+war+on+children+s+teeth
In the beginning there was HB 687 which sought to outlaw the practice of mobile dentistry. It enjoyed the full throated support of the LDA.

In the end, after the dust settled, HB 687 was amended and approved. In its final form the bill required the LA State Board of Dentistry to promulgate rules.

After a year of intense work, the proposed rules will be published in the May 2010 edition of the LA Register.
"All government, indeed every human benefit and enjoyment, every virtue, and every prudent act, is founded on compromise and barter."

- Edmund Burke, 1775