The ADA Health Policy Institute
When Addiction Starts at the Dentist

The main reason people avoid the dentist isn't fear

Medicare Doesn’t Equal Dental Care. That Can Be a Big Problem.

Chew on this: Dental coverage gives protection within limits

Education Doesn't Solve the Gender Pay Gap

Stopped flossing? Teeth still vital to overall health

The PAINFUL TRUTH ABOUT TEETH
You can work full time but not have the money to fix your teeth — visible reminders of the divide between rich and poor

Why Some Millennials Aren't Smiling: Bad Teeth Hinder 28% In Job Search
Dental benefit proposed for Medicaid recipients

A bill introduced in the Maine Legislature would give access to preventive, diagnostic and restorative care for more than 100,000 Mainers.

PRESS RELEASE: Governor Larry Hogan Announces Fiscal Year 2020 Budget

- The FY 2020 budget includes nearly $11.5 billion for Maryland’s Medicaid program, which provides basic health coverage to nearly 1.4 million Marylanders, including more than 153,000 children through the Maryland Children’s Health Program.

- The governor’s budget for Medicaid includes an additional $77 million in total funds for Community First Choice services to keep elderly and disabled adults out of nursing homes, $29.3 million to expand treatment access for those with Hepatitis C virus, nearly $6 million in new funding for a pilot program to reduce the incidence of diabetes, and an additional $4.2 million to provide a limited dental benefit to adults under the age of 65 who are dual eligible for Medicare and Medicaid.
PERCENTAGE OF POPULATION WITH A GENERAL DENTAL VISIT IN THE YEAR

CHILDREN (AGES 18 AND UNDER)

ADULTS (AGES 19–64)

SENIORS (AGES 65+)

HIGH-INCOME  LOW-INCOME
Barriers to Dental Care for Adults

Reasons for Not Visiting the Dentist More Frequently, Among Those Without a Visit in the Last 12 Months

<table>
<thead>
<tr>
<th>Cost</th>
<th>Afraid of Dentist</th>
<th>Inconvenient Location or Time</th>
<th>Trouble Finding a Dentist</th>
<th>No Original Teeth</th>
<th>No Perceived Need</th>
<th>No Reason</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>59%</td>
<td>22%</td>
<td>19%</td>
<td>15%</td>
<td>12%</td>
<td>10%</td>
<td>9%</td>
<td>10%</td>
</tr>
</tbody>
</table>
Barriers to Dental Care

Figure 2: Reasons for Not Obtaining Needed Dental Care

- Could not afford the cost: 11.4%
- Insurance did not cover procedures: 3.0%
- Did not want to spend the money: 1.2%
- Other: 1.2%
- Afraid or did not like dentists: 1.0%
- Too busy: 0.9%
- Unable to take time off: 0.8%
- Expected problem to go away: 0.7%
- Office is not open at convenient time: 0.5%
- Dental office is too far away: 0.3%
- Another dentist recommended not doing: 0.1%

Barriers to Dental Care

Figure 3: Percentage Indicating Financial and Non-Financial Barriers to Needed Dental Care by Age, 2013-2016

Barriers to Dental Care for Adults

Percentage of population reporting they needed but did not obtain select health care services during the previous 12 months due to cost, 2016

- **Dental Care**: 8.9%
- **Prescription Drugs**: 5.3%
- **Medical Care**: 5.0%
- **Eyeglasses**: 4.8%
- **Mental Health Services**: 1.7%
Health Care Costs

2.2 Million
Total number of hospital emergency department visits for dental conditions in the United States in 2016.

70%
Percentage of hospital emergency department visits for dental conditions occurring outside of normal business hours.

$2.4 Billion
Total amount spent on emergency department visits for dental conditions in the United States in 2016.

19–34
Age group most likely to have ED visits for dental conditions in the United States in 2016.

Breakdown of U.S. Emergency Department Spending on Dental Care by Main Source of Payment

2006
- Medicare: 20.2%
- Private Insurance: 40%
- Medicaid: 19.3%
- Self Pay: 5.6%
- No Charge: 2.6%
- Other: 2.6%

2016
- Medicare: 20.2%
- Private Insurance: 40.9%
- Medicaid: 27.8%
- Self Pay: 3.2%
- No Charge: 0.8%
- Other: 7.2%

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Health Care Costs

On which conditions does the US spend the most money, and how are they changing over time?

<table>
<thead>
<tr>
<th>Condition</th>
<th>Annualized rate of change, 1996 - 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diabetes mellitus</td>
<td>6.10%</td>
</tr>
<tr>
<td>Ischemic heart disease</td>
<td>0.20%</td>
</tr>
<tr>
<td>Low back and neck pain</td>
<td>6.50%</td>
</tr>
<tr>
<td>High blood pressure</td>
<td>5.10%</td>
</tr>
<tr>
<td>Falls</td>
<td>3.00%</td>
</tr>
<tr>
<td>Depression</td>
<td>3.40%</td>
</tr>
<tr>
<td>Oral disorders</td>
<td>2.99%</td>
</tr>
<tr>
<td>Vision and hearing loss</td>
<td>2.80%</td>
</tr>
<tr>
<td>Skin diseases</td>
<td>3.50%</td>
</tr>
<tr>
<td>Pregnancy and postpartum care</td>
<td>2.99%</td>
</tr>
</tbody>
</table>

in billions of US dollars

*Totals reflect amount of spending that could be broken down by condition.

Note: Spending on oral disorders includes oral surgery and cavities, including fillings, crowns, tooth removal, & dentures; skin diseases include conditions such as cellulitis, cysts, acne, and eczema.
Economic Costs

Appearance of Mouth and Teeth Affects Ability to Interview for a Job

Girls who grow up with healthier teeth earn 4.5% more than their peers with worse oral health.
Economic Costs

“The appearance of my mouth and teeth affects my ability to interview for a job.”

35% ADULTS WITH MEDICAID DENTAL BENEFITS
60% ADULTS WITHOUT MEDICAID DENTAL BENEFITS

PERCENTAGE CHANGE IN THE NUMBER OF ADULTS WITH MEDICAID DUE TO THE AFFORDABLE CARE ACT

- States with Adult Dental Benefits in Medicaid that Expanded Eligibility Under the ACA
- States with Adult Dental Benefits in Medicaid that Did Not Expand Eligibility Under the ACA
- No Adult Dental Benefits in Medicaid

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“We are 25 years in to a 40 year health care transformation. The volume to value transition will be slow, and not a straight road.”

Mike Leavitt
Founder, Leavitt Partners
Former Governor of Utah
Former Secretary, HHS
“There is no turning back to an unsustainable system that pays for procedures rather than value.”

“We are 25 years in to a 40 year health care transformation. The volume to value transition will be slow, and not a straight road.”

Alex Azar
Secretary, HHS

Mike Leavitt
Founder, Leavitt Partners
Former Governor of Utah
Former Secretary, HHS
Commentary

Guest Editorial

Our dental care system is stuck
And here is what to do about it

Marko Vujicic, PhD

We will not see major expansions in dental care use and sustained improvements in oral health in the coming years, especially among those with the highest needs, under the status quo model. The dental care system needs major reforms.

Box. Reforms needed to drive major expansions in dental care use and meaningful, sustained improvements in oral health.

- **Address the Dental Coverage Gap**: Consider dental care an essential health benefit for all age groups. Provide comprehensive dental coverage in public health insurance programs and as a core benefit in private health insurance coverage.

- **Define and Systematically Measure Oral Health**: Define and systematically measure oral health in ways that are meaningful and relevant for both patients and providers, but mostly for patients. Measure what is done for patients, not just what is done to patients.

- **Tie Reimbursement, Partly, to Outcomes**: Make some small portion of provider compensation dependent on oral health outcomes or, at a minimum, on some intermediate measures that influence outcomes and are more within the direct control of providers.

- **Reform the Care Delivery Model**: Get dentistry out of its care delivery silo. Engage the rest of the health care system to nudge people into dental care. Rise above scope of practice turf wars fueled by fee-for-service payment.
Thank You!

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Q&A

Stan Bergman,
Chairman of the Board and CEO, Henry Schein, Inc.

Dr. Marko Vujicic,
Chief Economist and Vice President,
Health Policy Institute at the American Dental Association

Dr. Steve Geiermann,
Moderator
The idea that demand for dental care can be stimulated by simply convincing people that it is “worth it” or “it will save money in the long term” and that they should just spend more out of pocket is, in my view, a complete fantasy.