

Dr. Jane Gillette first woman to lead MDA



MDA President Dr. Jane Gillette is joined by Dr. David Keim (L), immediate past president and Dr. Gary Roberts, ADA President-Elect at the MDA's 2016 Annual Meeting in Helena.

MDA has elected Dr. Jane Gillette as its first woman President and will lead the Association for 2016 – 2017. Joining Dr. Gillette as new officers are Dr. Kevin L. Rencher, President-elect, and Dr. Andrew Althaus, Vice President. Dr. Doug Hadnot and Dr. Roger Newman were reelected as delegates-at-large by the MDA General Assembly in Helena.

Montana oral health improvements reported

Children's access to dental care and dental visits by children in Montana have shown significant improvement, according to a report released by the American Dental Association Health Policy Institute.

The ADA report provides a state-by-state analysis of key oral health factors, including dental care utilization among children and adults with private dental benefits and among Medicaid children, sealant rates among Medicaid children, water fluoridation rates, self-reported oral health status, reimbursement rates for dental care services, and the dental workforce.

Continued on Page 5

In looking ahead for the year, Dr. Gillette says "My goal is to help all members succeed by working collaboratively with other MDA leaders, to build a healthy and resilient Association, which is prepared to meet the challenges and opportunities of the future."

Dr. Gillette, a Bozeman general dentist, is a nationally recognized leader in oral disease prevention, health disparities, and evidence-based dentistry. She has served the ADA as chair of the Council on Access, Prevention, and Interprofessional Relations and spokesperson on Evidence-based Dentistry. She has also served as a leader with the National Network for Oral Health Access, the American Academy of Pediatric Dentistry, the American Association of Public Health Dentistry, and the National Institute of Dental and Craniofacial Research funded practice-based research networks.

Dr. Gillette serves as a member of the MDA Government Affairs Committee, immediate past chair of the Council on Public Health and Planning, and alternate delegate to the ADA House of Delegates. She holds a faculty appointment at the University of Washington and is the recipient of the 2015 ADA/American Association of Dental Research Evidence-based Practice Award. She is the key developer of both AbCd Montana and Montana's school-based sealant program, Sealants for Smiles!

Dr. Rencher is a pediatric dentist in Helena. He has served two terms as the Fifth District director on the

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MDA LEADERSHIP

Nationally, the healthcare landscape has experienced dramatic changes. To a certain extent, the profession of dentistry in Montana has been sheltered from these changes; however, the environment is now changing more quickly than predicated. The source of these changes fit into two broad categories.

First, Health Care Reform has initiated system-wide changes in how healthcare is both delivered and paid for. As an example, health organizations are restructuring their care delivery systems into Patient Centered Medical Homes (PCMH's) and Accountable Care Organizations (ACO's), both of which include healthcare system redesign with the goal of reducing disease and controlling costs. In these models of care, PCMH's and ACO's are rated as to their quality and receive enhanced payments accordingly. Montana dentists are beginning to participate in these initiatives through participation in programs such as Medicaid "Meaningful Use", a state-wide electronic health record incentive program.

The second category of changes are related to the dental economy and workforce. Recovery from the Great Recession has been slower than expected which is exacerbated by a decade long trend in decreased consumer spending on dental services. Nationally, there

has been a steady decrease in insurance reimbursements, while at the same time there has been an increase in the number of payments made by Medicaid. With the opening of 15 new dental schools, there are now more dentists on the market. However, because of the weak dental economy, fewer practices are expanding associateship positions. The total average debt of new graduates is immense and will reach a predicted \$350,000 this year. Increasingly, new graduates are seeking employment in Dental Services Organizations or large group practices resulting in only 1 new graduate aiming to buy a solo practice for every 4 retiring solo dentists. Due to these complex factors, on average dentists are now practicing 8-10 years longer.

Exactly what these changes mean for dentistry in Montana is uncertain. As individuals we have little impact or effectiveness in monitoring and managing these changes. Our strength comes from our bond as dentists committed to our profession, and advocating and acting through our Association. There is no other association which will advocate for the interests of dentists. As such, I encourage all members to engage and advocate, even if the activity is small, because the actions that we take today will determine the opportunities of our future.



DR. JANE GILLETTE
President

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NEWS YOU CAN USE

Medicaid update with Jan Paulsen

Dr. John Smith

I recently had the opportunity to sit down and visit with Jan Paulsen, the Dental Program Officer for Medicaid services in Montana and ask her a few questions about the new expanded Medicaid program. Jan has served as the Program officer for nine years and is highly regarded by dentists for her patience and considerable efforts to help improve the program.

Expanded Dental Medicaid has now been in effect for five months. How are things going? How many have signed up? Are financial resources holding up?



Dr. Jan Paulsen

“It is going well, but there are some issues. The expanded program began quickly, so the new benefits could serve the people who qualified. Not all of the system updates were completed, so those Medicaid members eligible under previous qualifications were added during a second phase. Xerox is still working to provide verification of eligibility when patients arrive in your office via the web portal.

This work is not yet complete so you still have to call Xerox (1-800-624-3958) to verify benefits. The claims system is also 35 years old and is being upgraded. We at the state empathize with you and know that it is frustrating, but we ask for your patience and want to let you know the work will be completed and the system will be better.

Patients do not always understand their benefits and we appreciate any help your offices can provide to help explain the benefits if there are questions.

There are 42,800 Montanans signed up as of May 2016. Financial resources look good at the present time. The Federal government is obligated to pay for most of the program.”

Who makes up the Medicaid advisory group and what is its role?

“The group is selected to represent different areas of dentistry as well as different regions around the state. The current group meets quarterly and includes: Dr. Mark Rosebush (dentist), Billings; Remi Berube (denturist), Missoula; Dr. Reed Thompson (pediatric dentist), Kalispell; Dr. Tim Ballweber (orthodontist), Helena; Dr. Bernadette Wilson (oral surgeon), Whitefish; Kim Dunlap

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Free new dentist continuing education

MDA's New Dentist Committee, ADABEI (ADA's for-profit subsidiary) and Wells Fargo ADA's endorsed practice financing company, are sponsoring a free continuing education class for new dentists on Friday, June 17 at Fairmont Hot Springs.

A new dentist is a dentist who graduated from dental school fewer than 10 years ago. This event is open to member and non-member dentists.

June 17, 2016

Free Continuing Dental Education and
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8 am - 6 pm

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This event is made possible by a grant from Wells Fargo Practice Finance. Members of the Wells Fargo Practice Finance team will present the lecture.

Practice ownership essentials: what they didn't teach you in dental school!

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(Continued on Page 7)

Montana oral health improvements...

(Continued from page 1)

"The improvements in oral health indicators for our children represent the commitment of dentists, dental hygienists and others to ensure the best oral health possible for Montana's children," said MDA President Dr. Jane Gillette.

"Innovative Montana oral health programs, such as Montana's Access to Baby and Child Dentistry (AbCd) and Sealants for Smiles! have increased prevention and needed dental care for infants, toddlers and school-aged children, said Dr. Gillette. "These programs are the result of strong partnerships between state government and non-profit organizations, and local community child advocates."

The ADA report shows that more Montana kids are getting dental care. The percentage of children with a dental visit in the past 12 months increased by 108 percent from 2000 to 2013 for children with Medicaid coverage and by 84 percent for children covered by private dental insurance from 2005 to 2011.

One of Montana's most significant oral health

performance measures is the percentage of dentists participating in Medicaid for Child Dental Services in 2014. Seventy-two percent of Montana dentists provide Medicaid services for children's oral health compared to only 42 percent in the nation as a whole.

The Montana Dental Association launched Healthy Smiles from the Start in 2015 to increase oral health awareness among expectant mothers and the parents of young children. Community programs and dental offices across Montana are participating in the public education campaign, which educates pregnant women on the importance of oral healthcare during pregnancy and urges caregivers to keep their children cavity-free by scheduling their child's first dental visit as soon as the first tooth emerges. For information about Healthy Smiles from the Start, visit www.MontanaDental.org.

Please see pages 9-11 for the report on Montana's Oral Health Care System. The national report and analysis is available at www.ada.org/statefacts.

Medicaid update with Jan Paulsen...

(Continued from page 4)

(dental hygienist), Great Falls; Dr. Jane Gillette (MDA), Bozeman.

It's strictly advisory, but they make recommendations to improve quality, cost, and utilization in the program. They also serve as a forum to discuss current and future issues in Medicaid. If you have constructive suggestions or ideas for the program you can contact one of these people or you can e-mail Jan Paulsen (jpaulsen@mt.gov).

For more detailed information about Medicaid, including the new expanded Medicaid (HELP), program, go to the MDA website: <http://montanadental.org/what-we-do/advocacy/access-to-oral-health/current-medicaid-issues/288-medicaid-expansion>



MONTANA DENTAL Advocate

MDA members lobby on federal student debt, Medicare opt-out

Dr. Doug Hadnot and Dr. Mike Bowman

Once again this year MDA was well represented at the annual ADA Washington Leadership Conference by MDA President Jane Gillette, MoDePAC Chair Kevin Miltko, New Dentist representative Mike Bowman, Doug Hadnot, and Roger Kiesling also joined us for our meetings on Tuesday. Unfortunately, Congress was not in session during the week of our meeting, and our Senators and Congressman were back home in Montana. We did have the opportunity to meet with their staff members

We talked about student loan debt (two bills pending in the House), a non-covered services bill that applies

Continued on Page 7



The MDA Lobbying Team – Drs. Jane Gillette, Kevin Miltko, Mike Bowman, and Doug Hadnot.

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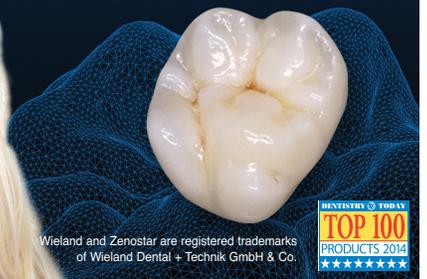
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MDA members lobby...

(Continued from page 6)

to federal insurance plans, and the pending regulation requiring Medicare opt-in or opt-out for your senior patients to receive their prescription drug benefits (a bill is pending to permanently remove the requirement). All were well accepted, but the general comment from staff is that not much is going to happen with legislation during the balance of this session except the budget. We also took the opportunity to visit briefly about the recent regulations regarding restrictions on opiate prescriptions and how they can adversely affect those of us in rural areas.

“The MDA lobbying team does a great job. We have developed relationships with our members of Congress and their staff, and they remember us. MDA advocacy extends to in-state activities as well. We are active on

both sides of the aisle, and all of the folks who were in Washington DC also participate in various political activities in their local communities, both Democrat and Republican. I encourage all MDA members to get involved. “If you don’t attend the dinner, you may find yourself on the plate.” – *Doug Hadnot*

“Some of the best conversations occurred while networking with individual dentists from around the country and making connections with these folks. It is so important to have consistency in communication with Washington leadership so that when the time comes for our senators and representatives to reach out for help and guidance, they know who the experts are and where to find them.” – *Mike Bowman*

Dr. Gillette leads MDA...

(Continued from page 1)

MDA Board, as a member of the MoDePAC board, and as a member of the Government Affairs Committee. While at the University of Iowa College of Dentistry, Dr. Rencher served as the President of the American Student Dental Association. He completed specialty training in pediatric dentistry at Schneider’s Children’s Hospital in New York City and is an active member of the American Academy of Pediatric Dentistry.

Dr. Althausen has been in private practice since 2007 and is currently the owner of Smile Missoula. He was formerly dental director and a staff dentist at Partnership Health Center. Dr. Althausen has served as president

of the Second District, New Dentist representative and Second District member on the MDA Board. He has been a member of the Missoula Medical Aid Board of Directors, Partnership Health Center Board of Directors, and Missoula Early Head Start Board of Directors.

New dentist continuing education...

(Continued from page 5)

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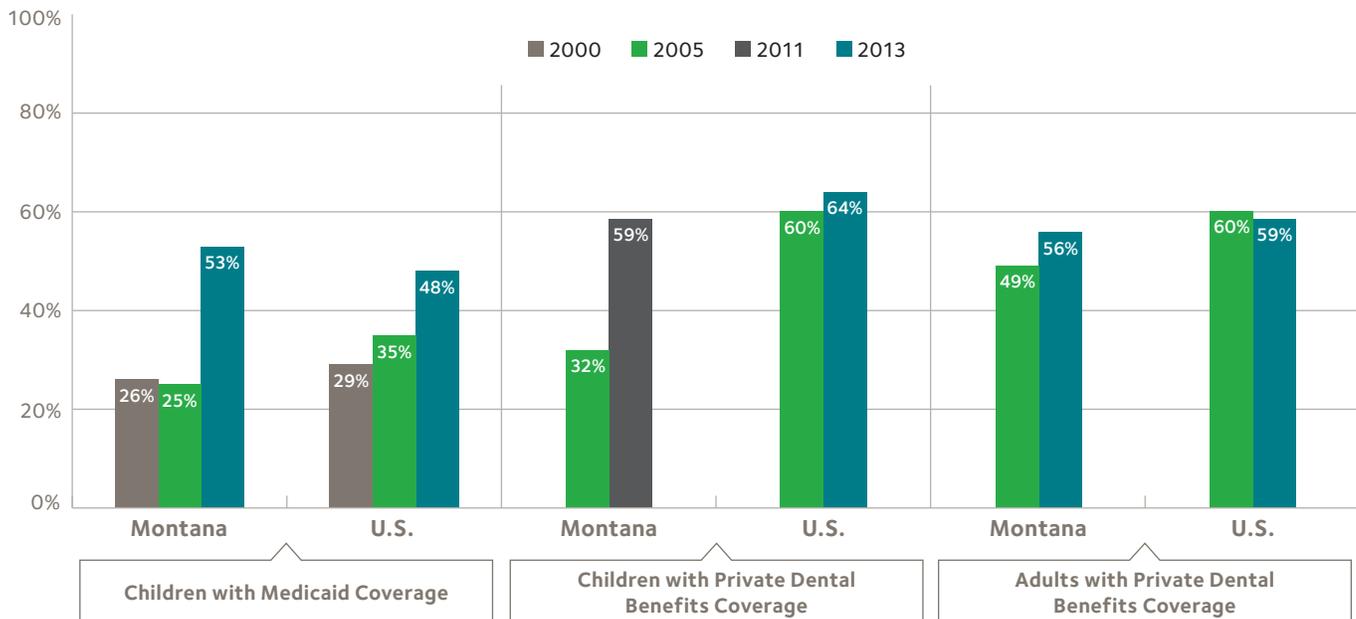
Oral Health Care System: Montana

This fact sheet summarizes select data on the oral health care system as of 2015. Topics include dental care utilization; oral health status; attitudes and knowledge of oral health; fluoridation rates; reimbursement rates to providers and the supply of dentists.

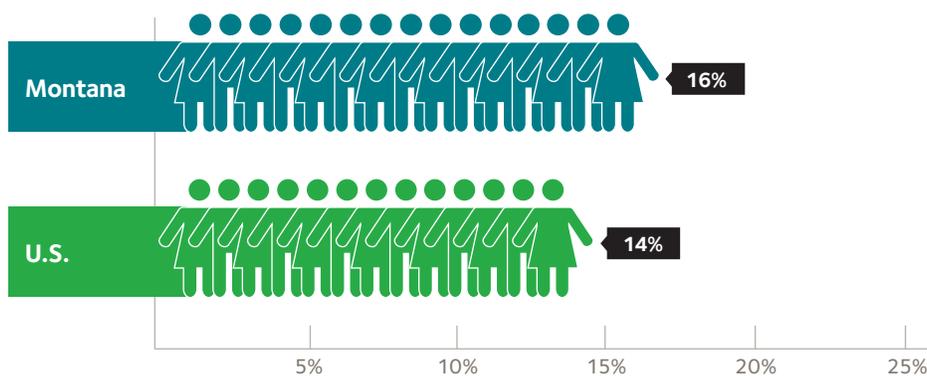
For methods and data sources, please visit ADA.org/statefacts.

For more information on the ADA Health Policy Institute, please visit ADA.org/HPI.

Percentage with a Dental Visit in the Past 12 Months



Percentage of Medicaid Children Who Received a Sealant on a Permanent Molar in 2013

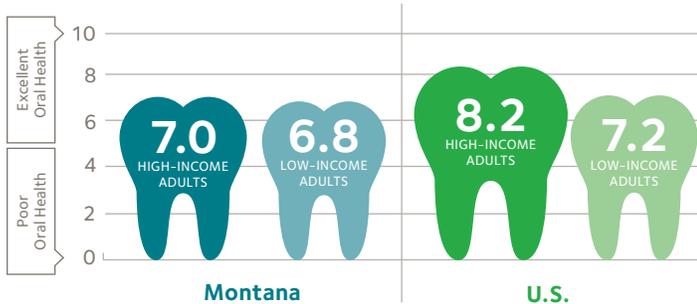


16%

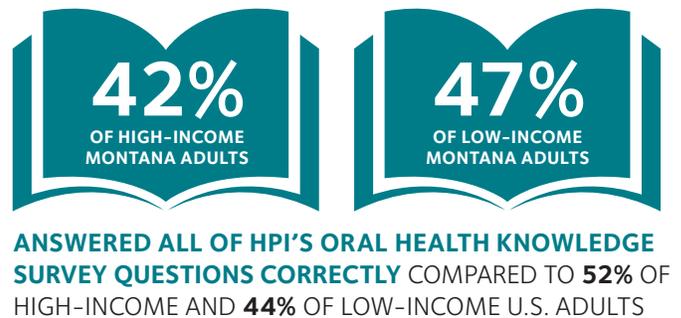
OF MONTANA MEDICAID CHILDREN 6 THROUGH 14 YEARS OLD RECEIVED A SEALANT ON A PERMANENT MOLAR IN 2013, COMPARED TO 14% NATIONALLY

Oral Health Care System: Montana

Oral Health Status Index Among Adults in 2015



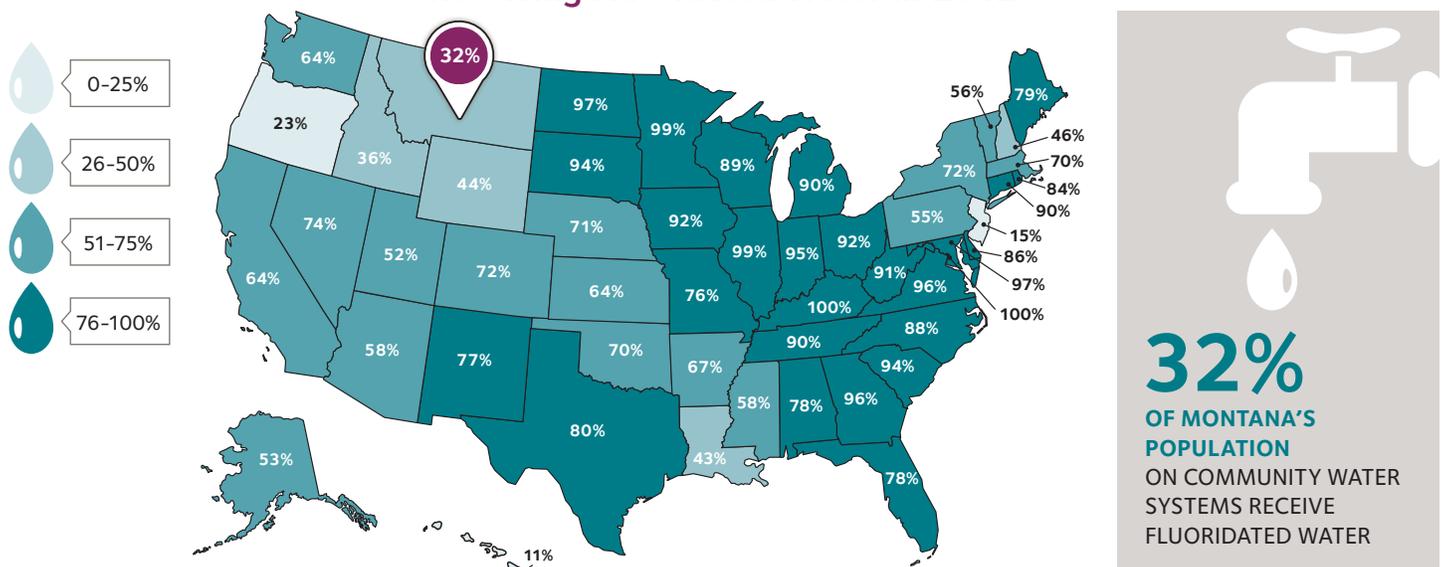
Oral Health Knowledge Index Among Adults in 2015



Oral Health Attitude Index Among Adults in 2015



Percentage of Population on Community Water Systems Receiving Fluoridated Water in 2012

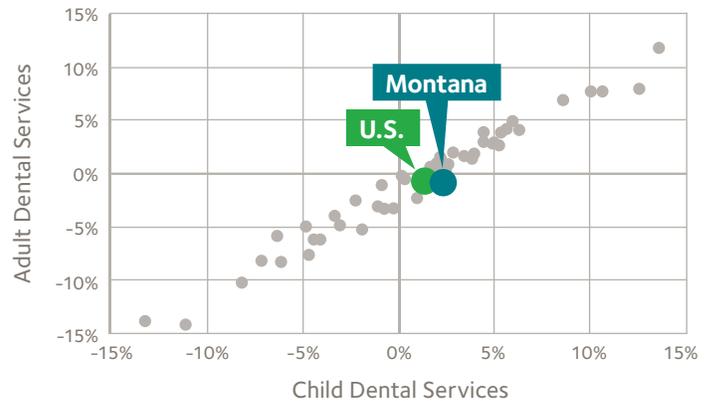


Oral Health Care System: Montana

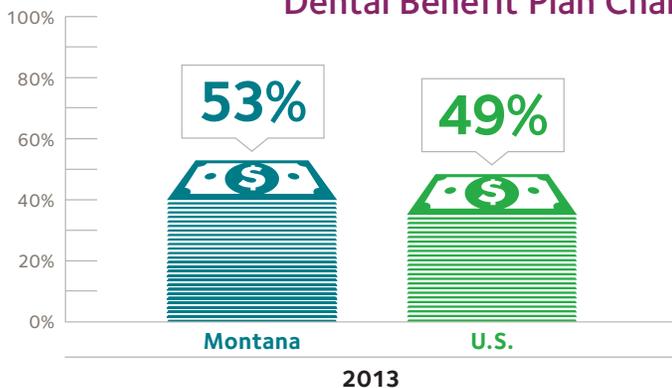
Change in Private Dental Benefit Plan Charges Between 2003 and 2013

CHANGE IN PRIVATE DENTAL BENEFIT PLAN CHARGES BETWEEN 2003 AND 2013

	CHILD	ADULT
MONTANA	2.3%	-0.7%
U.S.	1.2%	-0.6%

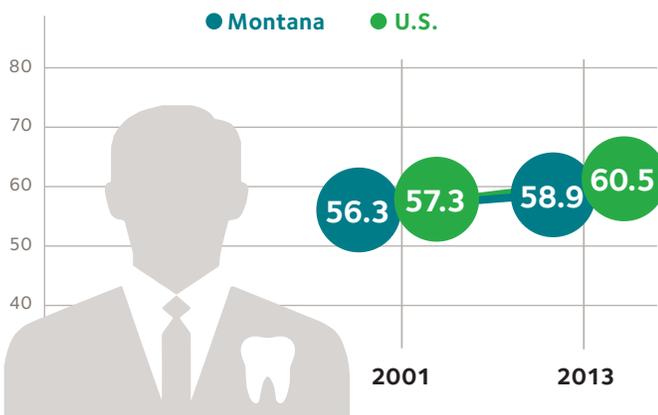


Medicaid Fee-for-Service Reimbursement as a Percentage of Private Dental Benefit Plan Charges for Child Dental Services

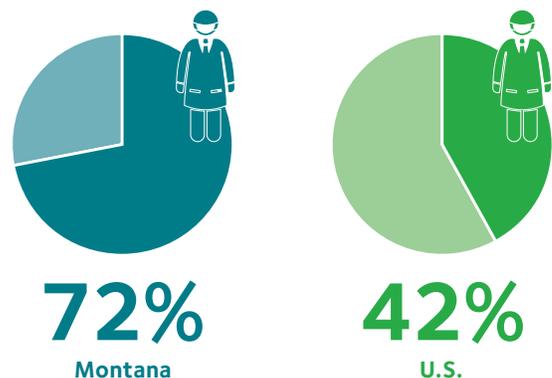


BETWEEN 2003 AND 2013 REIMBURSEMENT RATES FOR CHILD DENTAL SERVICES IN MEDICAID **decreased 14.7% in Montana**

Number of Dentists per 100,000 Population



Percentage of Dentists Participating in Medicaid for Child Dental Services in 2014



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Move to the Mountains! - A well designed dental office with 5 treatment rooms, consult room, central sterilization/lab, x-ray room, waiting room, front office, private office, break room and 2 bathrooms. Plumbed for water/O2-N2 lines, 2 GFA furnaces, 2 AC, staff parking—6 spaces, client parking—4 spaces. Equipment does not convey. Red Lodge is 60 miles south of Billings, Montana's largest city. Located at the foot of the Beartooth Mountains, this ideal recreational town features summer and winter recreational opportunities: Summer: gateway to Yellowstone National Park, Custer National Forest with hiking, packing, open spaces. Winter: downhill skiing at Red Lodge Mountain Resort, cross country trails and snowmobiling. Current owner is retiring, but has had a highly successful practice since 1989. Please call or email Tera Reynolds, Broker with Coal Creek Realty for more information. 406-425-3913, rlski@montana.net. Additional pictures at www.coalcreekrealty.com

Great Falls Montana - Dental office for sale or lease, available now. 1750 sq. ft. on the main floor. Includes a large reception area, 5 operatories one with an x-ray machine, 2 private office spaces, a sterilization area, a darkroom with a processor, a panoramic x-ray room with an x-ray machine, a wet lab, and 2 bathrooms. Large basement has a room for another office or break room, a bathroom with a shower and dressing room with lockers, and shelving for much storage, and an area plumbed for a washer and dryer. Located very close to the hospital in a complex with 4 other buildings housing an endodontist, a periodontist, and three general dentists. Contact Dr. Jay Tuomi (406) 781-8340.

Bozeman, Turn Key Dental Space - Real estate and equipment associated with four operator dental practice available summer of 2016. Located close to downtown and directly across the street from High School. All digital radiography including 2 year old Instrumentarium OP 300 pano. Dr. is relocating, patient base is not for sale. Space is part of a 4 unit condominium already occupied by dentist and orthodontist. Price negotiable depending on equipment purchased. Please contact Reed at 406-579-4900.

Oregon - Established endodontic practice in a small university town of about 12,000, drawing from surrounding population of about 58,000. Perfect town to raise a family. Over 2400 square feet building with 4 operatories; two operatories with G6 microscopes. A third operator is for the occasional emergency to squeeze in; and the fourth is the CBCT room, equipped with a K9000. Plus basement storage and equipment space. Recreational opportunities abound for outdoor enthusiast. Building and equipment are priced to make an ideal starting package for the new grad or established practicing endodontist who wants to move. Contact email: oregonpractice@gmail.com

Practice Opportunities

Need a Dental Hygienist? Post your job opportunity on the MDHA website. Ads on the MDHA website are e-mailed to almost 600 Montana dental hygienists. Go to www.montanadha.org and click on Employment Opportunities for details or call MDHA at 406-256-7384.

Wind River Dental is currently seeking a registered Dental Hygienist. We are looking for an enthusiastic, cheerful individual, who can positively contribute to the Wind River Dental team. If you are interested and feel as if you could contribute to our team, please submit resumes to windriverdentaljobs@gmail.com.

Classified ads are available at no charge to MDA members. Contact MDA at 800-257-4988 or info@montanadental.org. Visit www.MontanaDental.org for more information and opportunities.

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LOCUM DENTIST WITH 20 YEARS of experience available to assist you with all aspects of general dentistry while you must be away from your practice. Butte native. Please contact Dr. Murphy at 406-299-3596.

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No Cost Dental Equipment Available for Dental Outreach Events. Looking to host a dental mission or community-based event, such as programs in nursing homes, for veterans, or the homeless? We have ALL the equipment you would need including beautiful new portable ADEC delivery units, a Nomad x-ray unit, and sterilizers. Equipment is available to dentists at NO COST, just return the items in good condition. Contact Dr. Jane Gillette at drjillette@SproutOralHealth.org or 406-868-1549.

For Sale

2012 Biolase waterlase iplus for sale. 25K. Please email mfpaul@hotmail.com for more information.

Cranex 3+ with a digital upgrade
Model PT-11 P. Manufactured July 2000. Serial No. K07768. \$6,000 O.B.O. Contact Kerena or Dr. Christopher Hall at 406-586-2117 for more information and/or questions.

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Photo submitted by Dr. Rob Neill, Butte

2016

- June 17** • Free New Dentist CE Event, Fairmont Hot Springs, Learn & Swim, Family Invited. See page 5.
- July 7-9** • Montana Fly Fishing Dental Conference, Dillon. Contact Dr. John B. McCollum, (406) 683-5125
- Sept 16** • MDA Sponsored CE, Dental Implants, Dr. Robert Vogel, page 16
- Sept 23** • Montana Board of Dentistry, Helena
- Oct 7** • MDA Board of Directors, Helena
- Oct 20-25** • ADA Annual Session, Denver
- Dec 9** • Montana Board of Dentistry, Helena

2017

- Jan 27** • Dental Day at the Legislature, Helena, Great Northern Hotel
- Jan 28** • MDA Board of Directors, Helena
- May 3** • MDA Board of Directors, Missoula Annual Meeting
- May 4-5** • MDA Annual Meeting, Hilton Garden Inn, Missoula
- Oct 19-24** • ADA Annual Session, Atlanta

2018

- May 2** • MDA Board of Directors, Missoula Annual Meeting
- May 3-4** • MDA Annual Meeting, Hilton Garden Inn, Missoula
- Sept 27 - Oct 2** • ADA Annual Session, Honolulu