



**Docket No. GMCB-015-16con**  
**Certificate of Need Application**  
**SVMC Dental Home**

**Southwestern Vermont Medical Center**

**Green Mountain Care Board**  
July 10, 2017

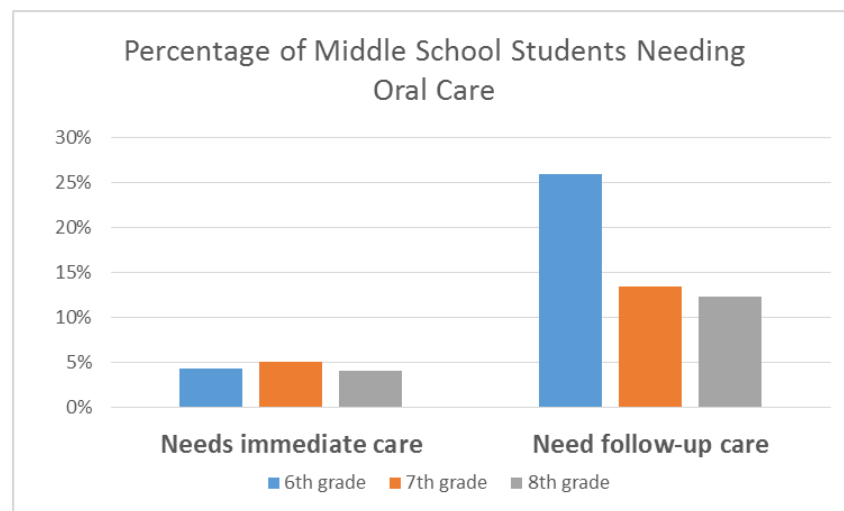


# **SVMC team here today**

- Stephen D. Majetich, CFO and VP of Finance
- James Trimarchi, Director Planning
- Willy Hall, Director Engineering
- Dr. Michael Brady, DDS
- Dr Richard Barbierri, DDS

# Why launch the SVMC Dental Home?

- A significant percentage of the population is afflicted with tooth decay
  - 18% of adults in Bennington County have had 6 or more teeth removed
  - Nearly 20% of middle schooler's need oral care
  - Bennington kindergarteners have the highest incidence of tooth decay relative to peers across Vermont
    - Over 50% of kindergarteners have tooth decay (VT average 24%)



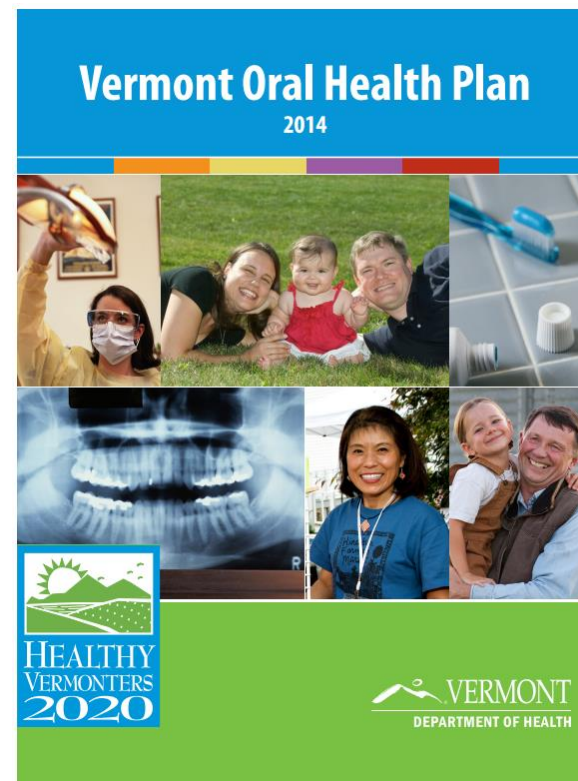
# Why launch the SVMC Dental Home?

- Access to dental services is limited
  - Very limited access for patients with Vermont Medicaid insurance
  - Bennington third graders have the lowest rate of dental sealants
    - 38% in Bennington
    - 52% across 24 schools in Vermont



# Why launch the SVMC Dental Home?

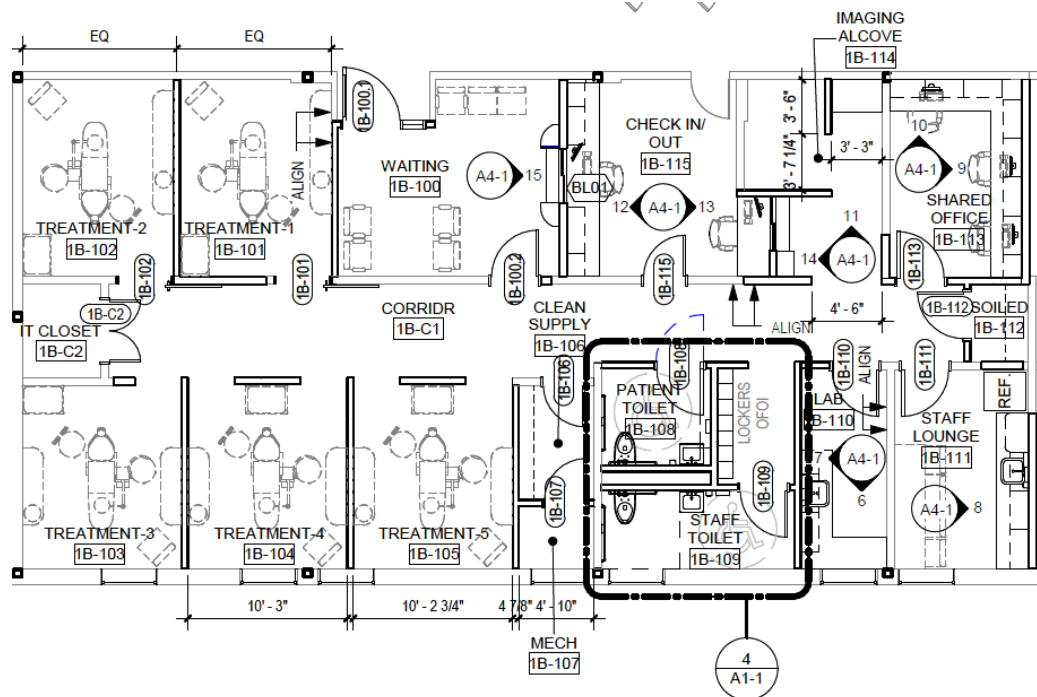
- Aligns with the Vermont Oral Health Plan
  - Ensure all Vermonters have access to a dental home
  - Increase use of dental sealants to reduce dental carries
  - Increase the oral health workforce
    - 76% of dentists in Bennington are 50 years of age or older
    - 47% of dentists are over the age of 60



Local dentists support the launch of the SVMC Dental Home

# The SVMC Dental Home project

- Renovate 1,900 sq ft in Medical Office Building
  - 5 dental exam and treatment rooms
  - Small laboratory
  - X-ray imaging
  - Private consult room
  - Reception and waiting room



# The SVMC Dental Home project

- Capital cost of implementation, \$804,000
    - Renovation \$319,102
    - X-Ray and intraoral camera systems \$ 79,994
    - Software and associated computer hardware \$169,563
    - Minor medical and office equipment \$235,123
- \$803,781**



# The SVMC Dental Home project

- Operations will ramp up over the first few years
  - Oral Health Professionals will be recruited

SVMC Dental Home Staffing (FTEs)	Year 1	Year 2	Year 3	Year 4	Year 5
Dentists	1.5	1.5	2.0	2.0	2.0
Hygienist	1.0	1.5	2.0	2.0	2.0
Receptionist / Dental Assistant	2.0	2.0	3.0	3.0	3.0
Practice Manager	1.0	1.0	1.0	1.0	1.0

- Operating expenses year 1 will be \$805,000
- Anticipated financial near break even in year 1



# SVMC Dental Home time line

- SVMC requests approval of the CON so children and adults can begin receiving oral care this winter (January, 2018)

Project Time Line	FY2016			FY2017						FY2018											
	Q4			Q1		Q2		Q3		Q4											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Dental Home																					
<b>CON application preparation</b>																					
Letter of Intent																					
Submit CON application																					
Public notice of CON application																					
Revise application																					
<b>CON Review</b>																					
<b>Engineering and Permits</b>																					
Engineering and design documents																					
Permitting																					
<b>Construction</b>																					
Renovation																					
Install technology																					
Install software																					
Train staff and providers																					
<b>Treat first patients (January, 2018)</b>																					

# SVMC Dental Home population served

- Payer mix
  - 80% Medicaid (both children and adults)
  - 17% Commercial
  - 3% Self pay / Bad debt
- Access measure
  - Percentage of patients that are evaluated and treated within 48 hours of referral from an emergency department, urgent care center, primary care practice or school nurse
- Provide both dental care and oral hygiene coaching



# Summary- SVMC Dental Home project

- Oral health needs are significant in the Bennington region
- Access to dental services is limited
- Launch of the SVMC Dental Home would address goals of the Vermont Oral Health Plan
- Capital investment in implementation will be \$804,000
- SVMC will recruit oral health professionals to the region

***SVMC requests approval of the CON to begin treating patients  
in this winter (January, 2018)***