Florida Oral Health Alliance Virtual Meeting
Friday, November 22, 2019
9 AM – 10:30 AM

Go-to-Meeting Link: [https://global.gotomeeting.com/join/772620877](https://global.gotomeeting.com/join/772620877)
You can also dial in using your phone: +1 (571) 317-3122
Access Code: 772-620-877

**Florida Oral Health Alliance Result:** All Florida children, youth and families have good oral health and well-being, especially those that are vulnerable.

**Meeting Results:**
By the end of the meeting participants will have:

- Gained an understanding of how much expanding oral health benefits could potentially cost and what net savings would result.
- A better sense of how to address stakeholders who are fiscally-driven in their decision-making.
- Received a recap from the OPEN Nationals Meeting in Baltimore and initiatives are underway to put oral health on the forefront of the healthcare discussion.

**Meeting Agenda**

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<th>Time</th>
<th>Agenda Item</th>
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<tr>
<td>9:00-9:10 a.m.</td>
<td>Welcome/Introductions</td>
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<td>9:10 – 9:50 a.m.</td>
<td>Emerging Issues in Oral Health</td>
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<td>Framing the Ask: Oral Health Legislature; Melissa Burroughs, Oral Health Campaign Manager, Families USA</td>
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<td>Q&amp;A</td>
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<td>9:50-10:10 a.m.</td>
<td>Recap of the 2019 OPEN Nationals in Baltimore</td>
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<td>Capitol Hill Day</td>
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<td>Florida Network Meets with Their Legislators</td>
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<td>10:10-10:30 a.m.</td>
<td>Closing and Review of Upcoming Meetings/Learning Opportunities; Updates from Alliance Partners; Happy Thanksgiving!</td>
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**Florida Oral Health Alliance August 20 Meeting Participants**

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<tr>
<th>Meeting Participants</th>
<th>Title</th>
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<tr>
<td>Jena Grignon</td>
<td>Outreach Manager</td>
<td>Florida Healthy Kids</td>
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<tr>
<td>Doug Manning</td>
<td>Florida Executive Director</td>
<td>DentaQuest</td>
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<td>Robert Traul</td>
<td>DDS</td>
<td>Florida Department of Health</td>
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Melissa Burroughs

Main policy goal is to expand oral health coverage for all
- Looking at expanding Medicare dental benefit
- Medicaid dental benefit for adults
- Raise profile of oral health

How are policy decisions made?

State and National Level
What are policy makers/candidates already thinking about?
- Budget
- Healthcare affordability
- National conversation on comprehensive healthcare

They are not thinking about oral health typically
How do we get policymakers interested?

- Responsible management with data
  - Looking at ER use, reduced healthcare costs for chronic disease, improved overall health
- Comparison to other states

**Data that helps – ER Use Data**
- Missouri – have added adult dental services and that results in a decrease in ER visits
  - Has seen a 44% decrease
  - Only a small dental benefit package
- Maryland – does not have adult dental services
  - Looked at how many people are already coming in, and what that cost-saving would be if they were to implement the benefit
  - Data also links decrease in opioid prescriptions, though Missouri study didn’t report this, they did find a decrease in these prescriptions
- Texas – has done this across a number of different payers, looking at what happens when Medicaid has to foot the bill for this

**Chronic Diseases/Health care cost examples**
- Diabetes is a huge focus and has the biggest body of work around it, we’ve seen it come up in the Medicaid population for adults
  - If you offer preventive services to diabetic patients, that can almost pay for itself
  - Have seen this in Medicare Advantage
- Also other data out there that is looking at CHD, high blood pressure as well
- Just adding preventive dental care could result in a significant amount of healthcare cost saving

**Overall Health – examples**
- Dental health is connected to many other aspects of health

**Make it local!**
- It’s important to keep it local, data that shows county level or district level is really important in helping to push legislation through

**Florida & Medicare Oral Health Coverage**
- 4,131,000 seniors and people with disabilities rely on Medicare in Florida
- 14% of older adults in Florida have lost all of their natural teeth due to oral disease
- 32% of older adults in Florida have not seen a dentist in over a year
- Can be really helpful to compare these numbers to other states, it’s been helpful in the past for federal policymakers but especially for state policy makers as well
- One specific example of where this has been useful is in terms of states that offer very limited adult dental coverage
  - There used to be 3 states that did not offer any benefit at all, but what’s helping them to move the needle is the fact that they’re really not doing as well as other states on this issue and that it’s costing them

**Story Telling**
- Some of the pieces that really make data like this compelling for policy makers is story telling
When you’re coming to a policy maker with this data, you need the piece that connects the data to their communities and how it’s affected specific lives and what a policy change could impact in their own lives.

**Strategic Messengers**
- Sometimes you don’t expect many people are working on the same issues as you
- Oral health data isn’t perfect
- Would be great to have more outcome measures, to have more explicit data on cost-savings
- Putting it into practice as part of state and national level messaging

**Elections matter too!**
- A lot of important elections coming up in 2020 that are good to pay attention to as well

**Questions:**
**Azam, FIHI: Can you cite a specific example where you interacted with a policy maker that wasn’t completely engaged, and how you worked with them to become more engaged?**
- We’ve had people who were vaguely supportive but not really willing to do anything. They didn’t need the data to be convinced but the more that they heard from story tellers that were in their districts and communities talking about these issues and saying that they wanted them to do something about it, then we saw the needle move from I’m interested but not prioritizing
- Also seen people who were dismissive, not necessarily staunchly against, but the data really matters for them as well as the story-telling, but the strategic messaging is most important. If they’re already talking to someone they already trust, that’s a very effective strategy – if Families USA was approaching, it wouldn’t matter as much. But it’s definitely a comprehensive approach

**Azam, FIHI: What is the most consistent pushback (other than cost) you hear?**
- Definitely cost, that can’t be overstated, that’s always the most consistent issue
- The other things are the dynamics with the providers, do they support this, will they participate in this? Well we’ve seen xx thing happen with providers in this situation before, how do we know this won’t happen again?
- Sometimes they’re really trying to move to something that would be considered value-based care, but they don’t always understand how this fits in
- Most of the time, the issue is trying to have people prioritize it as opposed to them being directly opposed to it

**Doug Manning, DentaQuest: …. There will be a huge workforce issue, and then you add in a million adults who have benefit coverage- the issue is who is going to see them? And there are always issues around reimbursement rates under Medicaid. Florida at one point was looking at putting caps on what hospitals can charge for a prescription (Oregon doesn’t allow ED to prescribe opioids for pain as it keeps drug seekers out) there are a number of policy issues that need to be addressed for this to be successful .. is there anything being done on that side of it?**
- It’s looking at the big picture, looking at expanding coverage but making sure everything is alignment with the reimbursement rates and making sure it’s flexible so that provider-patient interaction is adequate
- Pieces would need to be expanded to make sure physicians had support they needed (?)

**Recap of OPEN Nationals**
- In Baltimore about a month ago
What was unique was we had a hill day, we were chartered on buses and coordinated efforts to meet with our representatives based on our states.

- Facilitated 3 asks
  - Congress should add oral health coverage under Medicare Part B
  - Congress should make oral health care a mandatory component of pregnancy-related benefits
  - Florida team was set to meet with Rep. Donna Shalala, Senator Marco Rubio and Senator Rick Scott
    - Ended up meeting with their aids, as the week they traveled was the week that Elijah Cummings passed away
  - Group asked reps to co-sponsor

Oral Health Equity Summit (Camilo)
- Tuesday, the Miami-Dade Oral Health Network hosted the 5th Annual Oral Health Equity Summit at Miami-Dade College’s Hialeah campus
- The summit is a signature, yearly event organized by Miami Dade Oral Heath Network and Catalyst Miami
  - Network we have for MDC that is multisector and multi-issue.. focused on oral health equity and awareness
  - Event brought together community members, elected officials, and the region’s leading experts in oral health advocacy
    - Also a great way to bring in students
    - Facilitated connections between MDC Oral Health Network and FOHA team
  - Largest summit yet, over 200 attendees

Upcoming Meetings
- Next meeting is tentatively scheduled for Friday, December 20, 2019
- Let Azam know if there are any issues with this date

Learning Opportunities
- The DentaQuest Partnership for Oral Health Advancement is running a 3-part series that outlines barriers to dental care based on income and insurance, and how expansion of an adult dental benefit could increase access to care and reduce out-of-pocket costs.
  - You can read Part 1 and Part 2 of the series by clicking the hyperlink or visiting https://www.dentaquestpartnership.org/research
- OPEN Network is hosting a Twitter chat on Wednesday, December 4th, where you can connect with some of the OPEN leaders. Be sure to follow @OPENOralHealth