



January 19, 2017

Senator Ann Rivers
Chair, Senate Health Care Committee
204 Irv Newhouse Building
PO Box 40418
Olympia, WA 98504
Sent via email

To the Honorable Ann Rivers,

The National Association of Dental Plans (NADP) writes in support of Senate Bill 5158 to modernize state statute and confirm dentists' ability to contract with Dental Support Organizations (DSOs) for non-clinical support services. The bill is on the agenda to be discussed by the Senate Health Care Committee on Thursday, January 19. NADP hopes the Committee will take our comments into consideration as the bill develops through the legislative process.

DSOs provide assistance to dental offices with non-clinical business and administrative services such as procurement of equipment, accounting and marketing. Dental offices contracting with DSOs are often in convenient locations, offer expanded hours and have access to capital for expansion and administrative efficiencies that increase access to care and can lower consumers' overall costs of dental care.

Many of NADP's member plans currently include dental offices supported by DSOs as part of their dental networks in Washington, as they do in many other states. DSOs have played an integral role in the broadening of networks and have expanded access to diverse populations and particularly those in need and in underserved areas of the state. In addition to expanding networks, our members have found DSOs provide administrative efficiencies and access to advanced technology for dental offices through economies of scale and enable dentists to focus more time providing quality dental care.

The proposed legislation will confirm and protect both the independent delivery of clinical care by providers as well as a dentists' ability to contract with DSOs, which play an increasingly essential role in expanding access to oral health in Washington.

NADP greatly appreciates the opportunity to share our views, and we are available to answer any of the Committee's questions. In addition to these comments, we have also

OFFICERS & DIRECTORS

Chair

THERESA McCONEGHEY
Principal Financial Group
Des Moines, IA

Vice Chair

RON BOLDEN
Cigna
Phoenix, AZ

Secretary

KATE McCOWN
Ameritas Life Insurance
Corp. Lincoln, NE

Treasurer

STACIA ALMQUIST
Assurant Employee Benefits
Kansas City, MO

Directors

JEFF ALBUM
Delta Dental of
CA, NY, PA & Affiliates
San Francisco, CA

DR. MARY LEE CONICELLA
Aetna
Hartford, CT

JOSH NACE
Dental Health Services of
America
Seattle, WA

SUE WRIGHT
Lincoln Financial Group
Omaha, NE

Immediate Past Chair

**CHRIS SWANKER, FSA,
MAAA**
Guardian Life Insurance
Company of America
Bethlehem, PA

Executive Director

EVELYN F. IRELAND, CAE
National Association
of Dental Plans
Dallas, TX

National Association of Dental Plans

12700 Park Central Drive • Suite 400 • Dallas, Texas 75251

972.458.6998 • 972.458.2258 [fax]

nadp.org

"the representative and recognized resource of the dental benefits industry"



attached our Washington Dental State Fact Sheet for your review. Please contact me with any questions regarding these comments at EAugustini@nadp.org or 972.458.6998 x111. Again, thank you for your consideration.

Sincerely,



Eme Augustini
Associate Director of Government Relations

CC:

Senator Randi Becker, Vice Chair
Senator Annette Cleveland, Ranking Minority Member
Senator Patty Kuderer, Assistant Ranking Minority Member
Senator Barbara Bailey
Senator Michael Baumgartner
Senator Steve Conway
Senator Joe Fain
Senator Karen Keiser
Senator Mark Miloscia
Senator Mark Mullet
Senator Steve O'Ban
Senator Maureen Walsh

NADP DESCRIPTION

NADP is the largest non-profit trade association focused exclusively on the dental benefits industry, i.e. dental PPOs, dental HMOs, discount dental plans and dental indemnity products. NADP's members provide dental benefits to more than 90 percent of the 205 million Americans with dental benefits. Our members include the entire spectrum of dental carriers; companies that provide both medical and dental coverage, companies that provide only dental coverage, major national carriers, regional, and single state companies, as well as companies organized as non-profit plans.

National Association of Dental Plans

12700 Park Central Drive • Suite 400 • Dallas, Texas 75251

972.458.6998 • 972.458.2258 [fax]

nadp.org

"the representative and recognized resource of the dental benefits industry"



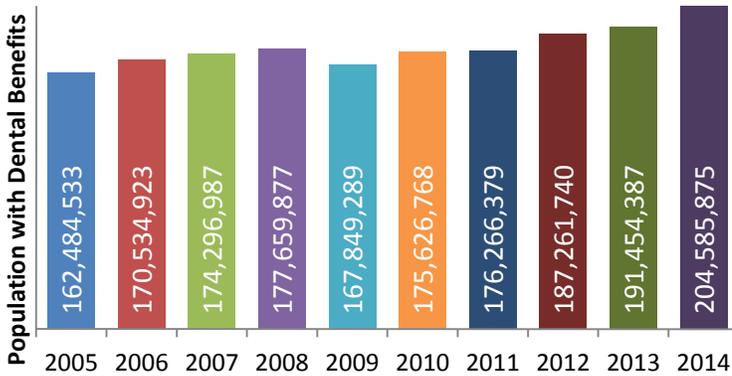
Washington

Dental Benefits Fact Sheet



National Enrollment Trends

An estimated 204,585,875 Americans, 64% of the population, have dental benefits.



Source: 2015 NADP Dental Benefits Report on Enrollment

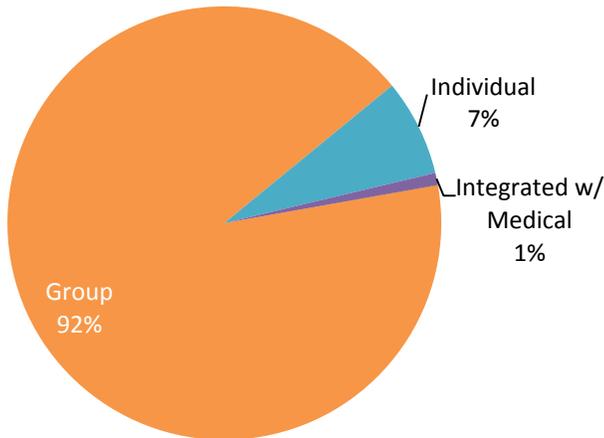
Dental Enrollment

An estimated 4,347,037 or 62% of the population have dental benefits in Washington.

Plan Type	Enrollment
Private Plans	
DHMO	292,359
DPPO	3,371,589
Indemnity	180,897
Other Private	48,584
Public Plans	
Medicaid/CHIP ⁹⁵	448,816

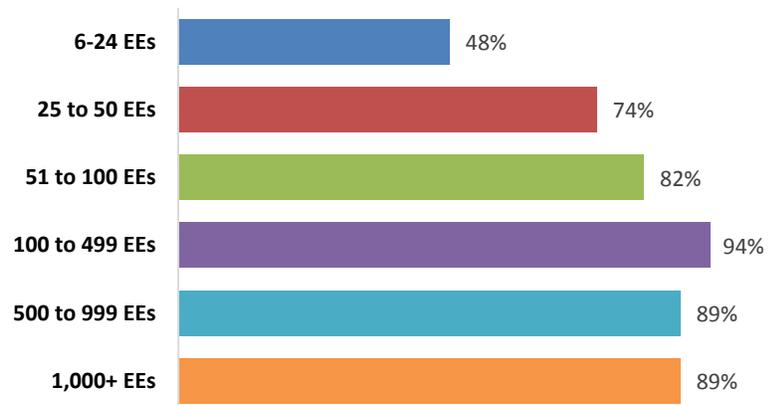
Source: Data from the Centers for Medicare and Medicaid Services and 2015 NADP Dental Benefits Report on Enrollment

Sources of Private Dental Coverage



Source: 2015 NADP Dental Benefits Report on Enrollment

Employers Offering Dental Benefits by Employer Size



Source: 2015 NADP Survey of Employers

Premium Facts

Washington	DHMO	DPPO	Indemnity
Small Group	--	\$39.97	\$65.90
Large Group	--	\$44.54	\$36.86
Individual	--	--	--
Nat'l All Group Avg	\$17.01	\$31.69	\$36.13

Source: NADP 2015 Dental Benefits Report: Premium and Benefit Utilization Trends

Distribution of Commercial Benefits: State vs National

	DHMO	DPPO	Indemnity	Other
Washington	6.7%	77.6%	4.2%	1.1%
National	7.9%	78.9%	6.8%	6.4%

Source: 2015 NADP Dental Benefits Report on Enrollment

Washington Dental Benefits Fact Sheet

Workforce

NADP Members

The federal standard for an adequate supply of dentists is 3.33 practicing dentists per 10,000 population.⁹⁶

The table presents the number of dentists participating on provider networks including the number of network dentists per 10,000 population

Network Type	Total Dentist	General Dentists	Pediatric Dentists	Specialists	Per 10,000
DHMO	421	285	14	122	0.60
DPPO	5,380	4,323	259	798	7.62
Discount	2,846	2,336	176	334	4.03

Source: 2015 NADP/DDPA Joint Dental Benefits Report on Network Statistics and U.S. Department of Health and Human Services

Plan Types Offered by NADP Members

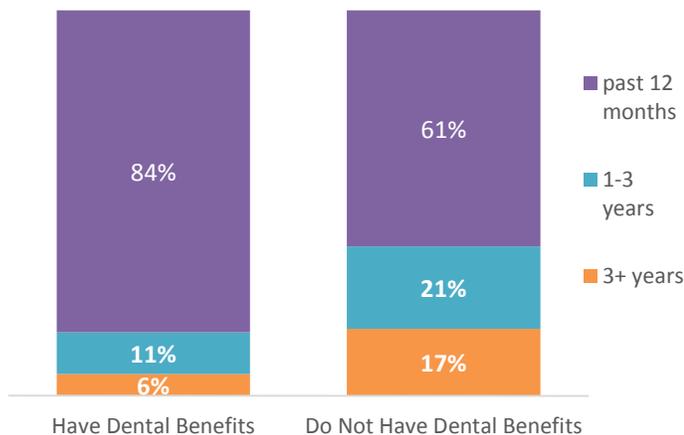


Source: 2015 NADP Membership Directory

Dental Benefits Impact Consumer Behavior

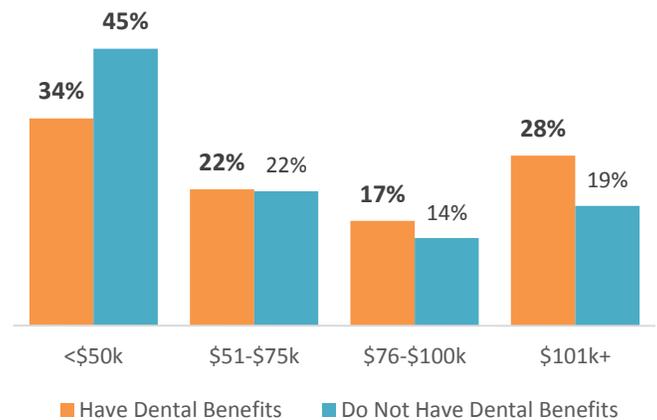
Who Has Dental Benefits

When was your last visit to the dentist?



Source: 2015 NADP Survey of Consumers

Consumers with and without Dental Benefits by Household Income



Source: 2015 NADP Survey of Consumers

About



The National Association of Dental Plans (NADP), a nonprofit corporation with headquarters in Dallas, Texas, is the “representative and recognized resource of the dental benefits industry.” NADP is the only national trade organization that includes the full spectrum of dental benefits companies operating in the United States. NADP’s members provide dental benefits to about 90 percent of 205 million Americans with dental benefits.