

Members of the Kansas Senate:

My name is Ronnie Coleman, VP Government Relations for Benevis, we support Medicaid focused dental practices in 13 states and DC. In Kansas, we support Kansas Youth Dental (KYD), **a kids first family friendly dental practice** located in Wichita, Kansas City and Topeka. KYD serves approximately 80 percent kids, 45 percent rural, 90 percent Medicaid.

Let me start by commending the Kansas Legislature for recently investing in coverage for preventative dentistry for your adult constituents. These improvements are already making a difference for Kansans. That said, please note that oral health disease is the #1 most common chronic disease for kids and dental pain is the #1 reason kids miss school.

In 2019, Kansas Youth Dental operated 3 offices, with 53 employees, and 9 dentists. Unfortunately, that's no longer the case. Now, 5 years later...we have the same 3 offices, 3 full/2 part time dentists and fewer than 30 employees. This is unfortunate as **it contributes to reduced access to early childhood dental visits, sealants and fluoride**, ultimately costing Kansas. We know that early childhood dental visits can yield savings in the range of 30% in restorative dental costs.

Since the pandemic, access to dental staff has been brutal, in the best of times, safety net dental practices struggle to recruit and maintain staff, due primarily to very low reimbursement rates. But... In this environment of extreme supply/wage inflation-for us at Benevis/KYD, costs are up some 47% just in past 4 years, that's feeding into acute staff shortages, burnout...and more turnover...it's a vicious cycle!

Now for the remedy—we believe most Medicaid dental procedures would require rate increases of 60-80%, just to get us to the usual insurance rates enjoyed by most dentists. That's while incurring the same costs with, on balance, more challenging patients compared to practices that do not see Medicaid patients. It's no wonder only about 30% of Kansas dentists accept Medicaid, with approximately 13 percent of those Medicaid providers seeing 100 or more Medicaid patients in a given year. Please note, Medicaid dental spend consistently comprises maybe 2% of total Medicaid spending.

We would appreciate your support for at least the \$4 million SGF increased investment from the House—to increase dental reimbursement. The original Oral Health Kansas/Kansas Dental Association request of \$16 million SGF would actually bring Kansas Medicaid Dental reimbursement for all procedures in line with nearby states that have significantly improved dental Medicaid fees: Colorado, Missouri, Ohio, Louisiana and South Dakota. That could entice more providers to accept Medicaid and help current participants meet their rising bills.

Thanks for your time and consideration.

Ronnie Coleman
VP, Government Relations
Benevis



Comparison of Key CDT Codes for KS, LA, MS, OH, MO, IN Medicaid Dental															
Diagnostic & Preventative Procedures		KS	Peer State Average	Gap	LA	MS	OH	MO	IN	KS Rank	LA Gap	MS Gap	OH Gap	MO Gap	IN Gap
Periodic Oral Exam	D0120	\$24.26	\$36.01	-48.4%	\$36.88	\$31.42	\$33.56	\$48.80	\$29.40	6th	-52.0%	-29.5%	-38.3%	-101.2%	-21.2%
Under Age 3 Exam	D0145	\$30.74	\$52.83	-71.9%	\$65.65	\$43.84	NA	\$63.20	\$38.64	5th	-113.6%	-42.6%	NA	-105.6%	-25.7%
Comprehensive Evaluation	D0150	\$33.20	\$59.75	-80.0%	\$64.13	\$49.62	\$50.35	\$83.20	\$51.44	6th	-93.2%	-49.5%	-51.7%	-150.6%	-54.9%
Complete Series X-ray	D0210	\$63.60	\$86.48	-36.0%	\$81.46	\$76.78	\$117.90	\$81.46	\$74.81	6th	-28.1%	-20.7%	-85.4%	-28.1%	-17.6%
Periapical 1st X-ray	D0220	\$13.74	\$17.85	-29.9%	\$19.89	\$15.35	\$9.83	\$27.20	\$16.98	5th	-44.8%	-11.7%	28.5%	-98.0%	-23.6%
Periapical Additional X-rays	D0230	\$11.45	\$15.66	-36.8%	\$16.81	\$13.83	\$9.83	\$23.20	\$14.62	5th	-46.8%	-20.8%	14.1%	-102.6%	-27.7%
Two Bitewings	D0272	\$23.11	\$28.25	-22.2%	\$29.01	\$24.74	\$19.65	\$41.60	\$26.23	5th	-25.5%	-7.1%	15.0%	-80.0%	-13.5%
Four Bitewings	D0274	\$33.51	\$42.71	-27.5%	NA	\$34.79	\$39.30	\$60.00	\$36.76	5th	NA	-3.8%	-17.3%	-79.1%	-9.7%
Pano X-ray	D0330	\$60.42	\$79.59	-31.7%	\$77.23	\$63.12	\$88.52	\$104.80	\$64.28	6th	-27.8%	-4.5%	-46.5%	-73.5%	-6.4%
Prophylaxis - Adult	D1110	\$47.37	\$75.49	-59.4%	\$65.00	\$99.56	\$65.22	\$85.60	\$62.05	6th	-37.2%	-110.2%	-37.7%	-80.7%	-31.0%
Prophylaxis - Child	D1120	\$34.66	\$45.85	-32.3%	\$47.41	\$34.86	\$38.22	\$62.40	\$46.34	6th	-36.8%	-0.6%	-10.3%	-80.0%	-33.7%
Topical Fluoride Varnish	D1206	\$19.64	\$30.93	-57.5%	\$32.88	\$29.00	\$29.48	\$36.80	\$26.48	6th	-67.4%	-47.7%	-50.1%	-87.4%	-34.8%
Topical Fluoride	D1208	\$19.64	\$27.18	-38.4%	\$26.40	\$19.34	\$29.48	\$35.20	\$25.49	5th	-34.4%	1.5%	-50.1%	-79.2%	-29.8%
Sealant Per Tooth	D1351	\$28.53	\$38.73	-35.8%	\$34.54	\$32.87	\$43.23	\$50.40	\$32.62	6th	-21.1%	-15.2%	-51.5%	-76.7%	-14.3%
Average Fee Difference											-48.4%	-25.9%	-29.3%	-87.3%	-24.6%
Non-Preventative Procedures		KY	Peer State Average	Gap	LA	MS	OH	MO	IN	KS Rank	LA Gap	MS Gap	OH Gap	MO Gap	IN Gap
One Surface Composite	D2391	\$80.14	\$106.35	-32.7%	\$87.71	\$94.14	\$97.86	\$169.60	\$82.45	6th	-9.4%	-17.5%	-22.1%	-111.6%	-2.9%
Two Surface Composite	D2392	\$85.86	\$131.31	-52.9%	\$111.20	\$123.23	\$103.19	\$214.40	\$104.53	6th	-29.5%	-43.5%	-20.2%	-149.7%	-21.7%
Three Surface Composite	D2393	\$91.58	\$161.28	-76.1%	\$134.68	\$153.08	\$124.22	\$264.00	\$130.40	6th	-47.1%	-67.2%	-35.6%	-188.3%	-42.4%
Stainless Steel Crown	D2930	\$129.60	\$193.87	-49.6%	\$215.83	\$148.61	\$200.27	\$244.80	\$159.83	6th	-66.5%	-14.7%	-54.5%	-88.9%	-23.3%
Esthetic Coated SSC	D2934	\$140.00	\$274.62	-96.2%	\$370.37	\$205.36	\$300.65	\$330.40	\$166.31	6th	-164.5%	-46.7%	-114.8%	-136.0%	-18.8%
Pulpotomy	D3220	\$64.80	\$132.43	-104.4%	\$127.77	\$97.28	\$121.81	\$188.80	\$126.48	6th	-97.2%	-50.1%	-88.0%	-191.4%	-95.2%
Simple Extraction	D7140	\$95.40	\$106.80	-12.0%	\$107.04	\$82.91	\$113.36	\$93.56	\$137.15	4th	-12.2%	13.1%	-18.8%	1.9%	-43.8%
Surgical Extraction	D7210	\$129.67	\$150.79	-16.3%	\$176.12	\$125.40	\$113.36	\$138.22	\$200.86	4th	-35.8%	3.3%	12.6%	-6.6%	-54.9%
Complex Surgical Extraction	D7240	\$175.00	\$305.46	-74.5%	\$332.52	\$245.61	\$370.99	\$233.70	\$344.48	6th	-90.0%	-40.3%	-112.0%	-33.5%	-96.8%
Nitrous Oxide	D9230	\$37.14	\$51.40	-38.4%	\$49.72	\$39.16	\$57.33	\$77.60	\$33.17	5th	-33.9%	-5.4%	-54.4%	-108.9%	10.7%
Average Fee Difference											-58.6%	-26.9%	-50.8%	-101.3%	-38.9%
Total Fee Difference - All Codes Above											-53.5%	-26.4%	-40.1%	-94.3%	-31.7%