

# FUNDING OPPORTUNITIES & MODELS FOR EXPANDING SCHOOL ORAL HEALTH

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**California School Based Health Center Conference  
Oakland Marriott**

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# OBJECTIVES

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- Background of the OUSD Collaborative Project in 2012-13.
- Results for Asian Health Services in serving students at Franklin Elementary School.
- Services provided
- Costs and Revenue
- Why we chose to participate
- Challenges and Lessons Learned



# COLLABORATIVE GRANT

- Center for Oral Health-\$80,000
- 3 Federally Qualified Health Centers:  
**Asian Health Services, La Clinica de la Raza, Lifelong**
- Fund coordinator, one portable unit and some money for supplies
- Portable unit borrowed from another project



# PARTNERSHIPS/COLLABORATORS

- Alameda County Public Health Office of Dental Health
- Oakland Unified School District
- School Principal and staff-Franklin Elementary School
- Very committed and passionate clinic staff: providers, dental assistants, administrative staff



# SCOPE OF SERVICES

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- Electronic health records with digital radiology capabilities
- Screening provided to all students who consented
- X-Rays, examination, cleaning, fluoride, fillings, pulpal therapy, extractions
- Complex procedures referred to main clinic, Give Kids A Smile event



# STAFFING

## ➤ Committed Staff



# SET UP



# OUTCOMES @ FRANKLIN ELEMETARY

- 600 students out of 774 were screened.
- 120 children received treatment  
(20% consented)
- On-site: 83 exams, 76 cleanings,  
101 sealants, 48 fillings
- Referred to clinic: 14 exams, 15 cleanings,  
18 sealants, 69 fillings

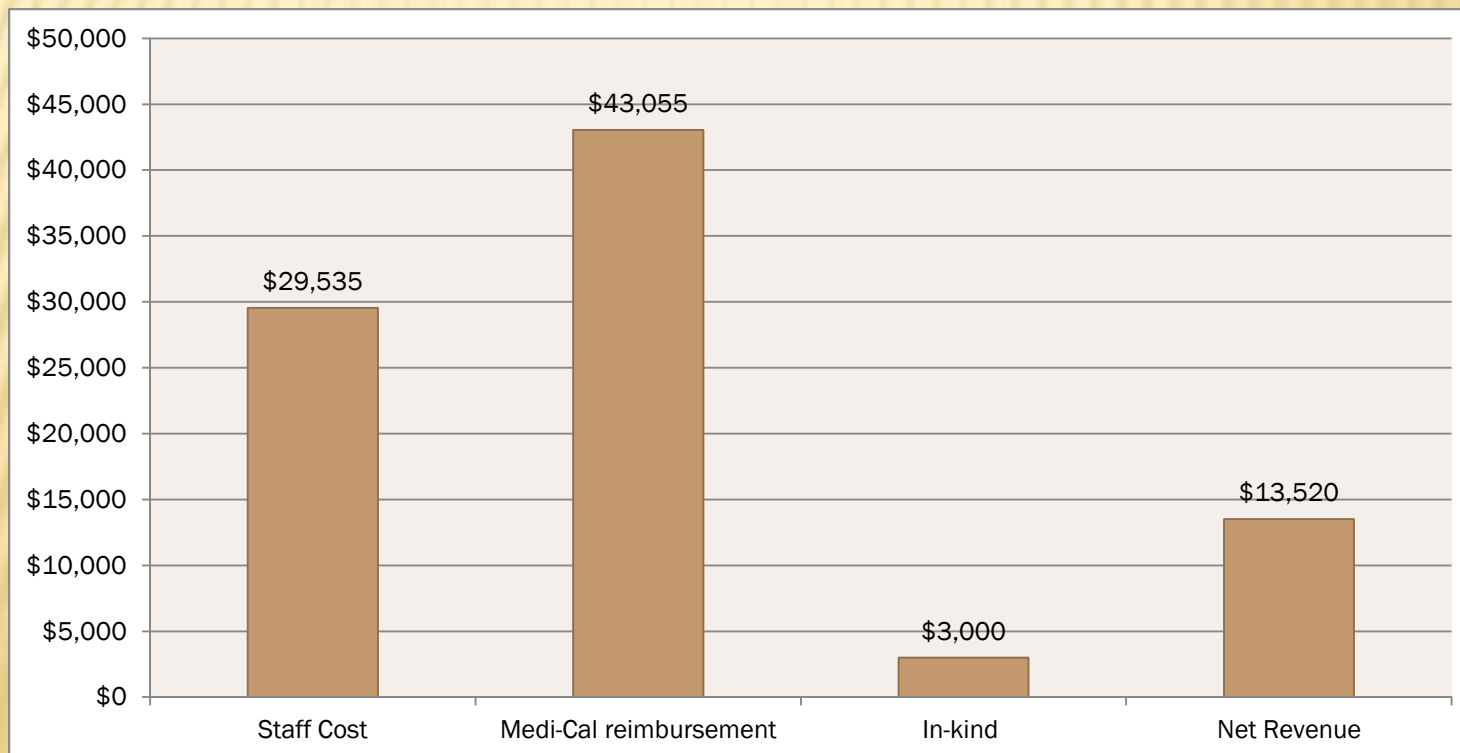




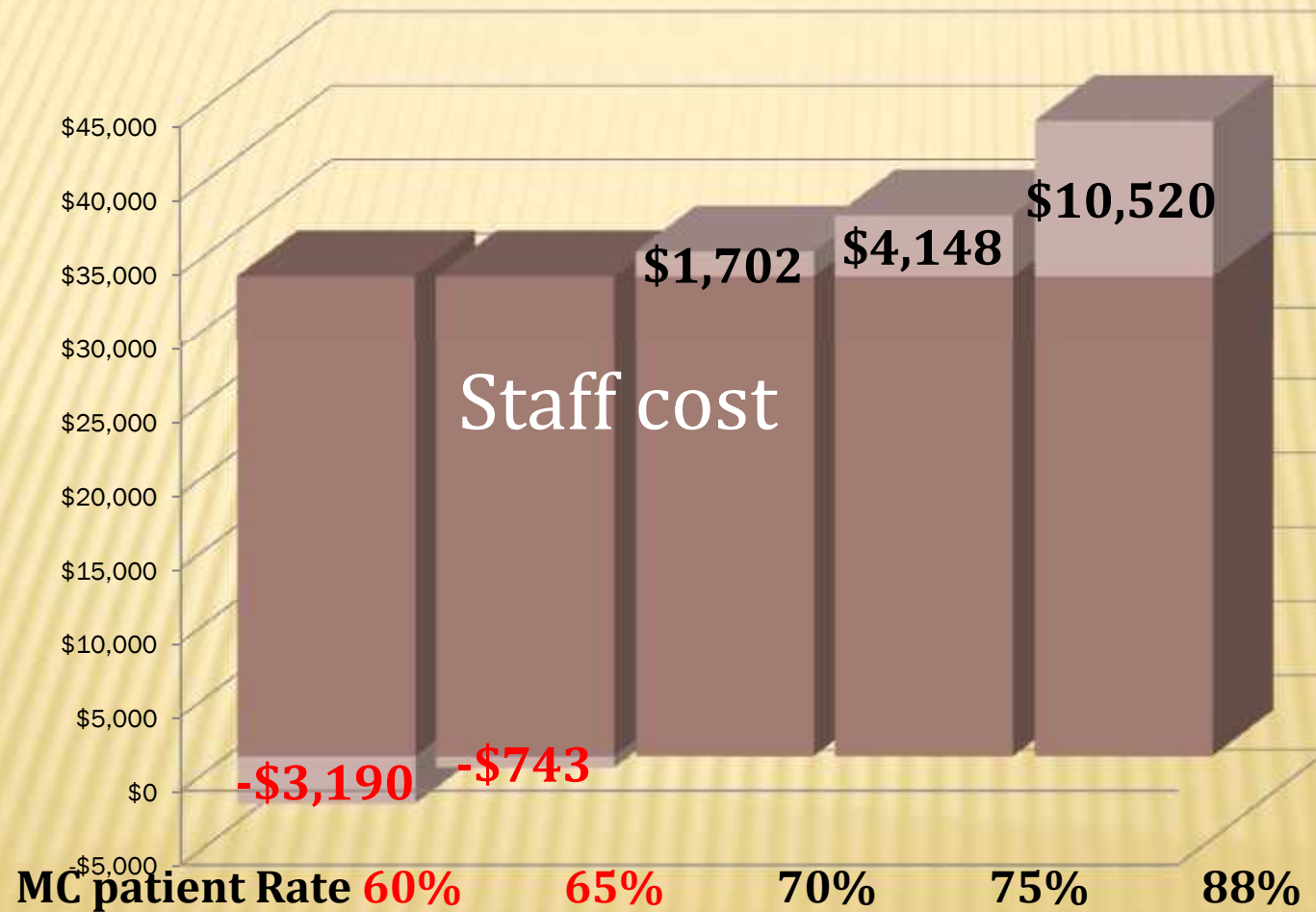
# STAFF COST & REVENUE

Students treated	Total encounters	Billed encounters (Medi-Cal)	%billed	Total Medi-Cal reimbursement
120	284	250	88%	\$43,055

Total staff costs     \$29,535  
In-Kind                 \$3,000  
Net Revenue            \$13,520



# FINANCIAL SUTAINABILITY



# CHALLENGES

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- Equipment is not easy, fast and ergonomically designed. Maintenance of equipment is not as familiar
- Sterilizer was not available. Have to bring a lot of hand instruments, shorting main site
- Not in control of appointments which depend on school time table





# LESSONS LEARNED

- Persistence and clear communication with school district and principal and staffs as well as volunteers
- Passionate, committed, mission driven providers and staffs
- Maintain great communication among staffs: daily recap of what happened, compliment on things that worked, discussed how to improve
- Leadership support: Dental Director, CEO, IT

# NEXT STEPS

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- With new funding from Alameda County, the program will resume in March 2014
- Plan to expand to a second school in 2014-2015



**QUESTIONS?**

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**THANK YOU!**

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