The State of Dental In Wisconsin

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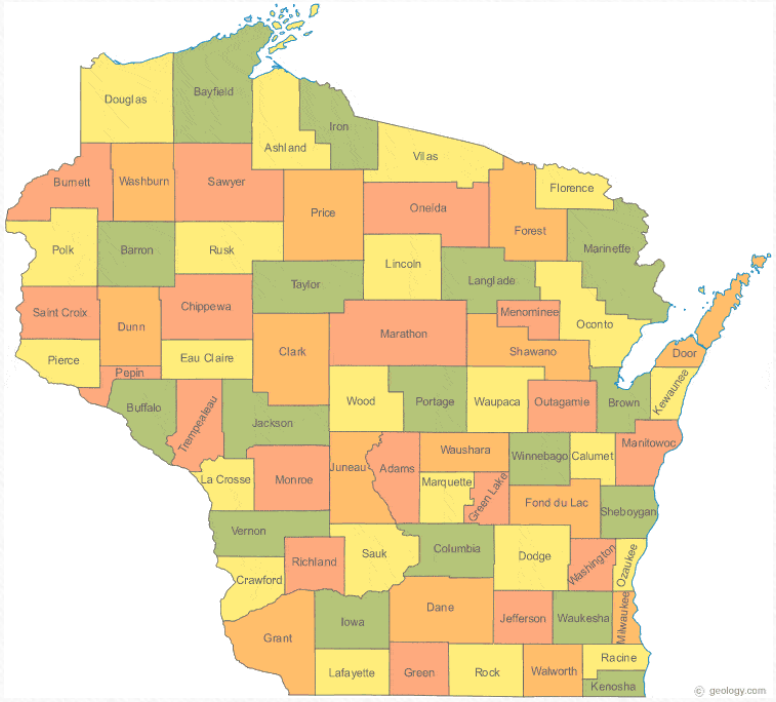
Wisconsin Association of Free and Charitable Clinics
Safety Net Summit
Friday, November 2, 2018

State of Dental Presentation Agenda

- Oral Health Partnership's Model
- State of Dental in Wisconsin
- Enhanced Reimbursement Pilot
- Medical/Dental Integration Efforts
- Possible WAFCC Involvement
- Questions and Discussion



OHP

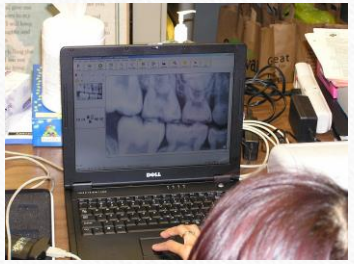
Oral Health Partnership

Changing the lives of our communities' children through access to excellent oral health services and education

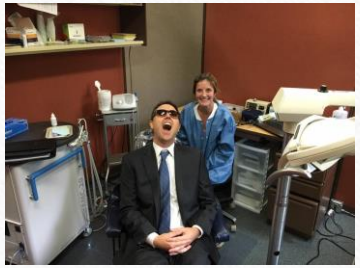
OHP – Our Model

- Public health
- Not-for-profit
- Children 0-19
- Accepts Medical Assistance
- Accepts low-income uninsured

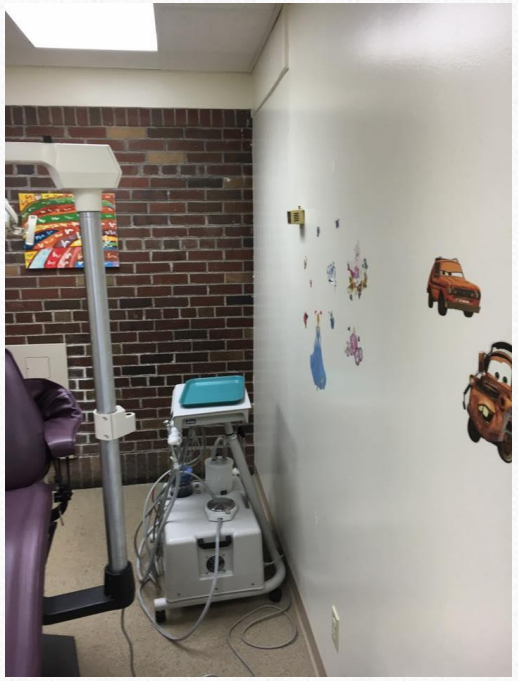
- ***<u>A PUBLIC HEALTH ORGANIZATION BUILT ON STRONG BUSINESS PRINCIPLES</u>***



Background

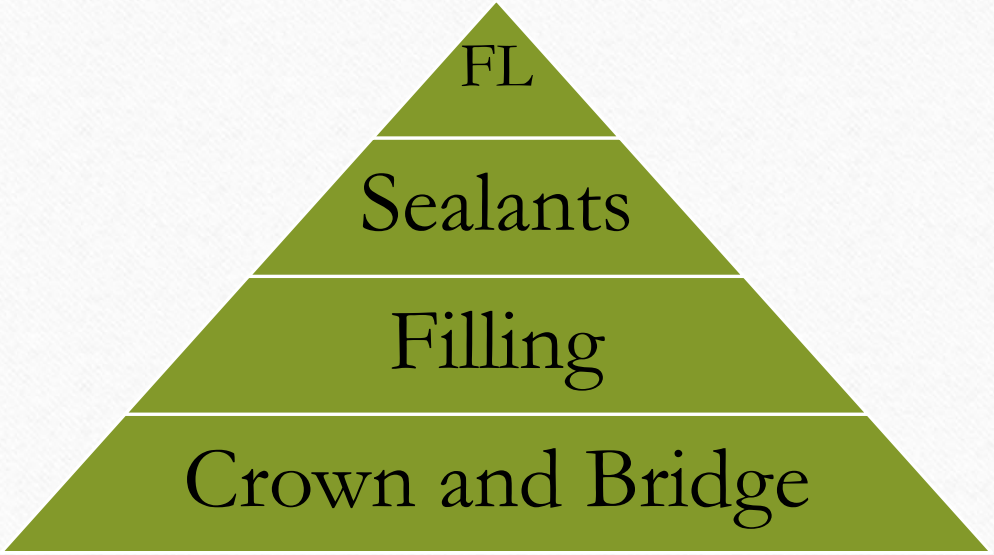


- In 2000 U. S. Surgeon General's office releases report declaring America's high prevalence of dental disease a "silent epidemic of oral diseases is affecting our most vulnerable citizens"
- Children in ER with preventable oral health issues
- 1 in 3 school days missed due to oral health issues
- OHP serving some 9,000 children annually
- 3 clinical locations, school-based program, hospital settings, education program and tooth brushing programs



How OHP is Different

Private Practice



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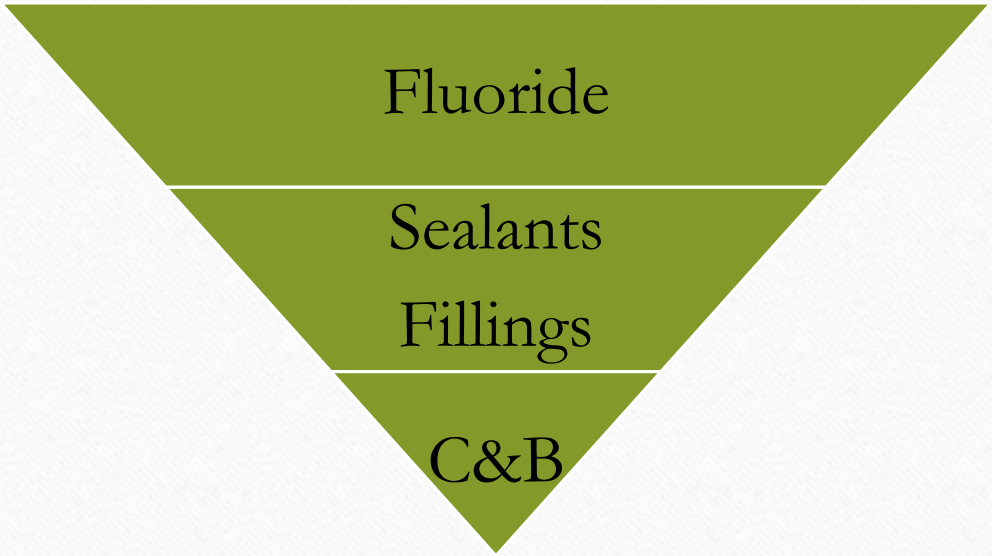
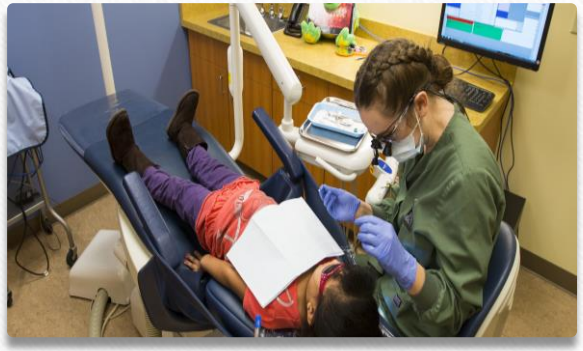
OHP $$$



OHP's Locations

- OHP West Children's Dental Clinic

- OHP Central Children's Dental Clinic at Howe Resource Center



- OHP East Children's Dental Clinic at Kroc

- Hospital sites at HSHS St. Mary's and St. Vincent's and as of October 22, Bellin!
- 1 or 2 school-based sites each day, Monday-Thursday

OHP's Results

	2014	2015	2016	2017	2018 - Sept.
Unique Patients Served	7,287	8,230	8,608	8,977	8,335
Completed Appointments	16,090	16,253	16,681	20,693	15,371
Number of Procedures		102,665	132,077	154,923	93,061
Number of Completed Treatment Plans	6,977	8,000	8,423	9,800	8,552
Number of Hospital Visits	361	433	366	339	294
Market Value of Services Provided		$5,991,887	$6,120,447	$7,886,862	$5,567,230

Challenges and Opportunities
Healthy Children = Healthy Community

Business & Patient Mix

- Reimbursement Rates
- No Shows
- Funding for Uninsured
- Funding for Supplies
- Patient Service Needs

Case Management / Partnership

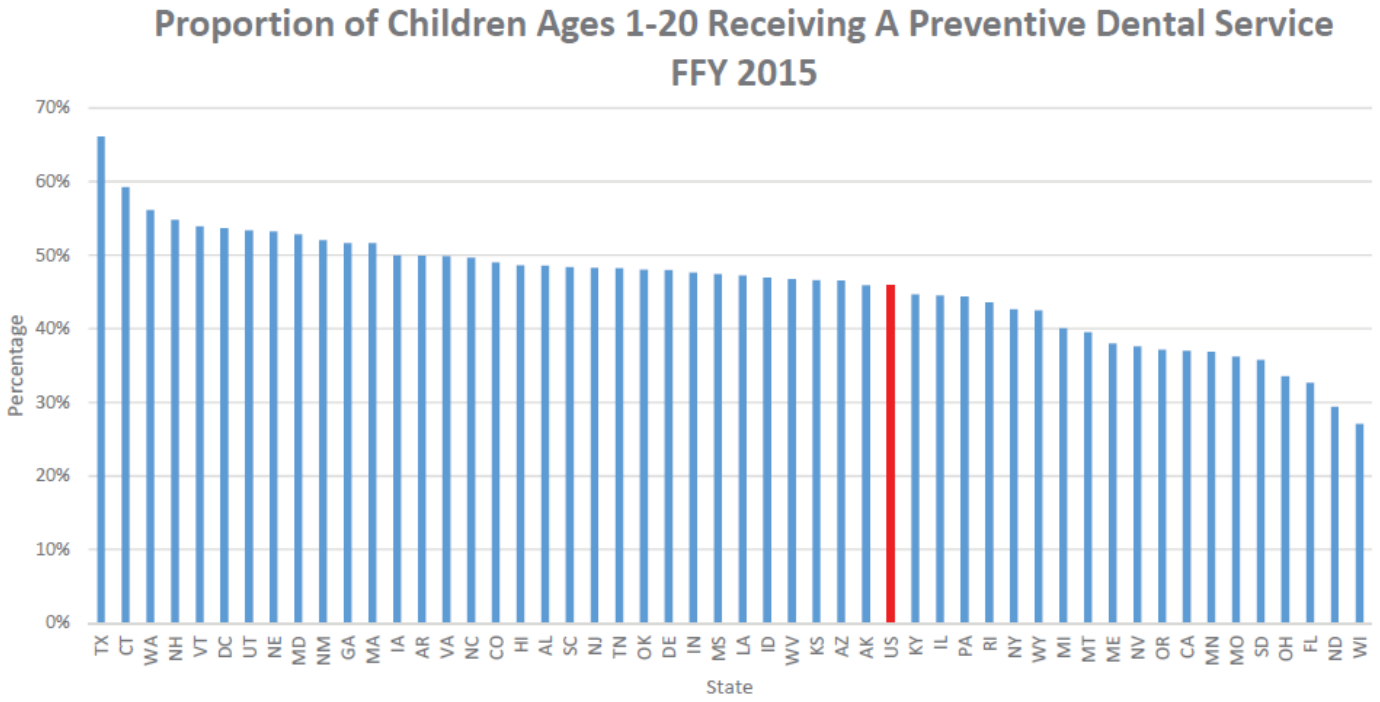
- Transportation and Access
- Food Education
- Parenting Services
- Family Follow-Up

State of Dental in Wisconsin

- Those with private insurance vs. Medicaid – WI last in the nation with only 187,000 out of 550,000 children receiving care via dental Medicaid benefit (2015)
- 67% of those children received no dental care – access, dental providers, reimbursement
- Nearly 2/3 of Wisconsin dentists do not accept Medicaid
- In 2016, Dental Medicaid reimbursement was fifth lowest for adults (27.1%) and fifth lowest for children (32.1%) in the nation (Medicaid reimbursement as a percentage of private dental insurance reimbursement for adult/child dental services).

https://www.ada.org/~/media/ADA/Science%20and%20Research/HPI/Files/HPIBrief_0417_1.pdf

Preventive Dental Services, by State



Source: FFY 2015 CMS-416 reports, Lines 1b and 12b.
Note: With the exception of OH, the national FFY 2015 percentage used data reported by states as of August 30, 2016.

State of Dental in Wisconsin

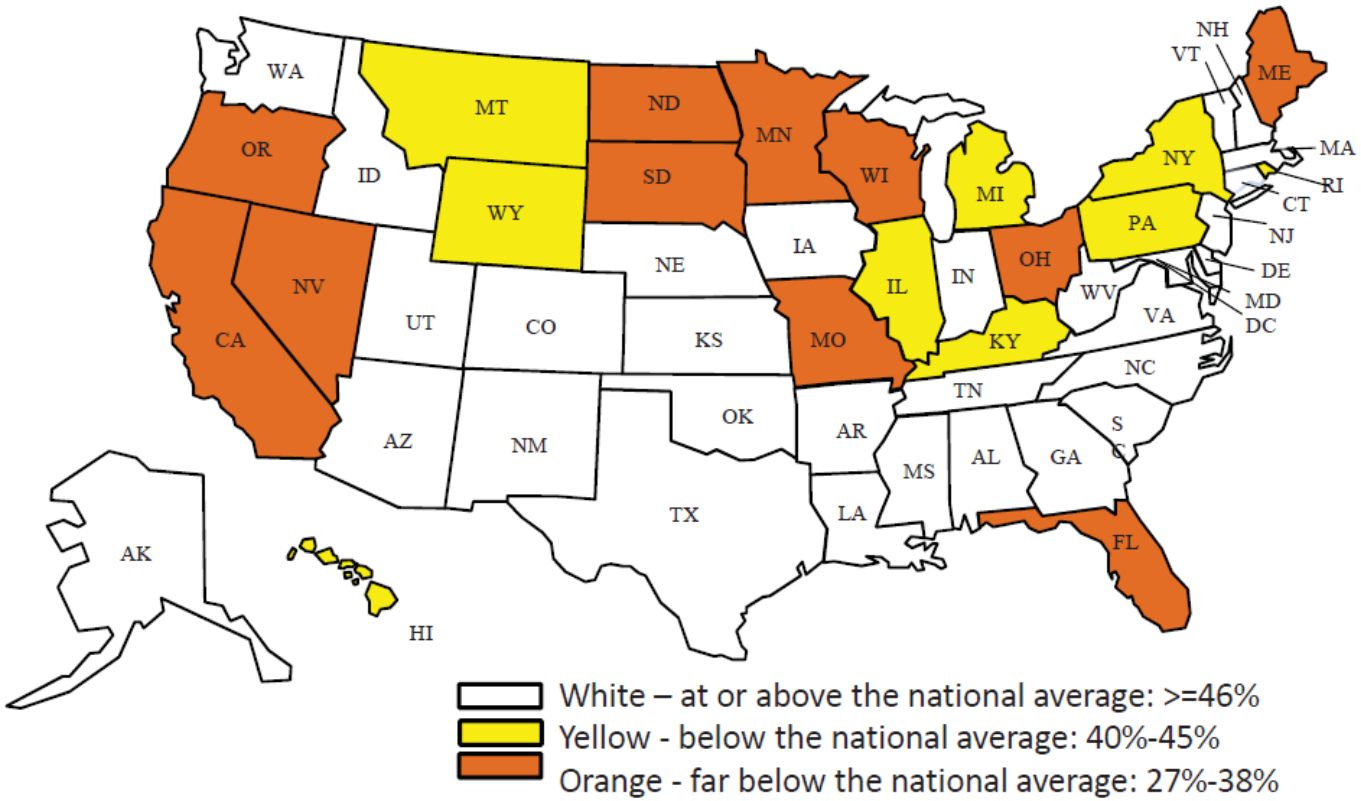
- Less than 1% of Wisconsin's Medicaid spending used for dental care
- Over 41,000 ER visits from preventable dental condition, over 50% paid by Medicaid
- 90% of Wisconsin's 72 counties have shortage of dental providers
- Expanded practices now allowed, opposition to dental therapists

https://www.wda.org/bill-status/dental-medicaid#background
https://www.kff.org/other/state-indicator/dental-care-health-professional-shortage-areas-hpsas/?currentTimeframe=0&sortModel=%7B%22colId%22:%22Location%22,%22sort%22:%22asc%22%7D

State of Dental in Wisconsin

- Medicaid beneficiaries are more likely to face barriers in accessing oral health care and poorer oral health outcomes than individuals with higher incomes
- Among adults aged 19 to 64 who had family incomes of less than $10,000, nearly 50 percent had at least one decayed tooth that had not been treated compared to only 17 percent of adults whose incomes were at least $35,000
- Medicaid reimburses 30-35 cents for every $1 for dental services. Many dentists in WI are not taking new Medicaid patients. The Medicaid patients with dental problems have no other place to go but the local emergency room

States Prioritized Based on Performance on "Preventive Dental Services"



ORAL HEALTH Initiative

Enhanced Reimbursement Pilot

- Began in 2016, WDA lobbied with others, Gov. Walker signed into law, effectively doubled reimbursement rate
- Modeled after other successful state pilots
- Brown, Marathon, Polk, and Racine counties for pilot https://www.youtube.com/watch?v=6cbo5HjiFgk&feature=youtu.be

https://www.wda.org/bill-status/dental-medicaid#background

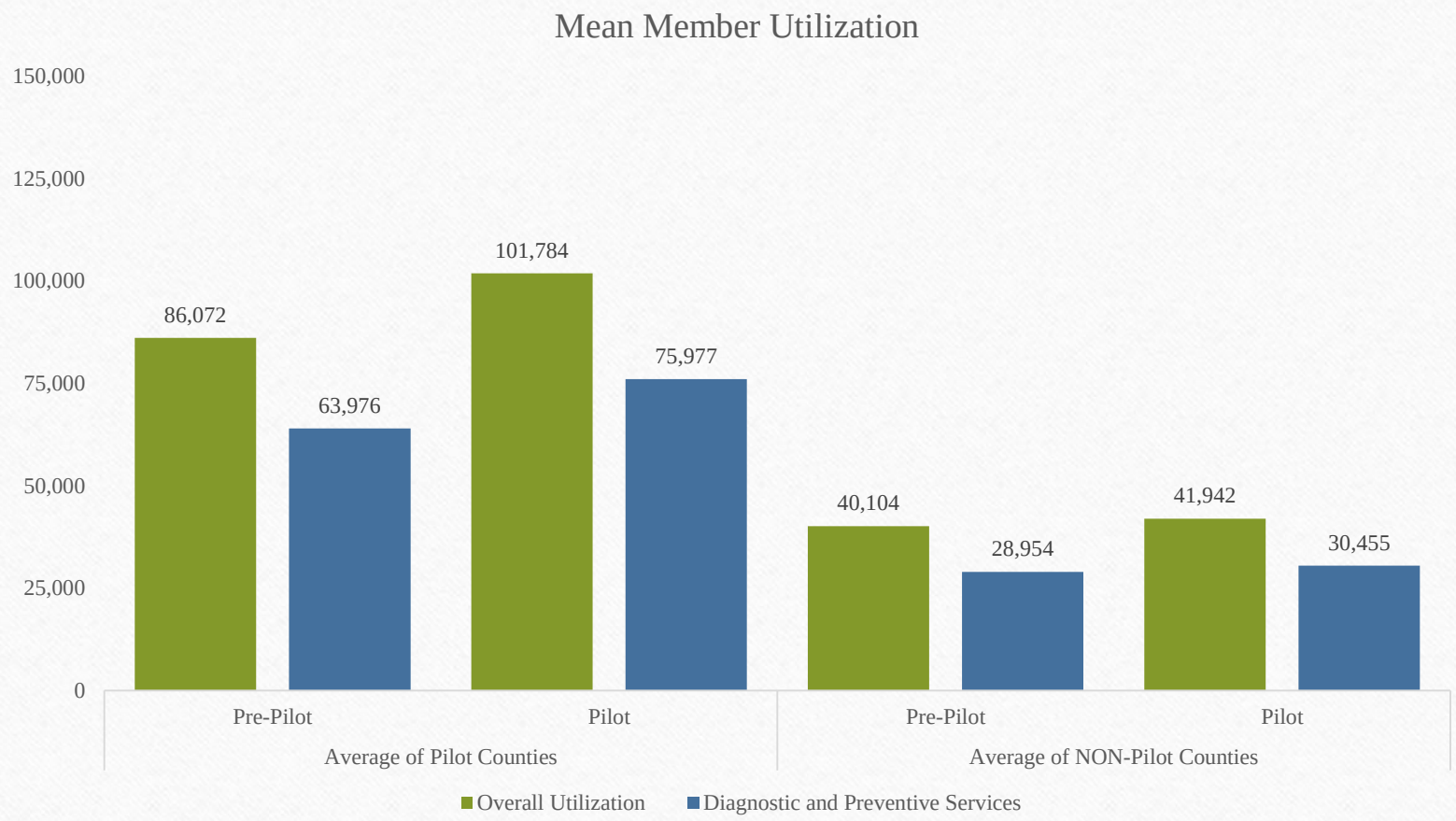
Brown County Pre-Pilot and Pilot rates and changes			
Services	Pre-Pilot	Pilot	Difference
Member Utilization			
Overall Dental Utilization	28%	38%	9%
Preventive Services	23%	29%	7%
Oral Evaluations	25%	35%	9%
Restorative, Endo and Extraction services	11%	15%	5%
Emergency Department Dental Visits	1%	1%	0%
Mean Member Utilization			
Overall Utilization	107,997	158,826	50,829.00
Diagnostic and Preventive Services	81,191	122,332	41,141.00
Provider Delivery			
Diagnostic and Preventive Services	21,990	85,237	63,247
Endodontic Services	68	554	486
Extraction Services	521	2,246	1,725
Provider Counts			
Continuously Enrolled Medicaid Providers	38	47	9
Ever Enrolled Medicaid Providers	64	95	31
Enrolled at end of reporting period	46	83	37

It's clear the pilot has increased member utilization and number of providers. Relative to total eligible members, utilization rates increased for all services with the exception of Emergency Dental Visits. There were substantial increases in total number of services utilized as well as diagnostic and preventative services. Moreover, there was a substantial increase in number of providers during the pilot period. It is clear that the pilot had a substantial impact on utilization and provides in Brown County.

Brown County Pre-Pilot and NON Pilot changes

Services	Brown County			Average of Pilot Counties			Average of NON-Pilot Counties		
	Pre-Pilot	Pilot	Difference	Pre-Pilot	Pilot	Difference	Pre-Pilot	Pilot	Difference
Member Utilization									
Overall Dental Utilization	28%	38%	9%	35%	39%	4%	37%	38%	1%
Preventive Services	23%	29%	7%	27%	30%	3%	28%	29%	1%
Oral Evaluations	25%	35%	9%	32%	36%	4%	32%	34%	1%
Restorative, Endo and Extraction Services	11%	15%	5%	15%	17%	2%	16%	16%	0%
Emergency Department Dental Visits	1%	1%	0%	1%	1%	0%	1%	1%	0%
Mean Member Utilization									
Overall Utilization	107,997	158,826	50,829	86,072	101,784	15,712	40,104	41,942	1,838
Diagnostic and Preventive Services	81,191	122,332	41,141	63,976	75,977	12,001	28,954	30,455	1,501
Provider Delivery									
Diagnostic and Preventive Services	21,990	85,237	63,247	58,809	63,754	4,945	26,564	28,667	2,103
Endodontic Services	68	554	486	327	527	200	193	215	21
Extraction Services	521	2,246	1,725	1504	2162	658	927	902	-25
Provider Counts									
Continuously Enrolled Medicaid Providers	38	47	9	28	34	6	16	16	0
Ever Enrolled Medicaid Providers	64	95	31	42	56	14	21	22	1
Enrolled at end of reporting period	46	83	37	35	52	17	18	20	2

The table above shows clear, positive increases in unitization and providers among pilot-eligible counties. In many cases the increase is substantial. For example, the overall utilization rate increased by 18% during the pilot period for pilot-eligible counties. The utilization rate in ineligible-counties only increased by 5%.



In the figure above, we can see the substantial increase in overall utilization and services among pilot counties between the pre-pilot and pilot periods. The non-pilot counties remain comparatively flat between the two periods.

Medical/Dental Integration

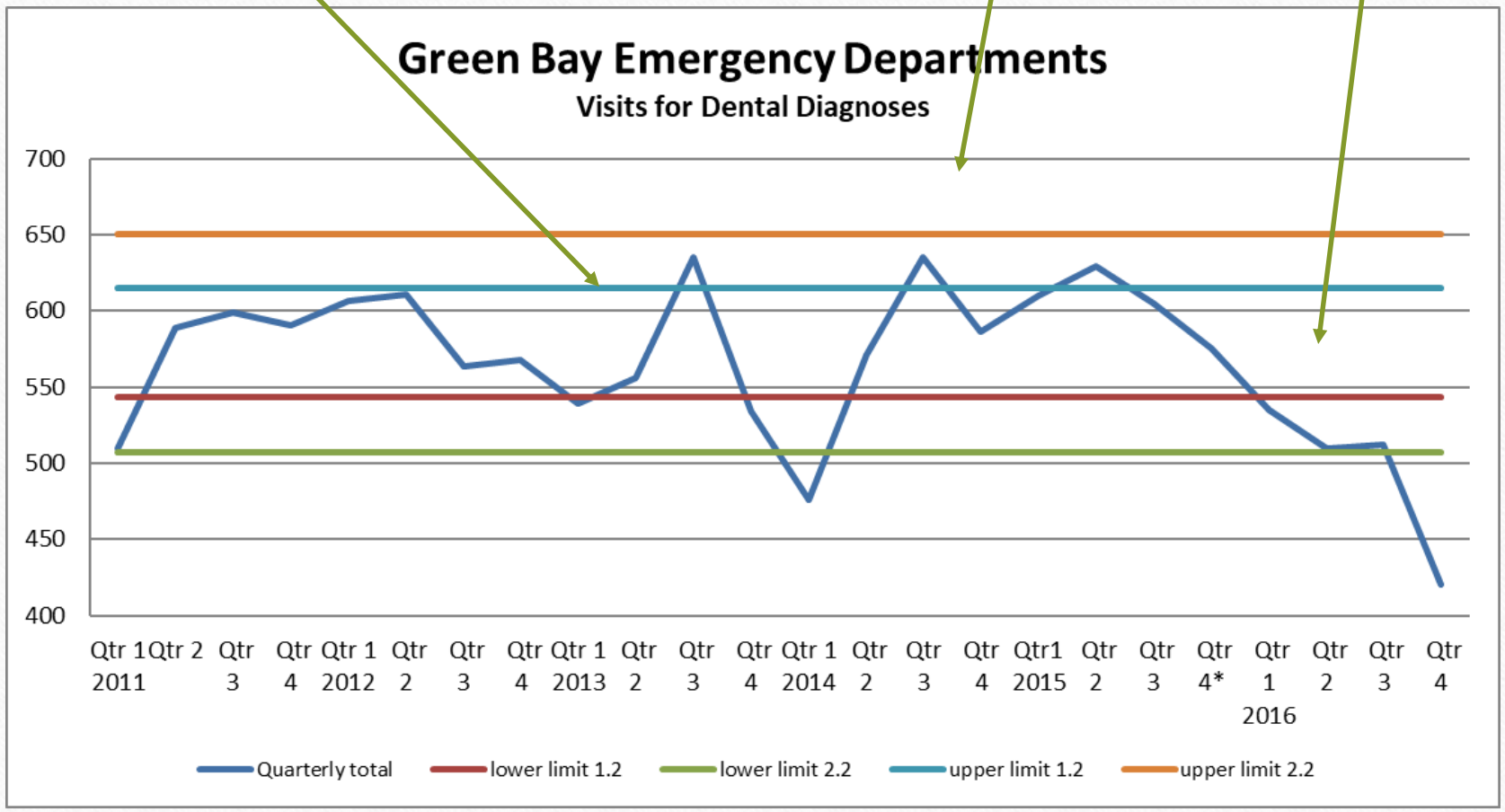
of Dental Chairs at Nonprofit Dental Clinics

	2011	2017
Children (OHP) Uninsured and MA	6 plus preventive services in 20 schools	16 plus preventive services in 25 schools
Adults MA (NEW Clinic)	3 - starting at the end of November 2011	12
Adults Uninsured (NWTC)	6 - one half day a week during school year	6 – one half day a week during school year

NEWCC 6 chair adult dental clinic opens @NWTC 2Q13

WI MA Expansion 2Q14

ICD 10 4Q15



Medical/Dental Integration

Pregnancy and Dental

- Tooth decay and gum disease are infections that can be carried in the blood stream to the placenta.
- Mothers with periodontal disease are seven times more likely to go into preterm birth or have low birth weight babies.
- Periodontal therapy reduced pre-term birth and low birth weight rates by 68% in women with pregnancy associated gingivitis. (Smart Practice News 1/2006)

The American College of Obstetricians and Gynecologists, Committee Opinion, Number 569, August 2013

Medical/Dental Integration

Healthy Smiles for Mom and Baby

- Initiated February 2018
- NEW Community Clinic, OHP, WIC, Health Dept.
- Referrals from WIC to prospective clinics
- OHP = 313 Referrals
- NEW = 105 Referrals

WISCONSIN Oral Health COALITION
Brown County
HEALTHY SMILES FOR MOM AND BABY
Children's Health Alliance of Wisconsin

Medical/Dental Integration

Diabetes and Dental

- Approximately 75% of adults in the United States have gingivitis and 35% have periodontal disease
- Diabetes is a risk factor for increased severity of gingivitis and periodontal disease
- Conversely – periodontal disease is a risk factor for increasing difficultly to control blood sugars
- Numerous studies have shown that treating periodontal disease in patients with diabetes can result in a reduction in the HbA1C on an average from .4% to 1%
- Periodontal treatment including cleaning, debridement, scaling and root planning reduces periodontal inflammation that may restore insulin sensitivity resulting in improved metabolic control
- Diabetics who receive proper dental care see an average decrease of more than $1,800 per year in hospital and doctor costs

Medical/Dental Integration

Survey - Dentist Questions:

- Profession – 38 dental professionals, 25 dentists
- Weekly how many Medicaid patients seek care – 3 more than 50,

  7 11-40, 10 5-10, 13 less than 5, 4 none
- Expanded practice to Medicaid since pilot program – 6 yes, 31 no
- Heard of OHP, NEW, NWTC – 30 OHP, 33 NEW, 36 NWTC

WISCONSIN Oral Health COALITION Brown County

Medical/Dental Integration

Survey - Doctor Questions:

- Profession – 44 medical professionals (31 doctors)
- Inquire if patients have dental provider – 20 yes, 20 no, 2 unsure
- How often refer patient for dental concerns – 2 daily, 7 twice or more times per week, 6 weekly, 16 monthly, 12 never
- Heard of OHP, NEW, NWTC – 12 OHP, 18 NEW, 24 NWTC
- Add dental home question to EPIC – 34 yes, 9 no

WISCONSIN Oral Health COALITION Brown County

Contacts for Dental

Large Organizations Playing Important Roles in Medicaid Dental:

- Wisconsin Department of Health Services, Wisconsin Oral Health Program
- Wisconsin Dental Association
- Marquette School of Dentistry
- Children's Health Alliance of Wisconsin
- Delta Dental of Wisconsin
- DentaQuest Institute

WAFCC and Dental

- Research – reimbursement, dental therapists, HPSA, best practices, etc.
- Connect & Educate – dental and medical providers connected and educated with best practices and similar messages
- Support and Standards – offer providers support for new practices and promote standards of care and productivity
- Advocate – with support of clinics, draft and support legislation

Key Elements of a High Performing Medicaid/CHIP Dental Delivery System

Supply Side	Demand Side	Medicaid System
adequate rates	know about the dental benefit	good data quality
low administrative burden	can find a dentist	strong contracts
fast payment	can make an appointment	use External Quality Review Organizations well
expedited credentialing	have a dental home	effective monitoring
reasonable prior authorization	transportation	high stakeholder engagement
help with broken appointments	help with broken appointments	adequate state agency staffing
fair audits		
collaborate with Primary Care Providers		
Identify and Leverage Partnership Opportunities		
local, state and national funders · state and local public health departments · dental schools Preschools · WIC · Head Start		

Centers for Medicare and Medicaid Services (CMS) – Laurie.Norris@cms.hhs.gov, 410-786-6543

Increase Dental Access in Wisconsin

- Increase Medicaid reimbursement rates statewide
- Research best practices – expanded practice settings, tele-dentistry, dental therapists, evidence-based prevention (SDF, sealant programs, fluoride treatments), frequency of visits, CBRF's, etc.
- Integration of oral health into primary care
- Use of dashboards for quality improvement
- Recruitment of more dental professionals for HPSA areas
- Statewide educational campaigns – dental health and diet
- Age 1 dental visits, rather than age 3
- Focus on prevention rather than restorative care/care under anesthesia

Thank you! Questions/Discussion?

OHP
Oral Health Partnership

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