

VIRGINIA FAMILY DENTAL
DENTAL THERAPY
PROGRAM

SEPTEMBER 26TH 2018

PRESENTED TO:

**2018 WISCONSIN ORAL HEALTH
CONFERENCE**

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WHO WE ARE

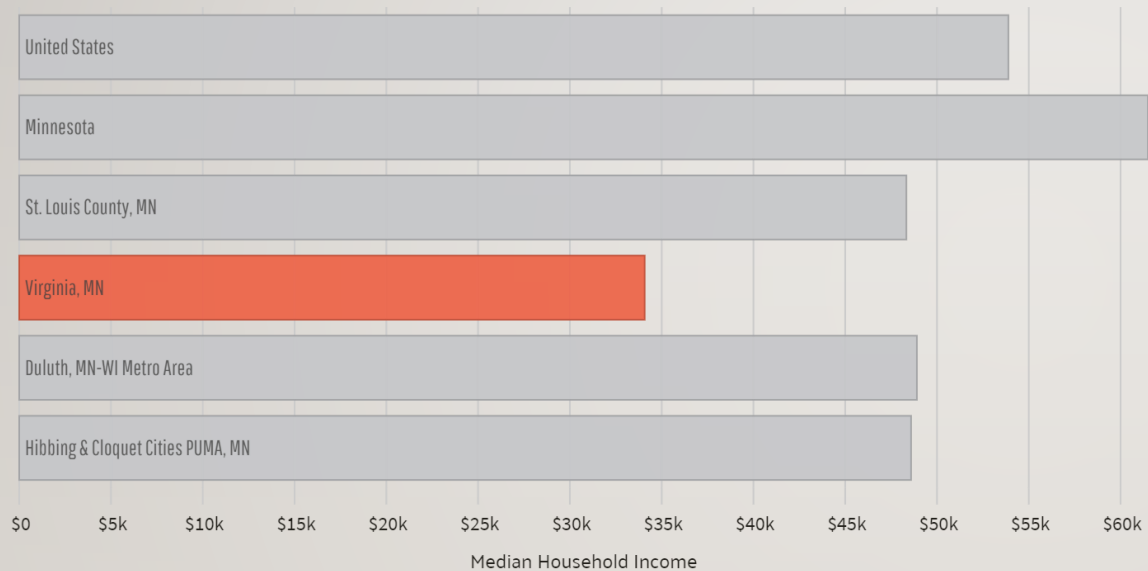
FAST FACTS

- Located in Virginia MN. Iron Range.
- May 2014 became solo owner built a nine operatory clinic
- Currently over 5,000 active patients, ages range from early childhood to 100 years old
- With over 12,500 patient visits per year

WHO WE ARE...

- 66% of patients insured
- Two Dentists, Two Dental Therapists, total staff of 20 people including operations manager.

Median Household Income in Virginia, Mn



Dataset: ACS 5-year Estimate
Source: Census Bureau

DATAUSA

VIRGINIA MINNESOTA

- Virginia, MN is a census place located in St. Louis County, MN with a population of 8,658 and a median age of 41.3.
- The median household income in Virginia, MN was \$34,075 in 2015, which represents a 2.81% growth from the previous year. Additionally, there were 3,614 residents in Virginia, MN with jobs in 2015, which is a 8.33% growth from the previous year.

WHO WE ARE

PHILOSOPHY

- Dental Therapist a key member of team
- More than access, provide excellent care regardless
- On-call for emergencies
- Connected to the community

LESSONS LEARNED

- Quality
 - Choosing the right candidate is critical
 - Must spend the time training and continue the dialogue, no person is an island. This can cut in to my production.
 - Ability to mentor and teach
- Access and Efficiency
 - We are running a business. Access is a part of our mission, but so is net income.
 - Financial impact - we have grown the practice. We have also had to update compensation approach to DT's. With low state reimbursements we must mix patient population.
- Patient Acceptance
 - Over time, patients accept the DT. I need to continue to assist them, but they also need to develop the trust.

JUST THE BEGINNING

- We believe in continuing to develop the Dental Therapist model. Our area of the state has continued opportunity for additional providers and additional access. Finances and reimbursements are the only real barrier