Workforce and Access Communications

AAPD Advanced Legislative Workshop

September 25, 2010

Jon Holtzee – Director, State Government Affairs

The Research

4 Years	11 States
2006	Alaska
2007	Arizona Connecticut Georgia Missouri Oregon South Carolina
2008	Georgia Minnesota Wyoming
2009	Connecticut Georgia New Hampshire Oregon Washington

© 2010 American Dental Association, All Rights Reserved

Subjects

- Scope
- Supervision
- Education & Training
- Alternative Models
  - DHAT
  - ADHP
  - Other
- CDHC

© 2010 American Dental Association, All Rights Reserved

Findings - General

- Cost/lack of coverage is driving concerns about access;
- Few believe there is a shortage of dentists – may be a distribution problem;
- Believe some dental procedures are not complex;
- Managed care, medical mids, relationship with hygienists have reduced concerns about alternative models;
- There is a willingness to experiment with change – even when knowing there are risks;
- Dentists can still win hearts and minds as the leading professional authority, but must claim that ground.

© 2010 American Dental Association, All Rights Reserved

Findings - Access

- Access concerns are real and widespread. They are based on cost – not number of dentists;
- "Something beats nothing," virtually every time;
- Dentists can still assert professional authority – but not without an active agenda;
- First mover and multi-pronged solutions work best for complex problems
  - Improved Medicaid, charitable care, care coordination, Dentists are Doctors

© 2010 American Dental Association, All Rights Reserved

Findings - Workforce

- Strong willingness to expand the dental workforce based on the belief it will lead to lower cost options;
- Less willingness to choose one option over the other – more willing to experiment;
- Expanded workforce debates break on two lines; scope and supervision
  - Scope is the tougher issue – the public is unaware of the complexity of basic dentistry
    - Education differences can enter the debate but do not move the dial effectively
  - Supervision – with a dentist at the head of the team – is our strongest suit

© 2010 American Dental Association, All Rights Reserved

Going Forward

- Host of 2010 HOD resolutions;
- Research is not intended to dictate policy – it's designed to inform decisions and provide strategic guidance for messaging;
- Economic policy research on effectiveness of access solutions
  - Examine cost-effectiveness of dentist-supported solutions (loan forgiveness, differential reimbursement, etc.);
  - In-depth policy analysis that can be used across states;
  - Need to be able to capture data on alternatives we propose.
- Monitor and respond to foundation activity

© 2010 American Dental Association, All Rights Reserved

Going Forward (continued)

- Focus on the seriousness and complexity of dentistry
- Working with CDC on a study of national ER use for dental care and the resources lost
- Communicate CDHC program milestones
- Research considerations
  - Elite responses
  - Potentially affected population responses
  - Tests of actual state models being developed.

© 2010 American Dental Association, All Rights Reserved

Conclusions

- When proposing access solutions, the slate is often clean – until someone else proposes a solution;
- People are receptive to the idea of new dental workforce models;
  - Could lead to increased access, providing care to those without,
  - Could lead to lower costs, and
  - Could create new, good-paying jobs
- When we get to specifics, some concerns arise
  - Scope is difficult,
  - Many do want the dentist supervising and “in the building”

© 2010 American Dental Association, All Rights Reserved

Conclusions (continued)

- DHAT concerns
  - “A 19 year old?”
- ADHP concerns
  - No supervision
  - Lax coordination requirements
- “Prior experience” argument is believed, but not persuasive
- Essential to be first to propose solutions – own access
  - Talk about the complexity of the problem – must be a spectrum
  - Talk about the complexity of dentistry and connection to systemic health
  - Become an engaged policy entity – understand expectations.

© 2010 American Dental Association, All Rights Reserved