

Promise Healthcare
Child Dental Access Program
---General Support Request---
Champaign County Board of Health
2023 Program Narrative and Budget
January 1, 2023 – December 31, 2023

Promise Healthcare (PHC) will provide comprehensive dental care for low-income children who reside in Champaign County and outside of the Champaign/Urbana city limits in order to maximize the number of children who have access to oral health care by providing the following services:

- Dental home services for children provided through PHC’s Frances Nelson Medical Center and Urbana School Health Center dental clinics, to include the addition of oral health care for children ages 0-5
- Outreach to Champaign County Head Start programs with oral health education, fluoride treatments and exams

With the support of the Champaign County Board of Health grant, Promise Healthcare expects to serve a total 810 low-income, unduplicated Champaign County children through our oral health care program in 2023. We anticipate that 30% of these children (243) will reside outside of the Champaign/Urbana city limits and be Champaign County residents.

Promise Healthcare is proposing a program for the coming year that is focused on rebuilding our pediatric oral health program post-COVID, so that the health center can again become the primary community oral health care provider for low-income children who reside in Champaign County. Promise Healthcare respectfully requests \$50,000 in order to support these efforts.

The following programs and services will be made possible with the support of Champaign County Board of Health funding:

Child Dental Health Care Access

Promise Healthcare will focus on rebuilding our pediatric oral health program that has been restricted due to the COVID-19 health pandemic. In order to serve the needs of low-income children who reside in Champaign County, PHC is working diligently to recruit and hire dentists, dental hygienists and dental assistants to support pediatric oral health care. PHC has not been able to serve young children ages 0-5 due to a lack of dental provider on staff that has the expertise to serve this age group. PHC is pleased to begin serving this population again, filling a critical gap in Champaign County oral health care for our youngest residents. Oral health care services will be provided at PHC’s primary dental clinic at the Frances Nelson Medical Center in Champaign and at the Urbana School Health Center in order to create / maintain a dental home. Promise Healthcare anticipates serving a total of 810 unduplicated children in CY23 that will be re-engaged into the dental clinic following the COVID-19 pandemic. Measure: The \$50,000 Champaign County Board of Health investment will support a part-time Dental Assistant that will assist in re-engaging at least 100 low-income children who reside in Champaign County and

outside of the Campaign/Urbana city limits into the dental clinic.

County Head Start Program Outreach

Promise Healthcare plans to visit Head Start programs throughout Champaign County to provide oral health education, fluoride treatments and dental exams. The outreach reaches low-income children at a convenient location to provide preventive oral health tactics, education and examinations. Measure: 1 visit per month, for a total of 12 visits in CY23.

Thank you to the Champaign County Board of Health and County Board for your continued support and commitment to the oral health for low-income children in Champaign County. Should you have any questions or need additional information, please do not hesitate to contact Anne Jensen, PHC Oral Health Director, mobile 715-644-8601 or ajensen@promisehealth.org.

**Promise Healthcare
 Child Dental Access Program
 ---General Support Request---
 Champaign County Board of Health
 Fiscal Year 2023 Budget Proposal
 January 1, 2023 – December 31, 2023**

For the consideration of the Champaign County Board of Health, Promise Healthcare respectfully submits two different budgets that would both support the same work proposed in the narrative and through the outlined measures. Please reference a separate proposal for “Dental Practitioner Recruiting Focus” to view the other proposed budget.

Child Dental Access – Staffing Support and Oral Health Supplies

Champaign County Board of Health funding will support PHC costs to cover a small portion of dental team members’ salary and fringe benefits to support uncompensated care to low-income, uninsured children. All of these funds will support children who reside in Champaign County and outside of the Champaign/Urbana city limits.

Personnel (Dentist, Dental Hygienist, Dental Assistant, Office Support)	\$39,350
Fringe (FY23 @ 26% of wages)	<u>\$10,231</u>
Personnel Subtotal	\$49,581
Dental Supplies (children’s dental kits to include tooth brush, tooth paste and floss)	\$419
Supplies Subtotal	\$419
Total	\$50,000

Promise Healthcare
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---Dental Practitioner Recruiting Focus---
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2023 Program Narrative and Budget
January 1, 2023 – December 31, 2023

Promise Healthcare (PHC) will provide comprehensive dental care for low-income children who reside only in Champaign County and outside of the Champaign/Urbana city limits in order to maximize the number of children who have access to oral health care by providing the following services:

- Dental home services for children provided through PHC's Frances Nelson Medical Center and Urbana School Health Center dental clinics, to include the addition of oral health care for children ages 0-5
- Outreach to Champaign County Head Start programs with oral health education, fluoride treatments and exams

With the support of the Champaign County Board of Health grant, Promise Healthcare expects to serve 810 low-income, unduplicated Champaign County children through our oral health care program in 2023. We anticipate that 30% of these children (243) will reside outside of the Champaign/Urbana city limits and be Champaign County residents. The Champaign County Board of Health will specifically support our efforts by offsetting a portion of the recruitment costs for dentists and dental hygienists that we must recruit to serve these children with oral health care.

Promise Healthcare is proposing a program for the coming year that is focused on rebuilding our pediatric oral health program post-COVID, so that the health center can again become the primary community oral health care provider for low-income children who reside in Champaign County. Promise Healthcare respectfully requests \$50,000 in order to support these efforts to aid in our recruitment of local dental providers. The challenge of recruiting dental providers has become a major hurdle to re-building our dental program post COVID-19 as dentists and dental hygienists are extremely hard to recruit for and hire in the new workforce environment. Promise Healthcare has sent out more than 122 letters to local and regional dentists requesting if anyone is interested in working part-time or full-time for Promise Healthcare. We have contacted even more dental providers nationally in an attempt to recruit a new dentist and/or dental hygienist for our clinics as we understand the national search for new dental providers may be more fruitful. It is a huge expense to reach out and contact all of these providers and Promise Healthcare is spending a considerable amount of money flying potential candidates to Champaign along with their spouses to interview for the positions and paying for lodging and travel expenses. In addition, if a candidate were interested in the position, Promise Healthcare would need to offer at least a \$15,000 sign-on bonus just to be somewhat competitive in the marketplace and ensure the new candidate would accept the position. Many other health systems are offering significantly higher sign-on bonuses as well as temporary housing and other benefits to accepting a position. In addition, Promise Healthcare is raising its Dental Hygienist salary to be more competitive in

the marketplace.

The following programs and services will be made possible with the support of Champaign County Board of Health recruitment funding:

Child Dental Health Care Access

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Thank you to the Champaign County Board of Health and County Board for your continued support and commitment to the oral health for low-income children in Champaign County. Should you have any questions or need additional information, please do not hesitate to contact Anne Jensen, PHC Oral Health Director, mobile 715-644-8601 or ajensen@promisehealth.org.

Promise Healthcare
Child Dental Access Program
---Dental Practitioner Recruiting Focus---
Champaign County Board of Health
2023 Budget Proposal
January 1, 2023 – December 31, 2023

For the consideration of the Champaign County Board of Health, Promise Healthcare respectfully submits two different budgets that would both support the same work proposed in the narrative and through the outlined measures. Please reference a separate proposal for “General Support Request” to view the other proposed budget.

Child Dental Access – Dental Practitioner Recruiting Focus

PHC is experiencing significant workforce challenges in our current recruiting and retention of dental health care staff landscape due to national workforce shortages, as well as difficulties in recruiting qualified individuals interested in moving to Champaign County. According to the HRSA Health Professional Shortage Area (HPSA) score, PHC’s service area has a score of 25 out of 26, which is almost the highest score possible and represents an exceptionally great need for dental health practitioners in Champaign County. Additionally, the HPSA web page reports that 16.15 FTE dental practitioners are needed to serve the low-income population in Champaign County. As of May 25, 2022, PHC has been able to recruit two new dentists who will start in July 2022, but will continue to recruit and hire additional dental practitioners (dentists and/or dental hygienists) in CY22 and CY23 in order to support a comprehensive staffing plan and as the demand for oral health services expands.

Recruitment Costs (Sign-on Bonuses) for Three New Dental Practitioners (Dentist and/or Dental Hygienist) **\$13,500**
to include a sign-on bonus of \$15,000 for each provider to accept a position at Promise Healthcare (\$15,000 x 3 dental providers x 30% (Funds will only cover the portion of staff time allocated towards Champaign County [outside of city limits] residents)

Promise Healthcare recruiting costs to identify and interview potential dental providers (Dentist and/or Dental Hygienist) for positions. **\$13,500**
This includes approximately \$15,000/candidate x 3 candidates to cover the costs of identifying the candidate and encouraging them to apply for the position, flights for the candidate and their spouse, lodging and travel expenses while in Champaign County for the interview, relocation assistance, etc.

Marketing Costs to Re-engage Children in Dental Care **\$23,000**
to both support recruitment of new dental providers as well as outreach to Champaign County (non-C/U residents) families to re-engage them into dental care at Promise Healthcare. Funds will support 30% of the total marketing costs (\$76,666 x 30%).

Total Request to Support Recruitment Costs

\$50,000