Biography for Brian J Quinlan DDS

- Northwestern University Dental School, Chicago, IL  DDS 1986 Nothing Cum Laude
- Private practice, 3 locations: Chicago, Strum, WI & Twin Cities  1986-1991
- Park Dental 1991-1996
- Health Partners 1996-2003
- Private practice, part owner 2003-2008
- Southside Community Health Services, FQHC, 2017-present Dental Director
Biography for Janelle Jehn, CADT

- Graduated from University of Minnesota School of Dentistry in 2013
- Licensed Dental Therapist practicing with her advanced certification at Southside Community Health Center
- Active in community volunteering for Give Kids a Smile
- Event State Lead for Minnesota Mission of Mercy
Southside History

• We are an FQHC founded in 1971 by three VISTA volunteers to provide affordable and accessible primary care to underserved individuals and families in the south Minneapolis community and to those who do not speak English.

• We provide patient focused, high quality and culturally competent care with services including medical, vision, mental health, dental, and community outreach via a mobile dental van.

• Two years in a row, we have been recognized by HRSA as a Clinical Quality Leader
The Patients We Serve: Race and Ethnicity

Ethnicity
- Hispanic: 53.2%
- Non-Hispanic: 44.2%
- Unknown/Unreported: 2.7%

Race
- White: 61.2%
- Black: 17.4%
- American Indian: 16.4%
- Native Hawaiian/Pacific Islander: 0.8%
- Alaskan Native: 0.1%
- More Than One Race: 0.0%
- Unknown/Unreported: 2.4%

Southside Community Health Services, Inc.
The Patients We Serve: Socioeconomics

Insurance Coverage
- Uninsured: 6.1%
- Medicaid: 5.7%
- MNCare: 28.8%
- Private Insurance: 59.4%

Federal Poverty Level
- 100% and Below: 43.3%
- 101-150%: 7.8%
- 151-200%: 4.3%
- Over 200%: 44.4%
Staff
4 FT DDS, 1 PT DDS, 2 FT ADT’s, 1 PT ADT, 6 FT DH, 9 DA, 4 Front Desk, 1 dental records, 1 prior authorizations/front desk supervisor, 2 call center, 1 Dental Manager

12 Dental chairs; 1 mobile dental unit
What is Dental Therapy?

- History of Dental Therapy *(initiated to aid in the dental shortage of underserved areas)*

- Evolution of Dental Therapy *(Dual Licensed Hygienist, Advanced Certification)*
Basic Restorative and Preventative Services, Simple Extractions, Infant, Periodic and Problem Focused Exams.

(Dental Therapy/ Advanced Dental Therapy full Scope of Service)

https://mn.gov/boards/assets/DT%20Chart%20BA_tcm21-262696.pdf
https://mn.gov/boards/assets/NEW_DentalTherapistSCOPE_tcm21-285567.pdf
https://mn.gov/boards/assets/NEW_ADTSOPE_tcm21-285565.pdf
Dental Therapy in Minnesota

- Education and Training (U of MN or Metro State)
- MN 2018 Statues
- Supervision
- Practice Setting
- Collaboration Management Agreement

https://www.revisor.mn.gov/statutes/cite/150A.105
Dental Therapy at Southside

• Column

• Mentoring/Supervision

• Dentist Focus
Access to Care

HPSA Score = 23
(Health Professional Shortage Area)

January to June 2018:

**Patients**
- 3,652 patients
- 1,088 pediatric patients (under 18)

**Visits**
- 7,999 visits completed
- 1,275 pediatric visits (under 18)
January to June 2018:

- We completed 7,999 dental visits
  - 2,860 Dentist visits
  - 1,927 Dental Therapist visits

- We completed 1,275 pediatric visits
  - 562 seen by Dentists
  - 713 seen by Dental Therapists
Profitability

Cost to Charges

- D3
- D1
- D2
- T1
- T2
- T3

Cost to Charges

Profitability Chart

- Cost to Charges: 30% for D2, 25% for D3, T1, T2, and T3, 20% for D1.
Antagonists

- Doesn’t work
- Lose our jobs
- Medicaid Reimbursement
- Safety
Questions?
Thank You!

Dr. Brian Quinlan, DDS
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www.southsidechs.org