

Dental Hubs: A Public-Private Partnership That Works

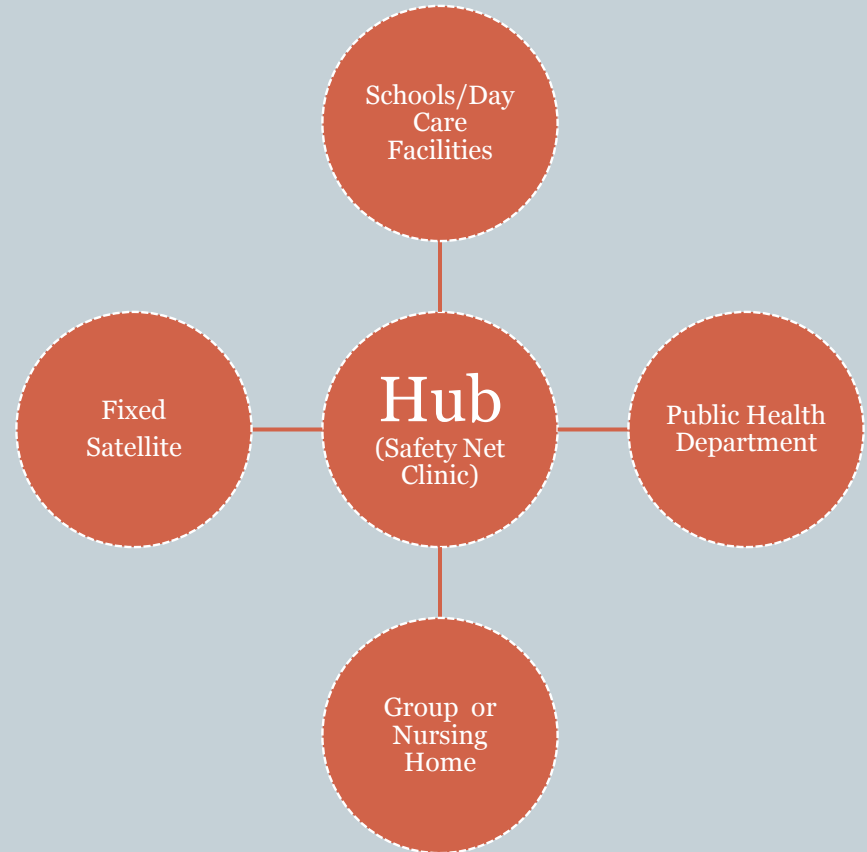


Preliminary results from an independent evaluation of the Dental Hub Program designed and operated by the Kansas Association for the Medically Underserved (KAMU) and its member clinics.

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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**

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



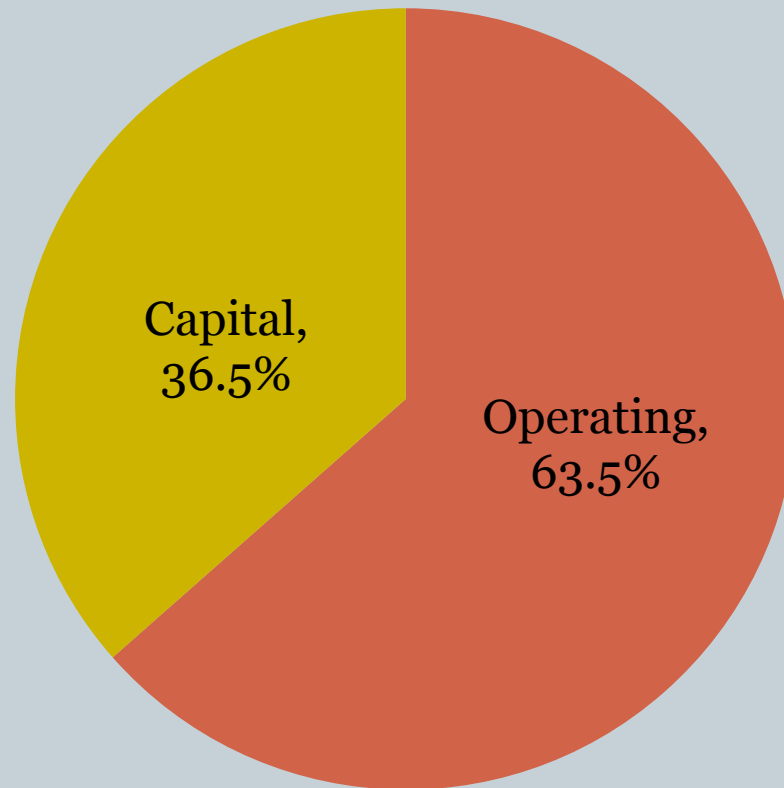
- KAMU shared the concept with public and private funders encouraging them to:
 - **Support the creation of a safety net oral health system based upon the dental hub concept with grants and**
 - **Align their funding processes and priorities to create appearance of a seamless program.**
- By 2007 all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

Funding Across Three Cycles

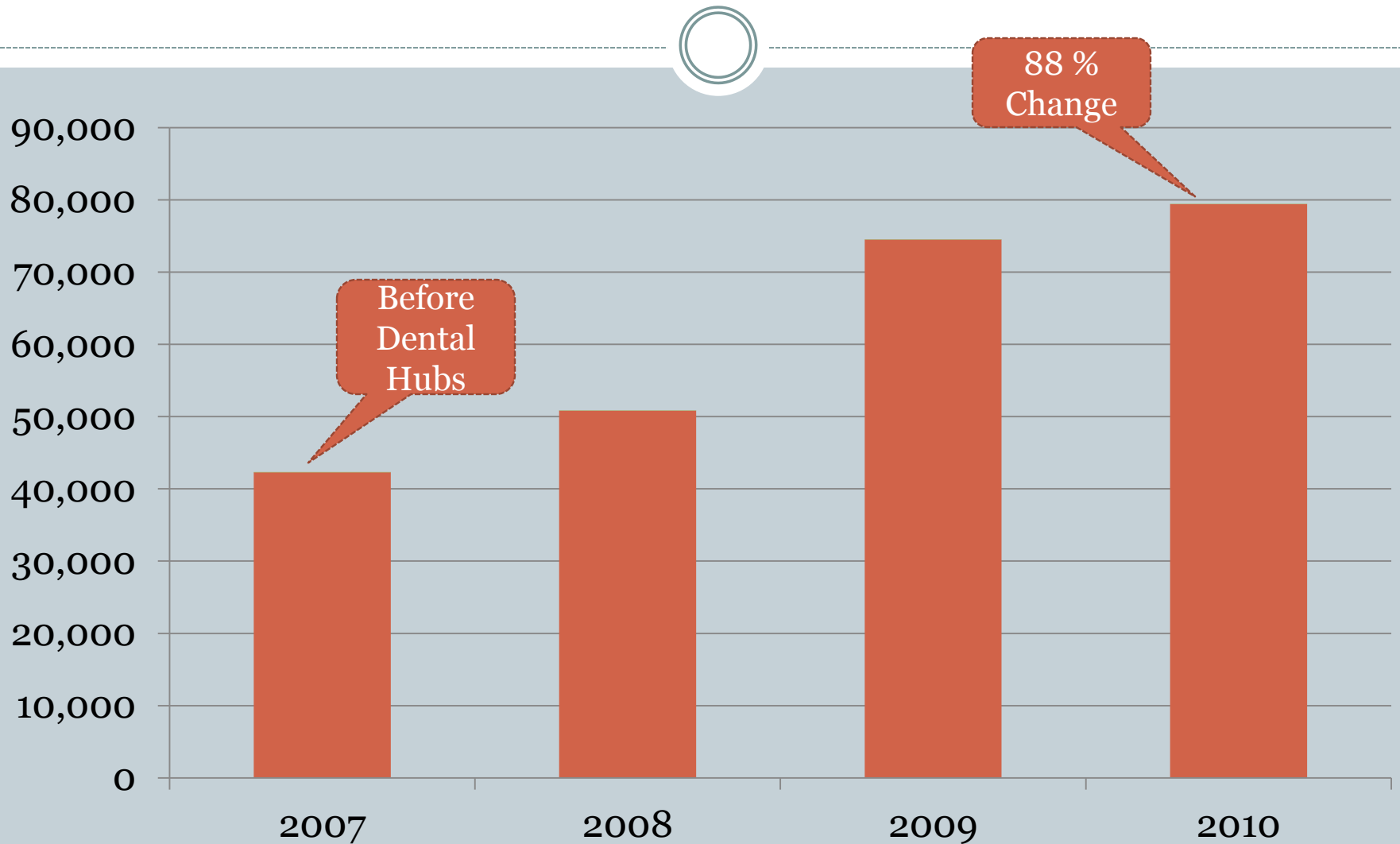


Funder	Hub I 2007-2011	Hub II 2008-2011	Hub III 2009-2011	Total
KDHE	\$500,000	\$500,000	\$500,000	\$1,500,000
United Methodist Health Ministry Fund	\$500,000	\$500,000	\$250,000	\$1,250,000
Kansas Health Foundation	---	\$1,000,000	--	\$1,000,000
Sunflower Foundation	\$500,000	\$300,000	--	\$800,000
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

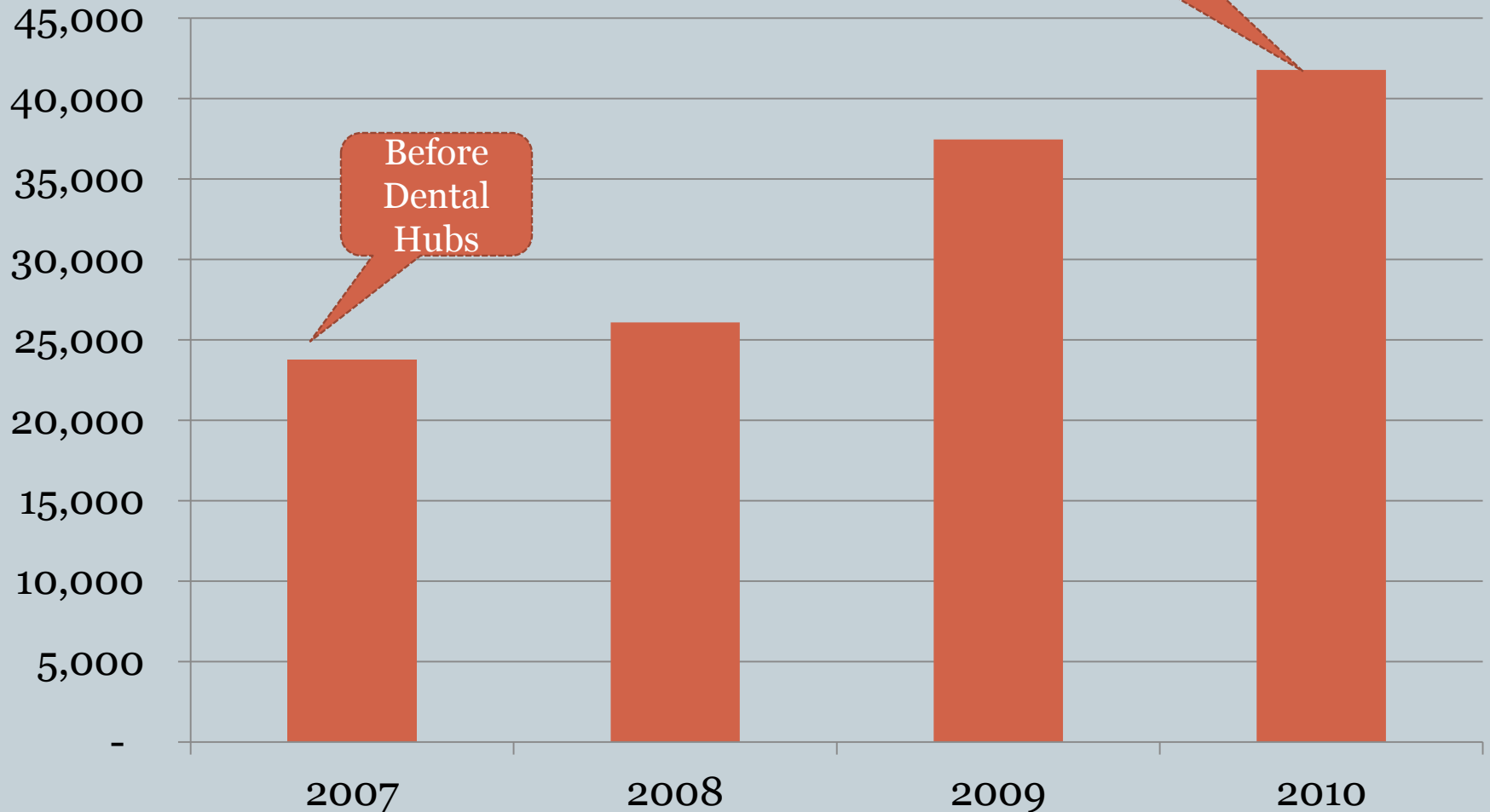
How was the grant money spent?



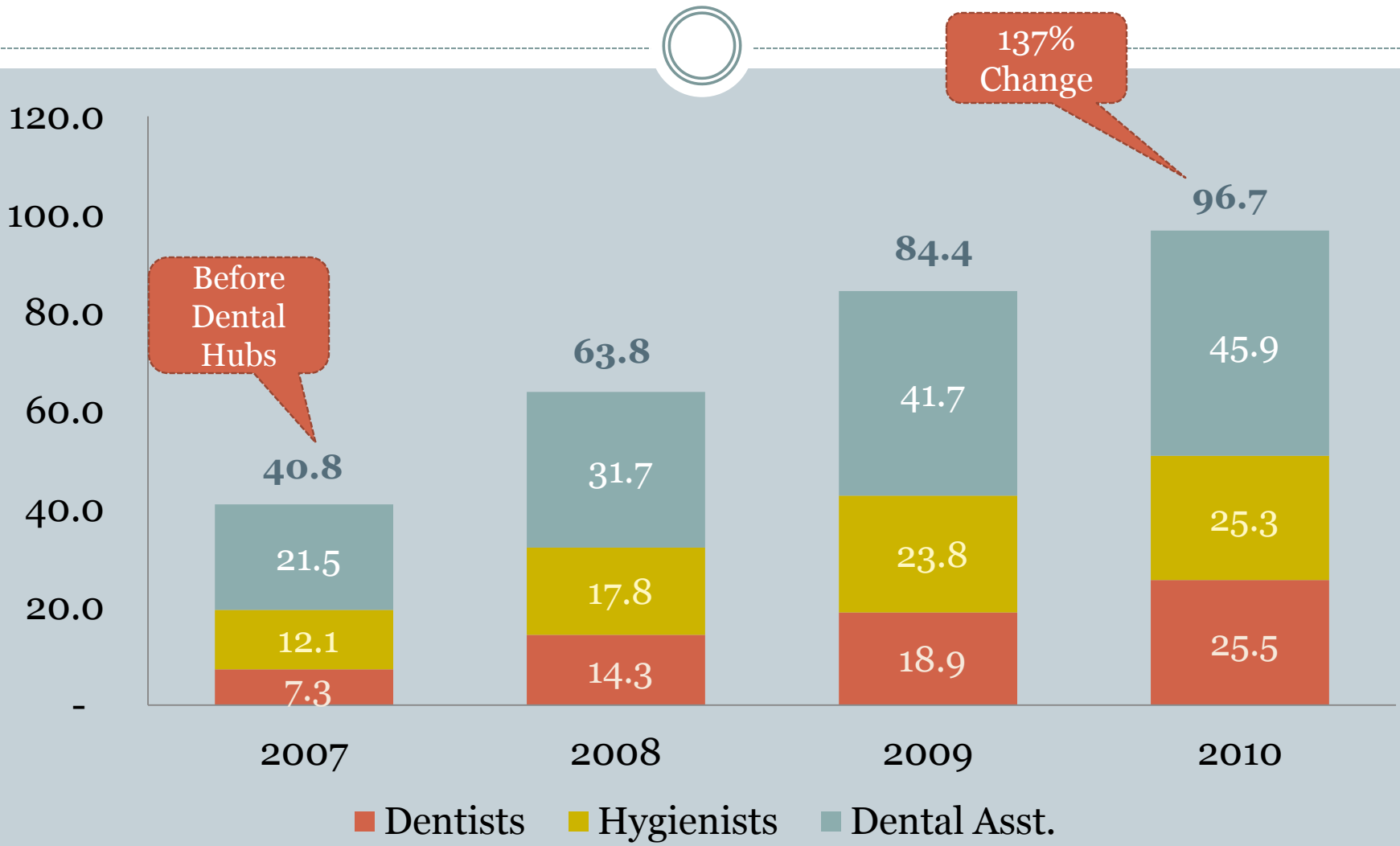
Expansion of Dental Visits, 2007-2010



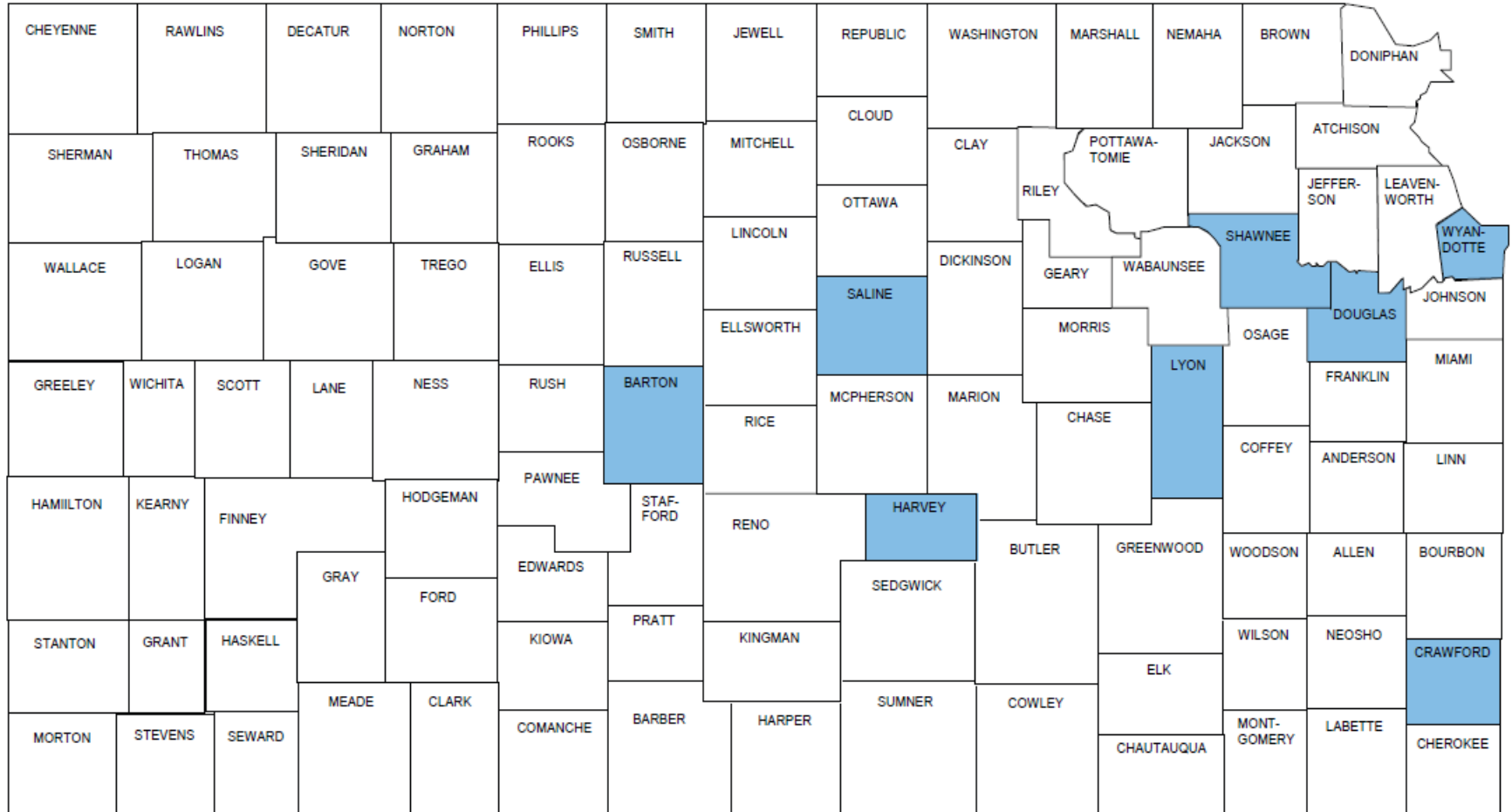
Expansion of Dental Patients, 2007-2010



Expansion of Dental Professionals, 2007-2010 (Full-Time Equivalents)



Kansas Dental Safety Net Clinics Pre Dental Hub - 2006

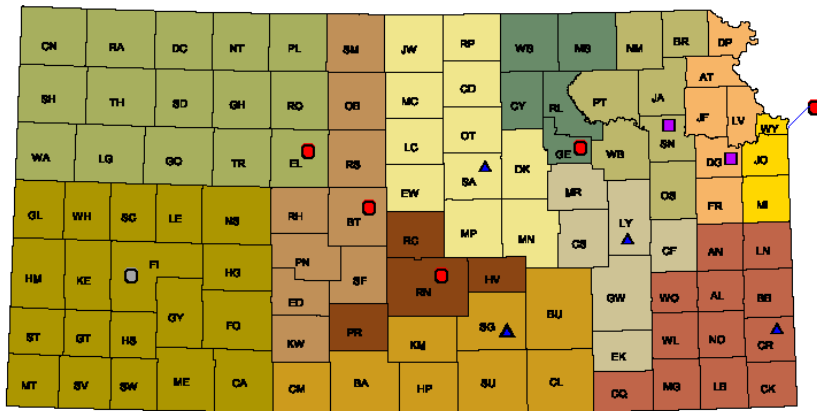


Geographic Expansion

As Planned (2006)

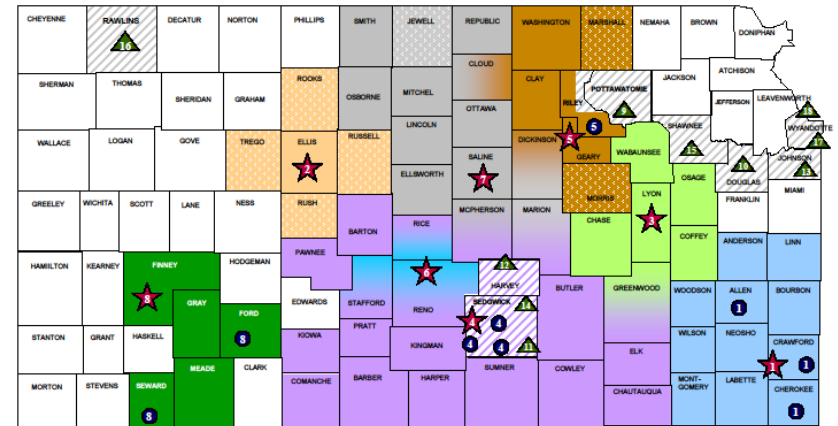
As Implemented (2010)

Proposed Regional Dental Hubs



- Proposed Dental Clinic Site (FQHC or FQHC Look Alike)
- ▲ Existing Dental Clinic Site (FQHC or FQHC Look Alike)
- Existing Dental Clinic Site (Non FQHC)
- Under Consideration (FQHC)

KAMU Kansas Safety Net Dental Clinics, Dental Hubs, and Spokes - 2011



Clinics receiving Dental Hub funding from the State and/or Private Foundations:

1. Community Health Center of Southeast Kansas
2. First Care Clinic
3. Flint Hills Community Health Center
4. GraceMed Dental Clinic & Spokes
5. Kanza Prairie Community Health Center & Spokes
6. PrairieStar Health Center
7. Salina Family Health Care Center
8. United Methodist Mexican-American Ministries, Inc.

Other Safety Net Dental Clinics

9. Community Health Ministry Clinic
10. Douglas County Dental Clinic
11. E.C. Tyree Health & Dental Clinic
12. Health Ministries Clinic
13. Health Partnership Clinic
14. Hunter Health Clinic
15. Marian Dental Clinic
16. Southwest Boulevard Family Health Care
17. Swope Health Wyandotte and Swope Health West

- ★ Existing Hub
Solid color counties surrounding dental hubs show areas that ECP hygienists are providing screenings and other services through portable outreach programs. Patterned shade indicates planned ECP services.
- Existing Spoke
- ▲ Safety Net Dental Clinic

Sustainability:

Think of safety net dental services as a small business

Major causes of failure in small businesses

- Poor management
- Lack of planning
- Insufficient capital
- Poor location
- Overexpansion

Safety net response

- 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

