



Testimony on:
KAMU Dental Hub Project

Presented to:
House Health and Human Services Committee

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Dental Hubs: A Public-Private Partnership That Works

Preliminary results from an independent evaluation of the Dental Hub Program designed and operated by the Kansas Association for the Medically Underserved (KAMU) and its member clinics.

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**Kansas Dental Safety Net Clinics
Pre Dental Hub - 2006**



A Solution: Dental Hubs

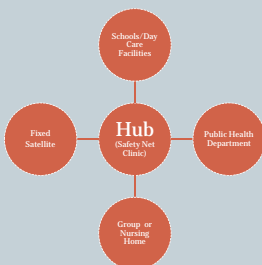
- First proposed by KAMU in 2006
- Distributive model for providing dental services in underserved locations based on:
 - Existing safety net clinics
 - Hub-and-spoke delivery sites
 - Increases in human and physical resources dedicated to oral health
 - Integration of oral health with other aspects of health care

Funding

- KAMU shared the concept with public and private funders encouraging them to:
 - Support the creation of a safety net oral health system based upon the dental hub concept with grants **and**
 - Align their funding processes and priorities to create appearance of a seamless program.
- By 2007 all of the pieces had come into place for an unprecedented public-private partnership and the first grants were awarded.

Hub and Spokes

- Hubs – Dentists and hygienists
 - Safety net clinics
 - Provide preventive, emergency, and restorative dental services
- Spokes – ECP hygienists
 - Fixed satellites
 - Outreach to unserved or underserved rural populations in permanent clinic locations
 - Public health and community settings
 - Outreach to targeted underserved rural populations using portable equipment



Model Specifications

- Staffing
 - Up to 3 full-time dentists
 - Up to 1 FTE in-house hygienist
 - Up to 2 FTE extended-care practice registered dental hygienists
 - Up to 2 dental assistants per dentist

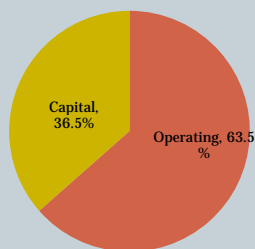
Model Specifications

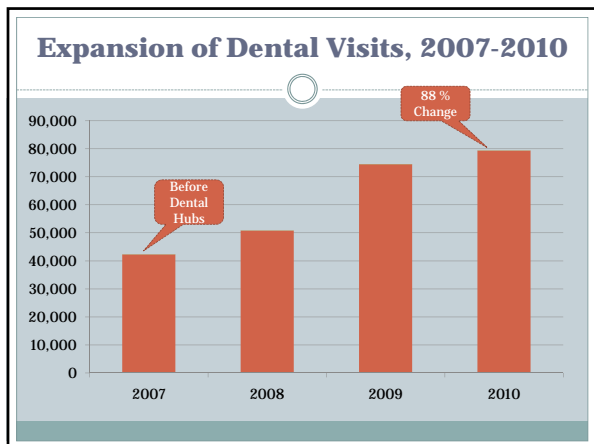
- **Equipment**
 - 2.5 operatories/dentist, one operatory/on-site hygienist
- **Level of Service**
 - Provision of education, preventive, emergency and restorative dental services to the underserved.
 - Integration of medical and dental services, which may be built upon the Dental Health Disparity Collaborative
 - Use of an outreach worker to support case management and enrollment of individuals likely to be enrolled in or eligible for Health Wave.
- A regional service plan
- Productivity standards of 2400 encounters per year for dentists; 1400 encounters per year for hygienists

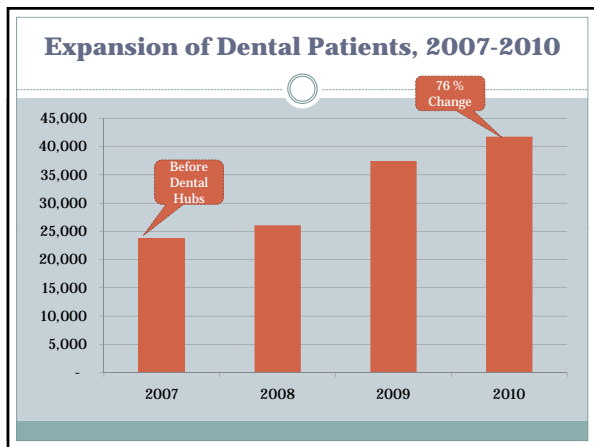
Funding Across Three Cycles

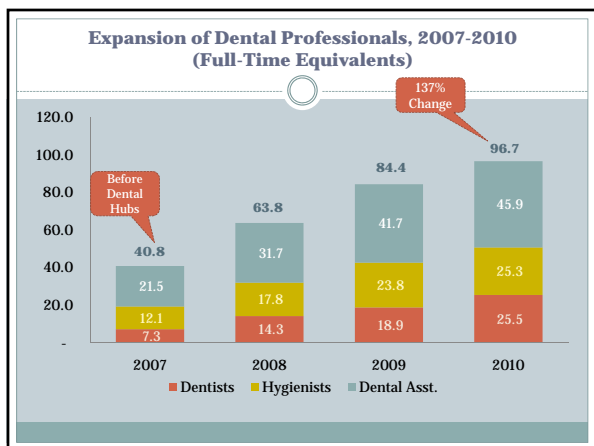
Funder	Hub I 2007-2011	Hub II 2008-2011	Hub III 2009-2011	Total
KDHE	\$500,000	\$500,000	\$500,000	\$1,500,000
United Methodist Health Ministry Fund	\$500,000	\$500,000	\$250,000	\$1,250,000
Kansas Health Foundation	---	\$1,000,000	--	\$1,000,000
Sunflower Foundation	\$500,000	\$300,000	--	\$800,000
Jones Foundation	\$574,000	--	--	\$574,000
Delta Dental of Kansas Foundation	\$213,000	\$250,000	\$100,000	\$563,000
REACH Healthcare Foundation	\$175,000	\$250,000	--	\$425,000
Total	\$2,462,000	\$2,800,000	\$850,000	\$6,112,000

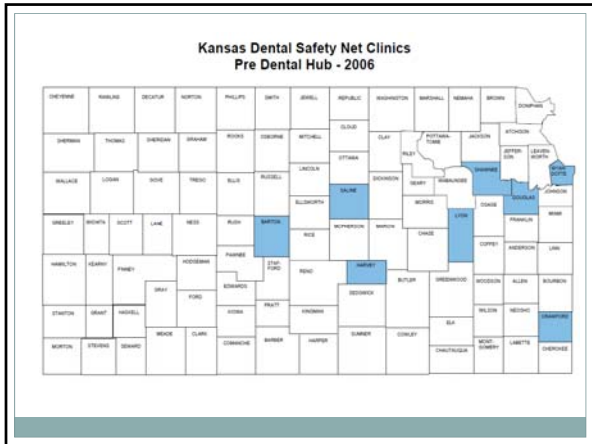
How was the grant money spent?

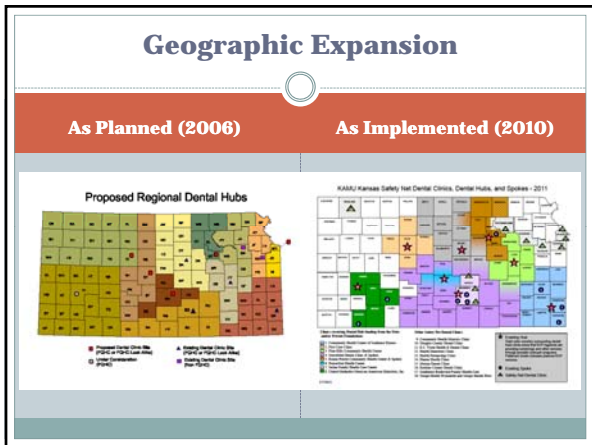












Sustainability: Think of safety net dental services as a small business

Major causes of failure in small businesses	Safety net response
<ul style="list-style-type: none">• Poor management • Lack of planning • Insufficient capital • Poor location • Overexpansion	<ul style="list-style-type: none">• Governed by a community board that holds management accountable• Planning is built into the hub process• Grant program provided adequate start-up capital for an adequate length of time• Co-located with other safety net health services• Demand exceeds supply; but ability to expand is limited

The Impact of the Grants on Sustainability

- Grants paid for capital expenditures for instruments, equipment, construction, and remodeling necessary to expand services
- Grants paid for operating expenses primarily provider salaries but also disposable supplies
 - Salaries and recruitment expense for new providers
- Lowering of fixed and variable costs made break-even possible at smaller volumes, assuring sustainability
- Impact of hiring more providers:
 - More providers means more units of service
 - More units of service means lower marginal and average costs
 - Lower marginal and average costs improves financial stability

Evidence of Sustainability

Safety Net Clinic Dental Expenditures, 2006-2010

