

# Medicaid | Medicare | CHIP Services Dental Association



## Annual Report

Fiscal Year 2018



# TABLE OF CONTENTS

---

- 1. General Information**
- 2. Strategic Plan 2015-2018**
- 3. Vision, Mission**
- 4. Structure**
- 5. Board of Directors**
- 6. Financial Information**
- 7. Center Division Reports**
- 8. Administrative Committee Reports**
- 9. Membership Information**
- 10. Partnerships**
- 11. Contact Information**



# General Information

---

## History:

The Medicaid | Medicare | CHIP Services Dental Association (MSDA) was founded in May of 2004, in Los Angeles, California at a meeting for state Medicaid dental program representatives. Attendees, consisting primarily of representatives from the state Medicaid and State Children’s Health Insurance Program (SCHIP) dental programs, voted to form an association that would advocate for the delivery of oral health care to the Medicaid and SCHIP eligible populations. MSDA was established as a Nonprofit Public Benefit Corporation, 501(c)(3), in October of the same year, as the Medicaid/SCHIP Dental Program Representatives Association. The organization operates today as the Medicaid | Medicare | CHIP Services Dental Association with 72 state members representing all state Medicaid and CHIP dental programs. In 2015, MSDA’s associate and group memberships reached 81 and 15 respectively. These individuals and groups represent a new constituency of partners interested in supporting and

promoting state Medicaid and CHIP dental programs as well as the delivery of quality oral health care services for Medicaid and CHIP beneficiaries. MSDA is incorporated in California, Massachusetts, Rhode Island and Washington DC, and has offices in Washington DC, Massachusetts and Rhode Island.

## Strategic Plan: 2015-2018

### Preface

The Medicaid | Medicare | CHIP Services Dental Association is a national membership non-profit corporation, organized under the California Secretary of State in 2004 as a 501 c3. MSDA represents all State Medicaid and CHIP dental programs, directors and staff, as well as individuals and groups from across the nation that seek membership to support Federal and State Medicaid and CHIP dental programming. A Board of Directors provides oversight to the organization and conducts business under established By-Laws.<sup>1</sup> The Board of Directors meets regularly and conducts an annual face to face Business Meeting of the Membership.

Since its inception MSDA has expanded in

---

<sup>1</sup> MSDA 2013 By-Laws



# Strategic Plan 2015-2018

---

scope, breadth, and membership. The organization has key staff, which provides the capacity to manage the day-to-day operations of the organization. The administrative committees and a Center for Medicaid and CHIP Oral Health Program Quality, Policy and Financing provide the infrastructure for conducting the business of the organization as specified under the goals and objectives in the organization's Strategic Plan.<sup>2</sup>

## **Medicaid | Medicare | CHIP Services Dental Association Board Retreat**

On March 14<sup>th</sup>-15<sup>th</sup>, 2015 the Medicaid | Medicare | CHIP Services Dental Association (MSDA) Board of Directors convened a Strategic Planning Retreat in Washington DC. The purpose of the retreat was to assess the outcome and impact of MSDA's 2012-2014 Strategic Plan, and to establish a 2015-2018 Strategic Plan for the organization's future strength and development. MSDA Board members and senior staff met and reviewed the existing 2013 MSDA By-laws, FY2014 MSDA Annual Report, status of FY2015 finances, development activities, membership, and activities underway within the MSDA Center for Quality, Policy and Financing. Meeting minutes from the Board Retreat detail the Board's discussion.<sup>3</sup>

During the discussion phase, Board members noted environmental influences, such as the Patient Protection and Affordable Care Act (ACA), among others that have led to administrative changes in State Medicaid and CHIP dental programs across the country. While some states maintain a traditional fee-for-service administrative model, others have shifted to Managed Care or Accountable Care administrative models. The Board also noted that the number of Medicaid beneficiaries across the states has increased. This increase, due in part to Medicaid expansion, has prompted states to re-assess the need for an adult dental benefit, as well as a review of existing benefits for the dual-eligible (Medicaid/Medicare) population. The Board deliberated over the national discussion on "integrated healthcare" and the impact of this concept on existing public healthcare delivery systems. While MSDA has traditionally focused its efforts on Medicaid and the Children's Health Insurance Program, the Board agreed that the organization should assess the Medicare/Medicaid dual eligible program more effectively across states, and explore activities that address the development of oral healthcare in Medicare. With these environmental changes in mind, the Board voted to update the organization's Vision and

---

<sup>2</sup> Strategic Plan

<sup>3</sup> MSDA Board Retreat Minutes March 14-15<sup>th</sup>, 2015



Mission Statements:

***Vision***

**Optimal oral health for all Medicaid, Medicare and Children’s Health Insurance Program (CHIP) beneficiaries.**

***Mission***

**To improve Medicaid, Medicare, and CHIP oral health programs by collaborating with key stakeholders, sharing resources and disseminating innovative strategies.**

Through these vision and mission statements, MSDA seeks opportunities to: 1) provide leadership in the development of sound Medicaid, Medicare, and CHIP oral health/dental policy; 2) support oral health for Medicaid, Medicare, and CHIP program beneficiaries; 3) stimulate discussion, innovation and collaboration among Federal, State and national Medicaid, Medicare, and CHIP oral health/dental stakeholders; 4) promote integration of oral health and primary care for Medicaid, Medicare, and CHIP programs; and 5) promote the triple aim of improved population health; healthcare, and cost effectiveness for Medicaid, Medicare and CHIP programs.

The accomplishments of the MSDA between 2002 and 2014 were substantial. As a result of the actions taken by MSDA staff and its membership, most of the goals and objectives of the 2012-2014 Strategic Plan were achieved.

Following a period of achievement, MSDA is entering a new era of growth and operation. A new Strategic Plan for 2015 through 2018 has been developed. This new plan builds on the past accomplishments and moves MSDA to an even more effective organizational structure with broadened collaboration and room for growth.

**2015 Strategic Goals and Objectives**

**Goal # 1: Enhance the Center for Medicaid and CHIP Oral Health Program Quality, Policy and Financing**

Objective #1 Realign divisions with the Center to better reflect organization activities

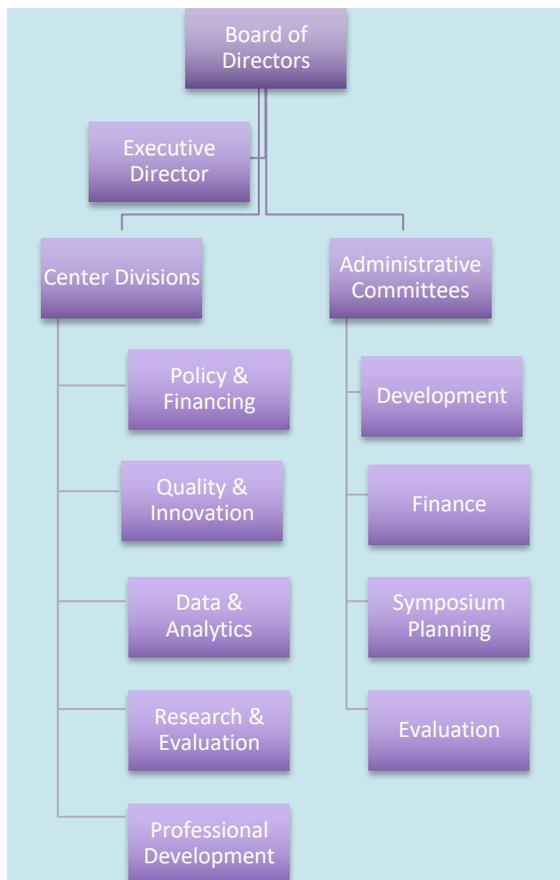
Objective #2 Establish Quality and Innovation components within the Center

Objective #3 Sustain technical assistance capacity for program administrators, health plans and others seeking to improve oral health program administration, benefits, policies and protocols

Objective #4 Sustain national Medicaid and CHIP dental program data collection, analytics, evaluation, and state profile activities



## Current Organizational Structure



### Goal # 2: Expand Organizational Development

Objective #1 Expand organizational capacity to apply for and receive one-time and ongoing funding.

Objective #2 Expand organizational infrastructure and capacity via development, partnership initiatives, and membership support services.

Objective #3 Create Ad-Hoc committees capable of responding to emerging and time limited organizational needs

### Goal # 3: Maintain Effective Communication and Professional Development Capability

Objective #1 Provide opportunities for professional development to key stakeholders

Objective #2 Implement regular activities to support member networking, collaboration, and sharing of information and resources

Objective #3 Expand and promote website use and capability

### Goal # 4: Host an annual National Medicaid and CHIP Oral Health Symposium and Membership Business Meeting

Objective #1 Plan one annual National Medicaid and CHIP Oral Health Symposium for members and key stakeholders

Objective #2 Convene MSDA Membership and conduct Annual Business Meeting

### Goal # 5: Explore direct development of oral health/dental care in Medicare

Objective #1 Explore oral health/dental initiatives in Medicare

Objective #2 Collect and analyze state oral health/dental information and data for dual eligibles: Medicaid-Medicare beneficiaries



# FY2018 Board of Directors

---

## **Executive Officers**

Sarah Finne, DMD, *President [New Hampshire]*

Scott Cashion, DDS, *Vice-President [North Carolina]*

Leon Bragg, DDS, *Immediate Past-President [Oklahoma]*

Bonnie Stanley, DDS, *Secretary Treasurer [New Hampshire]*

Mary Foley, MPH, RDH, *Executive Director*

## **Directors:**

Pixie Needham [Washington]

Donna Jones, DDS [Massachusetts]

Stephen Boucher [South Carolina]

Scott Cashion, DDS [AAPD]

Sid Whitman, DDS [Associate]

Linda Altenhoff, MCNA [Group-RT]

Nancy Orsbon [Group-RT]

## **Staff:**

Marty Dellapenna, RDH, MEd



# FY2018 Financial Information

In FY 2018 MSDA received income from membership dues; grants; cooperative agreements; sponsorship; and registration for hosted events. MSDA's expenses included personnel; travel; special projects; equipment; contracts; and operations. Operation expenses include rent, Internet, phone services, website maintenance, updates and maintenance of the online MSDA National Profile, office supplies, projects, and hosted events. MSDA's travel budget supported travel by MSDA Board, staff and members to the Board of Directors' Meetings; National Medicaid-Medicare-CHIP Oral Health Symposium, Annual Business Meeting; project and committee meetings; and external partner meetings. In FY2018, MSDA's travel budget supported travel to the National Oral Health Conference; Dental Quality Alliance; MSDA Annual Symposium, MSDA Corporate Round Table Meeting; and other miscellaneous meetings. All in and out of state travel expenses incurred from project work were accounted for within the travel budget. Contractual obligations supported the development and maintenance of the MSDA website and National Profile, legal assistance, accounting services, data support services, and administrative support.

Financial Information for Fiscal Year 2018	
<b>Total Assets Carried Over from FY2017</b>	<b>\$ 46,497.21</b>
<b>INCOME</b>	
Income from Dues	\$67,775.00
Income from Symposium	\$170,357.50
Income Special Projects	\$305,104.27
<b>Total Income:</b>	<b>\$543,236.77</b>
<b>EXPENSES</b>	
Payroll Expenses	\$337,435.77
Consulting	\$ 9,630.40
Operations	\$269,442.00
Travel	\$ 19,524.82
<b>Total Expenses</b>	<b>\$636,032.00</b>
<b>Net Income</b>	<b>\$-92,794.99</b>



# Center Division Reports

---

MSDA further advanced its 2015-2018 Strategic Plan Goals in FY2018. Staff from the MSDA Center for Quality, Policy, and Financing facilitated the organization's projects, retaining MSDA's position as a national leader in advancing Medicaid, Medicare, and CHIP oral health policy and programs. The following report briefly summarizes the activities undertaken in FY2018.

## CENTER FOR QUALITY, POLICY AND FINANCING DIVISION REPORTS

### I. DIVISION OF POLICY AND FINANCING

**Goal:** The goal of the Division of Policy and Financing is to facilitate the development of sound policy that supports quality driven, cost-effective oral healthcare delivery and administration. Objectives include establishing an oral health services financing research agenda and to promote healthcare financing policies for Medicaid and CHIP programs that align with the scientific evidence.

#### **Activities During FY2018**

##### **Rhode Island Executive Office of Health and Human Services (EOHHS) Technical Assistance**

Although a subcontract with the State Medicaid project manager, Conduent, ended in the beginning of FY 2018, MSDA continued to work with the new Dental Director in the RI Medicaid Agency to advance a scope of work that included the following activities:

- Implement a Medicaid dental case management pilot in RI's dental practices.
- Conceptualize a delivery systems model transformation for the RI Medicaid adult dental benefit.
- Provide consultation to executive and other staff on oral health policy issues, new and emerging oral health procedures and technologies, dental program organizational goals, vendor management and any other activities to improve access and quality of oral health care to RI Medicaid beneficiaries.

##### **Medicaid Adult Dental Case Management Learning Collaborative**

Funded by a HRSA Dental Workforce Grant, the RI Medicaid Adult Dental Case Management Learning Collaborative work continued in FY2018. MSDA, in collaboration with the RI Department of Health



continued planned activities that are aimed at advancing general dentist participation in the RI Adult Medicaid Dental Program. MSDA staff developed and tested four new online learning sessions that focused on proper use of and billing for the four new dental case management CDT-codes. A data collection tool was also developed and tested for use in the next phase pilot that will test the delivery of dental case management in a practice setting. The start of a Dental Case Management pilot initiative was delayed in 2018 to meet certain internal RI EOHHS preparations; however, a pilot to test the four new CDT Dental Case Management codes will begin in January 2019. To contribute to the pilot preparation, MSDA staff developed language for the State's 1115 Waiver renewal as well as a fiscal analysis that included cost projections for the state budget.

### **MSDA Medicaid-FQHC Dental Policy Workgroup**

In September 2016, MSDA convened the MSDA Medicaid-FQHC Dental Policy Workgroup in response to prevailing dental policy and payment issues that have emerged across state Medicaid programs. MSDA convened the Workgroup specifically to study existing federal and state legislation, regulation, policies and practices as they relate to the delivery and billing of dental services by FQHCs including FQHC contract dental services, and to develop guidelines for use by State Medicaid dental programs aimed at improving Medicaid-FQHC dental program policy and administration. The purpose of the MSDA Medicaid-FQHC Workgroup was to develop guidelines focused by federal and state Medicaid Dental Programs and establish sound policy that will provide direction to FQHCs and their providers. A thoughtful and diverse core group was convened, with representatives from CMS; HRSA; state Medicaid dental programs; NNOHA; NACHC; FQHCs, dental health plans/managed care organizations; national provider organizations; and other key experts, who provided the necessary expertise for the development and future utility of these guidelines. A whitepaper originally scheduled for release in FY2018 has been delayed due to federal and state regulatory issues.

### **Technical Assistance (TA)**

During the fiscal year, MSDA provided technical assistance to the following federal, state and national Stakeholders:

- During FY2018, MSDA staff provided technical assistance and training to third-party contractors regarding Medicaid policy and programming. MSDA's TA provided clients with industry knowledge necessary to inform future corporate decisions and strategies.
- MSDA continued to provide technical assistance to the American Dental Association (ADA); American Academy of Pediatric Dentistry (AAPD); Association of State and Territorial Dental Directors

(ASTDD); Oral Health America; the Dental Quality Alliance (DQA), the DentaQuest Foundation, DentaQuest Institute; Western University of Health Sciences Dental School; National Network for Oral Health Access; Health Resources and Services Administration; Centers for Medicare and Medicaid Services, MS, Centers for Disease Control and Prevention; several Federally Qualified Health Centers and several other university-based dental professionals.

### **Medicaid Adult Dental Case Management Learning Collaborative**

The RI Medicaid Adult Dental Case Management Learning Collaborative work continued in FY2018. In collaboration with the RI Department of Health, MSDA continued activities to advance general dentist participation in the RI Adult Medicaid Dental Program. MSDA staff developed and tested four new online learning sessions that focused on proper use of and billing for the four new dental case management CDT-codes. In total, MSDA has developed and tested 10 online dental case management learning modules. A data collection tool was also developed and tested for use in the next phase pilot that will test the delivery of dental case management in a practice setting. A pilot to test the four new CDT Dental Case Management codes is scheduled to begin in January 2019. To contribute to the pilot preparation, MSDA staff developed language for the 1115 Waiver renewal as well as a fiscal impact analysis that included cost projections for the state budget.

### **MSDA Medicaid-FQHC Dental Policy Workgroup**

MSDA's Medicaid-FQHC Dental Policy Workgroup activities in the previous fiscal year focused on addressing the prevailing dental service billing and payment issues that had emerged across state Medicaid programs. Specifically, existing federal and state legislation, regulation, policies and practices as they relate to the delivery and billing of dental services by FQHCs were examined. As a result, MSDA helped to establish guidance for sound policy for State Medicaid dental programs aimed at improving Medicaid-FQHC dental program policy and administration and clear communication.

### **Technical Assistance (TA)**

Throughout FY 2018, Staff from the Division of Policy and Financing participated in project work, which involved technical assistance and education services. Topics included Medicaid and CHIP legislation, regulation and policy; benefit design; payment structures; reimbursement rates; financing/budgeting, performance measurement; value based purchasing; innovative program administration; and general program management-related services. Stakeholders and clients included federal and state agencies; health plans, clinical providers, educators professional and other national organizations and Medicaid payers.



Some select highlights of MSDA's technical assistance work include:

- MSDA provided technical assistance to the American Dental Association (ADA), American Academy of Pediatric Dentistry (AAPD), National Academy of State Health Policy (NASHP), Association of State and Territorial Dental Directors (ASTDD), Oral Health America; the Dental Quality Alliance (DQA), the DentaQuest Foundation, the Center for Oral Health; the Kaiser Family Foundation; Western University of Health Sciences Dental School; Health Resources and Services Administration; CMS, Centers for Disease Control and Prevention, and other university-based dental professionals.
- MSDA also provided technical assistance to state Members on a number of varied topics including benefits design, financing and budgetary activities, data and analytics, program administration, implementing new initiatives and more.
- During FY2018, MSDA staff provided technical assistance and training to third-party contractors regarding Medicaid policy and programming. MSDA's TA provided clients with industry knowledge necessary to inform future corporate decisions and strategies.

## **II. DIVISION OF QUALITY AND INNOVATION**

**Goals** The goal of the Division of Quality and Innovation is to develop and promote innovative evidence-based Medicaid and Children's Health Insurance Program (CHIP) oral health policies and practices through collaboration with a broad spectrum of stakeholders. MSDA works with partners to develop and test models that demonstrate improvement in program quality, processes and services.

The Center communicates frequently with its members and stakeholders and invites submissions of program policies, practices or initiatives from government programs as well as educators, researchers, payers, providers, funders, and advocates that demonstrate these types of improvements.

### **Activities during FY2018**

#### **Dental Quality Alliance (DQA)**

The Dental Quality Alliance, with representation from the broader dental community, is charged with the development of standardized dental quality measures for use in dentistry. Since 2009, MSDA has continued to participate as a steering committee member of the Dental Quality Alliance (DQA) and this continued in FY2018. MSDA continues to offer technical assistance around use of the DQA measures by State Medicaid and CHIP Oral Health Programs. Since its inception, MSDA has played a significant role in identifying subject



matter experts to educate and provide technical assistance to members of the DQA for the development of reliable dental quality measures for the profession.

There had been quite a bit of discussion over several months about the current Dental Quality Alliance (DQA) Sealant Measures for children ages 6-9 and 10-13. The non-validity issues associated with the current measures and the decision by the National Quality Forum (NQF) not to re-endorsement them, was of concern to stakeholders looking to utilize the sealant measures for performance improvement purposes. MSDA responded to this by convening a small work group to assess these issues as they relate to Medicaid dental programs and identify potential solutions. To date, the Sealant Workgroup activities continue.

### **MSDA Corporate Roundtable**

At the cornerstone of MSDA's Corporate Roundtable is an investment in activities to support and advance the quality of State Medicaid and CHIP Dental Programs through contractor engagement. In November 2017, the Roundtable's fall meeting was convened in Atlanta, GA. Fourteen corporate partners joined MSDA Board members to engage in an open and candid discussion regarding the current political environment and its impact on Medicaid dental programs, dental contracting, the sustainability of the EPSDT and CHIP programs, adult dental benefits, and the potential for state Medicaid blocks grants. Other select topics for discussion included: Performance Improvement, SDF Implementation, Risk Management and Case Management.

### **Medicaid Value-Added Activities**

The 2018 MSDA Symposium focused on Value-Based Purchasing. Titled ***Demonstrating Value in Medicaid Dental Programs***, the two-day event explored these relevant topics: *Creating a Useful Value-Based Proposition for Dental; Addressing the Basics—Framing a Value-Based Medicaid Dental Program/RFP; Increasing Efficiency in Administration: Doing More with Less; Increasing Efficiency in Service Delivery; Applying Policy Levers To Increase Value; Meeting the Mark: Developing a Competitive Response; Clinical Perspective: Update on Silver Diamine Fluoride & Use of Dental Sealants.*

## **III. DIVISION OF DATA AND ANALYTICS**

**Goals:** The goals of the Division of Data and Analytics are to: 1) promote the use of data for the advancement of oral health policy, and access to care by federal and state Medicaid programs; 2) identify and/or establish and maintain relevant topics and sources of data that are most useful to MSDA members and stakeholders; and 3) work with other organizations to improve data, information systems; standardization; and use of data.

## **Activities during FY2018**

### **MSDA National Survey and Profile of State Medicaid and CHIP Oral Health Programs**

The Division of Data and Analytics is responsible for the collection, assessment and publishing of state, regional and national Medicaid and CHIP Oral Health program information and data. Current national, regional and state data, as well as archived data, is available on a user-friendly online platform that has the capacity for comparative analysis of state and regional data. The National Profile may be accessed free of charge to registered users at [www.msdanationalprofile.com](http://www.msdanationalprofile.com). This website also supports links to state data files and specialized reports. MSDA continues to receive requests to use the data for various publications. After a hiatus 2016, MSDA spent 2018 redesigning the National Survey online platform. This resulted in the release of the FY2017 in April 2018. Due to the depth of the FY2017 Survey questionnaire, MSDA plans to phase the release of the online National Profiles, starting with the “General” and “Benefits” sections, then, releasing the “Policy” and “Management” Sections and finally the “Administrative” Section.

In addition, MSDA will blend federal Medicaid Oral Health utilization data reports from standardized annual state data in the CMS Form 416 and analyzed by the former DentaQuest Institute, into the published online Profile.

Lastly, MSDA also plans to develop a number of white papers/issue briefs, based on the 2017 National Profile as part of a new collaboration with the DentaQuest Partnership.

### **National and State Medicaid Profile Reports**

MSDA continued to provide technical assistance and respond to requests for specialized national, regional and state reports. In FY2018, MSDA continued to develop a number of specialized reports for state leaders and federal partners as well as other key stakeholder organizations.

## **IV. DIVISION OF RESEARCH AND EVALUATION**

**Goals:** The goals of the Division of Research and Evaluation are to: 1) advance the science base that supports Medicaid and CHIP oral health delivery systems; 2) establish an oral health services financing research agenda; and 3) identify and test healthcare financing policies and dental benefit structures that align with the scientific evidence.



## **Activities during FY2018 and FY2019**

### **Return on Investment - Funding a Medicaid Adult Dental Benefit**

Prior to FY2018, MSDA staff had worked with colleagues at Brandeis University, Heller School of Social Policy and Management, to study the potential socio-economic return on investment to states for funding a Medicaid adult dental benefit. The project was funded by the DentaQuest Foundation. The research team worked to develop an interactive state-based tool that can be used to determine projected savings realized if a Medicaid adult dental benefit were expanded or implemented. Highlights of the work were presented at both *the 2017 National Oral Health Conference* in Albuquerque, NM and *the 2017 MSDA National Medicaid/Medicare/CHIP Oral Health Symposium* in Washington, DC. In addition, several manuscripts were prepared for publication throughout the year. The team continues to seek funding that would make possible important testing of the state-based tool (using a learning collaborative framework).

*Economic Impact of Poor Oral Health*, which was authored by former Brandeis University Researcher and the DentaQuest Partnership's new biostatistician, Yara Halasa-Rappel, Ph.D., was recently published in the *Journal of Public Health Dentistry*. Dr. Halasa-Rappel and her co-authors at MSDA and Brandeis, used the National Health and Nutritional Examination Survey to develop a Dental Problem Index (DPI) to quantify the impact of dental caries and missing anterior teeth on employment, and estimate the impact of a routine dental visit on the health of anterior teeth and the benefits of expanding dental coverage for non-elderly adults. Findings reveal that a routine dental visit has a negative impact on the DPI and improves the probability of employment and estimated that improvement in dental coverage would improve the employability of 9,972 nonelderly adults with an associated annual fiscal impact of \$27 million nationwide. These findings have relevant policy implications across State Medicaid and CHIP Programs.

### **Evaluation Committee**

The purpose of the MSDA Evaluation Committee, as assigned by the MSDA Board is to objectively assess and publicly respond to any applicable publications, reports, and data releases etc. that may impact Medicaid dental. Documents published by external sources, undergo critical objective review by the MSDA Evaluation Committee and are disseminated to relevant sources for discussion and reflection.

### **National Institute of Health Grant Proposal**

MSDA and Harvard University School of Dental Medicine submitted a National Institute of Health Grant Proposal for funding consideration. The project aim is to systemize the integration of healthcare between primary medicine and dentistry to prevent and reduce childhood obesity. The proposal includes both a



clinical and a state policy pathway to incorporate a Pilot on early childhood obesity into dental practices. If funded, the project would be conducted over a five-year period.

### **Foundation for Community Health [CT and NY]**

MSDA was recently awarded a contract with the Foundation for Community Health in Sharon, CT to perform an independent evaluation of the school-based dental service programs they fund in rural Western CT and the Eastern Hudson River area of New York State. The six-month contract concludes with a report to the Foundation with a descriptive assessment and recommendations for improved program sustainability.

### **Additional Opportunities**

In the past year, MSDA continued to explore various opportunities for collaboration with new partners. With the addition of Medicare as an emerging focus for the organization, MSDA partnered with several groups who were working in the Medicare arena. MSDA worked with the Santé Fe Group, to explore the development of a Medicare, Part B dental benefit. This work continues to evolve.

## **V. DIVISION OF PROFESSIONAL DEVELOPMENT**

**Goals:** The goals of the Division of Professional Development are to 1) increase knowledge and skill among state Medicaid and CHIP Oral Health program administrators and staff; and 2) build infrastructure and capacity of state Medicaid and CHIP Oral Health programs.

### **Activities during FY2018**

#### **MSDA-Sponsored Educational Events**

The Division of Professional Development designs and implements professional development events for members and other constituency groups on topics of emerging interest. In FY2018, the Division conducted several in-person presentations on a number of topics at various key meetings throughout the year. In addition, consistent communication with Members continued and was enhanced to align with the needs of MSDA Membership, as described below:

#### **Ongoing Communication**

**Coffee Hours** continue to be conducted with State program administrators to share ideas, gather feedback and answer Member questions. This regular State administrator engagement proves to be a value-added service, as evident in the high (*at least 50%*) participant rate at each event. Staff continues to scout future



opportunities around resources, topics, partnerships and collaborations for future professional development activities.

MSDA Listservs -- Both a MSDA State Member-only and a MSDA Public Listserv were launched to improve consistent communication among MSDA members by providing a private forum for discussion, learning and enhanced professional development. The list-serves have been established for use by MSDA State, Round Table and Associate Members as well as other members of the public interested in posting questions to colleagues, responding to questions, and/or contributing to dialogue related to Medicaid, Medicare, and CHIP dental policy, programs and services. The intent is for questions posed on the list-serves to be limited to requests for information not available on the MSDA National Profile. Early feedback on the listservs has been quite positive, with users finding them timely, relevant and helpful in their professional lives.

MSDA Webinar Series -- Continuing MSDA's 2018 National Symposium theme, *Demonstrating Value in Medicaid Dental Programs*, in August 2018, MSDA conducted two Webinars: *Building a Value-Based Dental Program—101* and *Building a Value-Based Dental Program—102*. The two-part webinar series focused on what States should know about Value-Based Purchasing; what States should consider incorporating into an RFP regarding Value-Based Programs; and what States should look for among RFP responses. The speaker, Dr. Mark Doherty, from the DentaQuest Partnership, continued where he left off at the 2018 Symposium session, providing more detail and criteria for consideration by State administrators.

### **The CMS Oral Health Technical Advisory Group (OTAG)**

In FY 2018, Division staff continued involvement with CMS's Oral Health Technical Advisory Group (OTAG). Martha Dellapenna, MSDA Center Director, continued to serve as OTAG Chair, while MSDA's Executive Director, Mary Foley continued to provide regular MSDA updates during the monthly meetings. As the face of the OTAG changes over time, MSDA staff continues to provide support and input around nominations for new representatives, topic development, meeting preparation and regular communication to the OTAG participants.

### **Technical Assistance**

Throughout FY2018, Division staff provided ongoing technical support to State administrators in a number of relevant areas that assist with State program administration and drive program improvements. MSDA also serves members, partners and other interested parties by creating linkages where necessary to enhance knowledge and to advance initiatives.



# FY2018 Administrative Report

## ADMINISTRATIVE COMMITTEE REPORT – MSDA OPERATIONS

### DEVELOPMENT AND MEMBERSHIP COMMITTEE

MSDA is the *premier* national membership organization representing all *State* Medicaid and CHIP dental program administrators and representatives. In 2014, MSDA recognized that the landscape of state program administration was changing, with a significant number of states moving to managed care. In response, MSDA established new categories of membership to become more inclusive, and to better support state contracting. Development efforts led to the expansion of membership categories with an aligning fee structure. MSDA membership and dues in FY2018 included: 1) Regular membership to all *State* Medicaid and CHIP dental programs, [tiered fee structure implemented]; 2) Associate membership to individuals, [\$75.00]; and 3) Group/Corporate Round Table membership, [\$1,000.00/\$3,000.00] respectively. Membership continues to grow and new trends are emerging. A detailed membership report of the last eight years is listed in the table below.

**New Membership Category:** At the June 2018 Annual Business Meeting, MSDA members discussed adding a new membership type: Academic Director. More discussion will take place at the 2019 Annual Business Meeting regarding the adoption of this new type of Director.

### MSDA CY2011-CY2018 Membership Growth and Participation in Organization Activities

	2011	2012	2013	2014	2015	2016	2017	2018
Regular– State Medicaid & CHIP	33	56	81	92	109	117	119	134
Associate Membership	52	58	52	69	81	65	37	53
Group & Round Table	NA	3	5	10	15	17	22	23
Coffee Hour Participation	NA	NA	25+	30+	30+	30+	30+	30+
Webinar Participation	99	125	145	145	150+	NA	NA	50+
Symposium Participation	129	122	110	149	160	155	165	155



---

## **PLANNING COMMITTEE – MSDA NATIONAL MEDICAID AND CHIP ORAL HEALTH SYMPOSIUM**

### **MSDA National Medicaid | Medicare | CHIP Oral Health Symposium**

The 2018 MSDA National Symposium was held in June 2018, in Washington, DC, at the Washington Marriott Wardman Park. The theme of the Symposium was *Demonstrating Value in Medicaid Dental Programs*. The convening provided an opportunity for the one-hundred and fifty-five attendees to gain awareness and knowledge of how states are moving toward value-based programming. The Symposium afforded the opportunity for networking and sharing of best practices and early lessons among attendees. A copy of the 2018 MSDA Agenda, a list of speakers and their presentations may be found at [www.medicaidental.org](http://www.medicaidental.org).

**By-Laws Update** In 2015 MSDA updated the By-Laws by making a name change from Medicaid-CHIP State Dental Association to the Medicaid | Medicare | CHIP Services Dental Association.



# 2018 Partnerships

---

- State Medicaid Dental Programs
- State CHIP Dental Programs
- American Dental Association
- American Academy of Pediatric Dentistry
- American Academy of Developmental Medicine and Dentistry
- American Association of Public Health Dentistry
- Association of State & Territorial Dental Directors
- Boston University
- Brandeis University
- Centers for Medicare and Medicaid Services
- Delta Dental Plans Association
- Dental Quality Alliance
- DentaQuest Foundation
- DentaQuest Institute
- Harvard University
- Health Resources and Services Administration
- Centers for Disease Control and Prevention
- National MCH Oral Health Resource Center
- Oral Health America
- Rhode Island Dental Association
- Rhode Island Department of Health
- Rhode Island Executive Office of Health and Human Services
- Santé Fe Group

- Special Olympics
- Subject Matter Experts (SME Group)
- Western University

## 2018 MSDA Corporate Round Table

- Advantage Dental
- Aetna
- Arcora Foundation
- Avesis Dental
- Benevis
- Bedford Healthcare Solutions
- Borrego Health
- Envolve/Centene
- Delta Dental of Arkansas
- Delta Dental Plans Association
- Delta Dental of California
- Delta Dental of Colorado
- Delta Dental of Iowa
- Delta Dental of South Dakota
- DentaQuest
- DentaQuest Institute
- Elevate Oral Care
- First Quality Management
- Hawaii Dental Services
- Liberty Dental
- MCNA Dental
- P&R Dental Strategies
- PreViser



# Contact Information

---

## **Washington DC Office**

Medicaid | Medicare | CHIP Services  
Dental Association  
4411 Connecticut Avenue, NW  
Unit 401  
Washington DC 20008

## **Massachusetts Office**

Medicaid | Medicare | CHIP Services  
Dental Association  
2 Grove Street  
Sandwich, Massachusetts 02563

## **Executive Director**

Mary E. Foley, RDH, MPH  
Telephone: 508-322-0557  
Email:  
[mfoley@medicaiddental.org](mailto:mfoley@medicaiddental.org)

## **Center Director**

Martha Dellapenna, RDH, MEd  
Telephone: 401-575-8110  
Email:  
[mdellapenna@medicaiddental.org](mailto:mdellapenna@medicaiddental.org)

