



Gary Harbison, Executive Director

Increasing Access to Medicaid Dental – Missouri Oral Health Policy & System Change

MCOH

The Rate Increase

Necessary, but Not Sufficient

Enabled

The Media Campaign

Staff Members

Unraveling the Threads

Data Access

Onward

Missouri Coalition for Oral Health

501c3 - Policy and System Change – Access - We raise awareness, engage with community members, advocate for policy change and health care system improvements, and work together to increase health equity.

MCOH is a statewide network of oral health advocates, including many organizations and individuals with a broad interest in community oral health.

The Mission of the Missouri Coalition for Oral Health is to improve oral health with all Missourians by advocating for sound public policy.

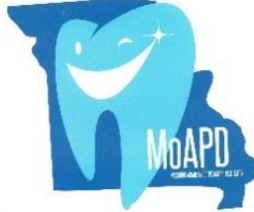
Vision - Oral Health for all Missourians.

Consensus Decision-Making and Unity In Action

Some Previous Activity – Reinstatement of Medicaid Adult Dental Benefits; Reinstatement of the State Dental Director Position; Promoting teledentistry, including legislation; passage of Legislation to Support Community Water Fluoridation; Missouri Oral Health Policy Conference.

Our Funders –





Comprehensive Health Center



The Rate Increase

Medicaid Work Group – MCOH Policy Committee

Maintaining Relationships

Timing

The Ask

The Result –

Medicaid dental rates to 80% URC (commercial levels) effective July 1, 2022

Previously at about 38.5% UCR

Loss for private practice

What 80 % UCR Looks Like

CDT	Detail	Old Rate	New Rate
D3410	Apicoectomy – Anterior	\$212.78	\$660.80
D3421	Root Surgery Premolar	\$239.93	\$749.60
D3425	Root Surgery Molar	\$279.45	\$832.00
D3426	Root Surgery Ea Add Root	\$114.97	\$388.80
D3428	Bone Graft Peri Per Tooth	\$80.88	\$583.20
D3429	Bone Graft Peri Each Addl	\$61.81	\$541.60
D3430	Retrograde Filling Per Root	\$87.83	\$264.00
D3432	Guided Tissue Regeneration	\$61.81	\$558.40
D3450	Root Amputation Per Root	\$153.70	\$460.00

Comparing the Codes

See how these popular billing codes are reimbursed!

Billing Code	Office Fee	PPO	Medicaid
D0120 Periodic Exam	\$59.33	\$50.00	\$48.40
D0140 Limited Exam	\$83.50	\$78.00	\$71.20
D0150 Comprehensive Exam	\$91.00	\$87.50	\$83.20
D0240 Intraoral Radiographic Image	\$43.00	\$33.00	\$36.80
D0330 PANO	\$128.33	\$81.00	\$104.80
D1110 Adult PROPH	\$96.50	\$77.00	\$85.60
D1120 Child PROPH	\$80.00	\$55.50	\$62.40
D1206 Fluoride	\$48.00	\$38.50	\$36.80
D2331 Resin Based Composite	\$244.00	\$117.60	\$189.60
D2391 Resin 1 Post	\$174.00	\$103.00	\$169.60
D2392 Resin 2 Post	\$225.00	\$143.27	\$214.40
D2393 Resin 3 Post	\$251.00	\$152.00	\$264.00
D2740 Porcelain Crown	\$1,216.50	\$496.00	\$1,048.80
D2930 Stainless Steel Crown	\$265.00	\$188.00	\$244.80
D7140 Extraction	\$170.00	\$127.50	\$52.29

Data collected from a small sample of private practices.

Necessary, but Not Sufficient

There are approximately 1.4 Million Missourians receiving healthcare benefits through Medicaid (Missouri total population: 6.2 million as of 2022)

In SFY2022, there were 743 Medicaid Dental providers, most at FQHCs (long waiting lists)

Many private practices have no experience with Medicaid

Workforce impact of the pandemic – slowly recovering

How to get around, through, over, under the wall that divides the dental care system

We have a bifurcated dental health care system

- One set of providers for people who are middle class and socio-economically advantaged
- Another set of providers for everyone else
- Missourians have ready access, no access or limited access to preventive care and treatment

Oral health is essential to health

Enabled Next Steps

Core Objectives -

- Increase the Number of Providers Offering Medicaid Care
- Increase the Number of Unique Patients Receiving Care

Achieved funding from two in-state foundations – Missouri Foundation for Health and Health Forward Foundation

- Full-time staff member dedicated to supporting practices to become Medicaid provider
- Media campaign
- Close collaboration with the Missouri Dental Association, MO HealthNet Division and Missouri Medicaid Audit and Compliance (MMAC)

MCOH Staff

All MCOH staff work on this project

Dental Medicaid Facilitator – a new FTE

Work to increase dental provider participation in Missouri Medicaid

Close collaboration with MO HealthNet staff

Directly supporting dental providers to answer questions about Medicaid and assist with enrollment

Identification of Barriers

The Targeted Media Campaign

Educate Providers on the Rate Increase and Value Proposition
Break Down Myths Regarding the Patient Population



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MESSAGING



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1 in 8 Missourians rely on Medicaid for dental care. That's why #MOMedicaidMatters.



1 in 8 Missourians
receive dental care
through Medicaid
eligibility.



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oralhealthmissouri.org
See the Need | Explore
Medicaid Resources

Learn more



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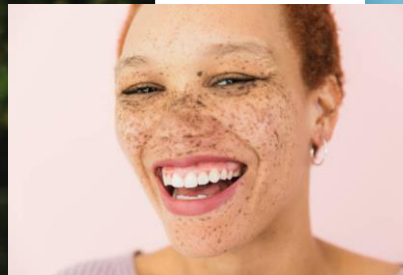
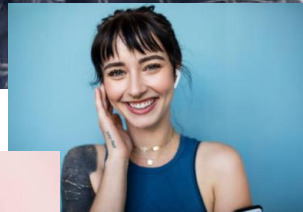
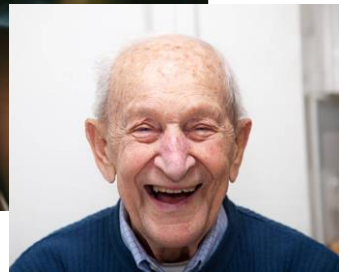


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Unraveling the Threads

Identification of barriers to provider enrollment –

- Enrollment Process
- Managed Care Plan Credentialing
- Audits
- Understanding Coverage and Expectations of Medicaid Providers
- Specialty Services
- Population Myths
- Etc.

Identification of strategies and methods to address these

Awareness, Education, Process Improvement and Policy Change

Enrollment, Credentialing, Billing training - MO HealthNet enrollment is now typically done in less than 14 days

Audit unknowns - A recorded webinar with MMAC Director

Sedation & Extraction Rates - NDI for rate increases in the budget

Expanded SDF Converge – Was only age 0 – 5; now 0 – 20, plus adults on the blind pension fund, pregnant women (dental covered now until 1 year postpartum), and people in nursing homes

Periodic Exams for general adult eligible population - D0102 is being added

High need for Specialty dental providers - More difficult, but making progress

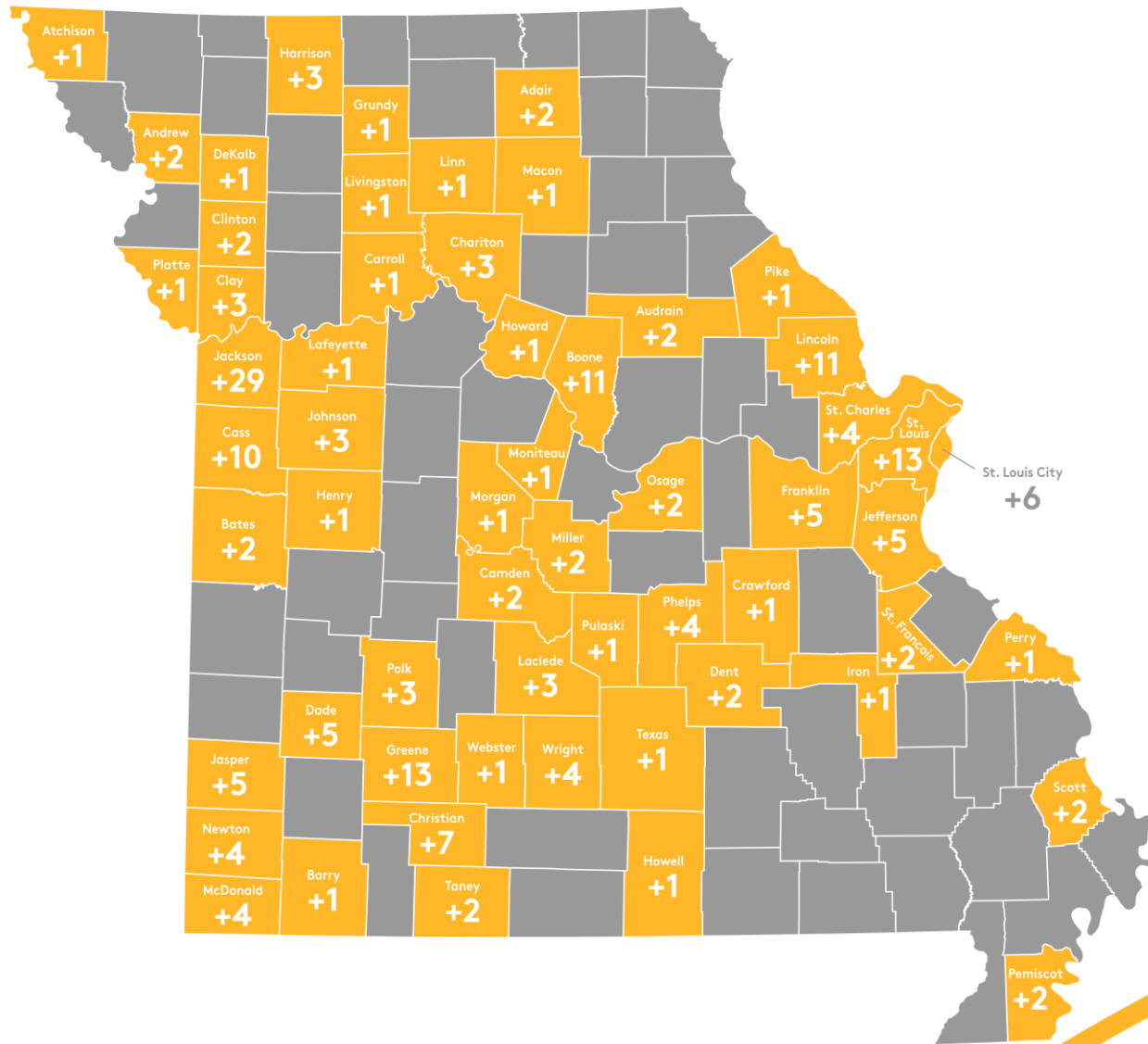
Data Access

We rely on the state for data to show ultimate impact

State data lags – Claims can be adjudicated up to 1 year after service provision

Generally, we do not have data at the rich level of detail that we would like

But we do important basics...



184 new dental providers enrolled in MO HealthNet (SFY2023 compared to SFY 2022)

Over 50,000 more MO HealthNet participants accessing dental care (SFY2023 compared to SFY 2022)

Currently, there are over 1,000 Dentist enrolled with MO HealthNet

In January 2023, 36 of the 114 counties in Missouri did not have a dental Medicaid provider. In 2024, that number has been reduced to 25 of the 114 counties in Missouri.

Private Medicaid clinics are expanding



Onward

2025 & 2026 – Seeking grant funds to continue to increase access to care

Work must continue to directly engage with providers

- Private Practice

- DSOs

In spite of all of the work to date we still find -

- Providers who have not heard about the rate increase

- Medicaid Myths

 - Population Myths*

 - Administrative Myths*

- Lack of knowledge about how to work with people receiving Medicaid benefits

- etc.

Current Policy Goals

Reduction of tobacco use and vaping to improve Missouri oral health.

Incorporation of oral health care in school-based health care.

Expanded coverage of and access to silver diamine fluoride for all Missourians.

Improvement of MO HealthNet by implementing best practices and system improvements to increase provider participation and MO HealthNet participant usage

Inclusion of a comprehensive dental benefit in MO HealthNet

Protection and expansion of public water system fluoridation

Expansion of access to dental sealants for children without routine dental care

Inclusion of a comprehensive dental benefit in Medicare

Implementation of a statewide public awareness campaign about the importance of oral health to overall health

Strengthening provider networks and expansion of service delivery of dental care for high-risk, vulnerable, MO HealthNet and uninsured populations, including people with disabilities and special health care needs

Incorporation of oral health in the patient-centered medical home



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Missouri Oral Health Policy Conference – March 2025 in Jefferson City, MO