



APPLE TREE DENTAL
A Collaborative Practice Model

FARGO, NORTH DAKOTA
APRIL 24TH, 2014

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APPLE TREE DENTAL

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THANK YOU!

SENATOR JUDY LEE

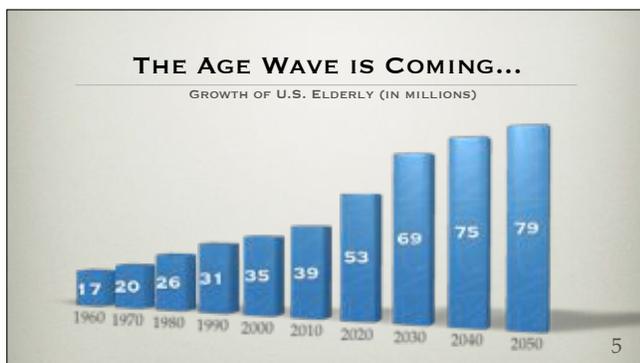


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**WHY IS ORAL HEALTH IMPORTANT
ACROSS THE LIFESPAN?**

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NORTH DAKOTA'S AGE WAVE



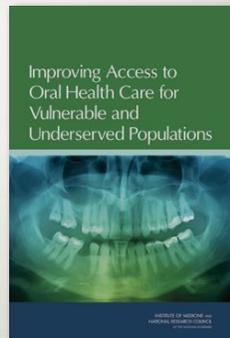
- Population 723,393
- 61% increase in 65+ by 2030

Source: US Census Bureau

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INSTITUTE OF MEDICINE AND NATIONAL RESEARCH COUNCIL OF THE NATIONAL ACADEMIES

www.iom.edu/oralhealthaccess



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DELIVERY SYSTEMS WILL..

- Eliminate barriers that contribute to oral health disparities;
- Prioritize disease prevention and health promotion;
- Provide oral health services in a variety of settings;

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VISION (CONTINUED)...

- Rely on a diverse and expanded array of providers who provide evidence-based care;
- Include collaborative and multidisciplinary teams working across the health care system; and
- Foster continuous improvement and innovation.

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THE APPLE TREE DENTAL
COLLABORATIVE PRACTICE MODEL

APPLE TREE DENTAL
WAS INSPIRED BY
THE MAYO CLINIC...

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THE MAYO CLINIC



- The Mayo Clinic is the oldest and largest integrated, not-for-profit group practice in the world. It began in the mid-1800's during the Civil War.
- Over 3,000 physicians and scientists and 46,600 allied staff work at Mayo Clinics in Minnesota, Florida and Arizona. The Mayo Clinic is also the largest private employer in Minnesota.
- The Mayo Clinic has been improving healthcare delivery, measuring and improving outcomes and driving down total healthcare costs for more than a century.

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WHY NOT FOLLOW?

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APPLE TREE DENTAL



In our
29th Year!

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Apple Tree's mission is to improve the oral health of people with special access needs who face barriers to care.

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BOARD OF DIRECTORS

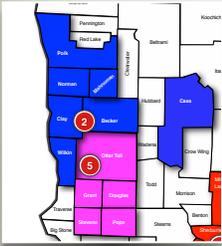


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A **STAFF MODEL**
BUILDS A TEAM WITH
SPECIAL EXPERTISE

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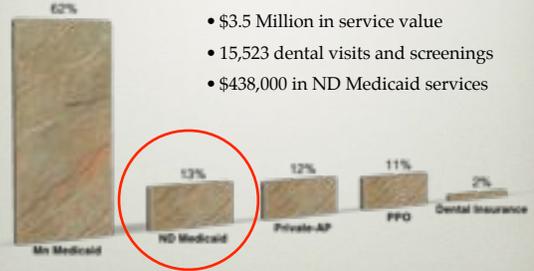
APPLE TREE'S HAWLEY CENTER ...



- Opened in 1997 following a regional needs assessment showing nearly 30,000 people lacking access to care.
- Lead funding from the Dakota Medical Foundation made the program launch possible
- The Hawley Center has been self-sustaining for 17 years.

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HAWLEY CENTER SERVICES 2013



- \$3.5 Million in service value
- 15,523 dental visits and screenings
- \$438,000 in ND Medicaid services

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HAWLEY CENTER: HISTORY TO DATE

Patients Served = **24,740**
 Dental Visits Provided = **198,355**
 Dental Care Value = **\$32,299,832**

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COMMUNITY COLLABORATIVE PRACTICE



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WE DESIGN OUR PROGRAMS TO BE...

- Proactive and patient centered
- Focused on prevention and outcomes
- Geographically distributed
- Collaborative and interdisciplinary
- Tele-health enabled

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ACHIEVING QUALITY IMPROVEMENTS

Quality Goals	Long-Term Care	Head Start	Outpatients
Safety	Excellent	Excellent	Excellent
Effectiveness	Best Practices	Best Practices	Best Practices
Patient- Centered	Nursing Integration	Teacher Integration	New Navigator Model
Timely	Much more timely	Much more timely	Care Coordinators
Efficient	Less than transportation costs alone	Far lower staffing and system costs	Optimized caregiver matching
Equitable	100% Access/Zero Disparities	100% Access/Zero Disparities	100% Access/Zero Disparities

* Institute of Medicine's healthcare quality goals

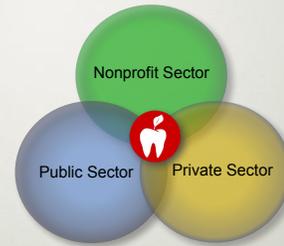
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EXAMPLES OF STAFF EXPERTISE...

- Geriatric, pediatric, public health and special care dentistry
- IV sedation, oral medicine, hospital dentistry
- Prosthodontics, oral surgery and implantology
- Dental education, clinical student rotations
- Fundraising and nonprofit development
- Public policy leadership and advocacy

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FORMING SUSTAINABLE PARTNERSHIPS



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WHAT'S BEEN ACCOMPLISHED?

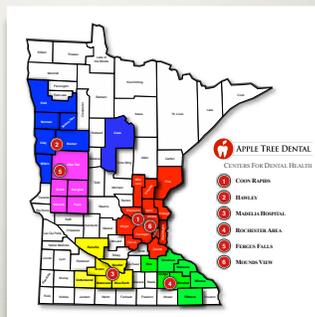
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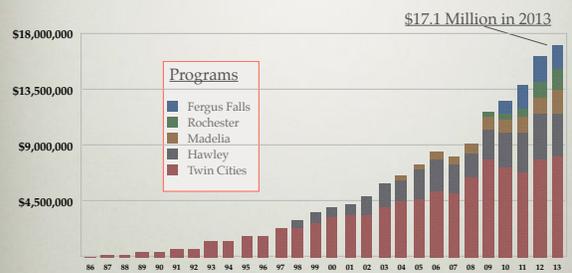
Minnesota Programs

- Low income children and their families
- Adults with disabilities
- Seniors and elders in long-term care
- Urban and rural communities



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Dental Care and Oral Health Value



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APPLE TREE'S INNOVATIONS CENTER

- Dental Care Delivery Pilot Projects
- Clinical Dental Education Innovations Projects
- Policy and Advocacy Programs
- Clinical Dental Research Projects and Publications

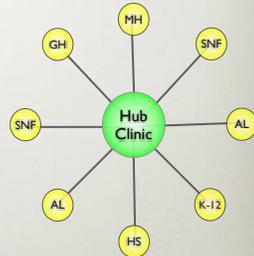
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HOW IS CARE DELIVERED?

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HUB AND SPOKE CLINICS

- Clinic and Care Coordination Center is the "Hub Clinic"
- On-Site Clinics in the community are the "Spokes" at Skilled Nursing Facilities (SNF), Mental Health Campus (MH), School (K-12), Head Start (HS) etc.
- We believe this is an optimal delivery system for people facing barriers to care



Both on-site *Oral Health* and *Dental Care* Teams are deployed



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Apple Tree Center for Dental Health

The Twin Cities "Hub Clinic"

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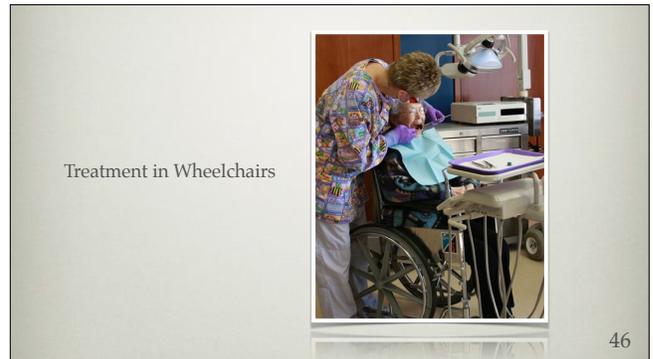
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Treatment in Wheelchairs

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Patient Safe Handling

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NURSING FACILITY PROGRAM

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ORAL HEALTH EDUCATION

NURSING FACILITY

Collaborative practice hygienist educates elders at the time of admission and educates CNA's and other caregivers during periodic education sessions.

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PREVENTIVE CARE

NURSING FACILITY

Fluoride Varnishes
Chlorhexidine Prescriptions
Daily Mouth Care Plans
Caregiver Supervision

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DENTAL SCREENING (MDS)

NURSING FACILITY

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TRIAGE AND CARE COORDINATION

NURSING FACILITY

50% have disease

Urgent needs

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COMPREHENSIVE DENTAL CARE

NURSING FACILITY

Triaged, Prioritized, Optimized Care

- Most elders need one or two restorative or prosthodontic visits
- Only a small number require referrals to our hub clinics or to specialists

50% have disease

Urgent needs

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FINAL THOUGHTS...

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HELPING BUILD CAPACITY...

- Critical Access Dental Provider Program... we helped establish it in 2001, it's the key to increases in access to care since that time.
- Collaborative Practice between dental hygienists and dentists is the key to efficient on-site care delivery.
- Develop evidence based benefits for people with special needs - their needs are unique and the health savings potential is greatest by improving their oral health.

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THANK YOU AGAIN!

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