

FUNDING GUIDELINES & PRIORITIES

The mission of the Delta Dental of Oklahoma Foundation is to improve the oral health of all Oklahomans by increasing access to dental care, funding oral health education, and supporting organizations that serve vital oral health needs in our communities.

The Delta Dental of Oklahoma Foundation (“Foundation”) seeks to serve the public interest and fulfill its mission while encouraging practices which demonstrate fairness, efficiency, and sustainability. These standards have been adopted to guide the Foundation Board of Trustees in the funding decision process and to advise grantseekers and grantees regarding the use of funds.

Intention of Funds

All funds provided by the Delta Dental of Oklahoma Foundation grant program are intended to serve the public interest and fulfill the Foundation’s mission. All funds must be used in accordance with the purposes specified on the grantee’s grant application and in accordance with IRS Code 501(c)(3).

FUNDING CRITERIA

Dental Health and Education Related Programs Funded:

1. **Benevolent Dentistry/Access to Care** – Clinics, programs, projects, and events that provide dental care and education to Oklahomans unable to access the care they need due to financial, physical, or geographical barriers.
2. **Public Education** – Programs that educate children and adults to improve oral health and establish life-long oral hygiene habits.
3. **Professional Education** – Programs and scholarships that prepare the next generation of dental professionals, address dental professional shortage areas, and advance dentistry.
4. **Research and Ancillary Programs** – Initiatives that advance or support our core objectives.

Eligibility Requirements:

1. Grant-seeking organization must be a 501(c)(3) nonprofit organization with public charity status, an educational institution, or a government agency. We cannot award grants to individuals.
2. We fund only **dental health and education** related programs, projects, and initiatives.
3. Program must serve **Oklahomans**.
4. Program must not discriminate on the basis of race, color, national origin or religion.

Additional Criteria Considered:

1. **Type of Program** – Free or low-cost to patients (priority given to free programs)
2. **Dentist Type** – Volunteer, paid, or both (priority given to volunteer programs)

3. **Beneficiaries** – For example, children, elderly, individuals with disabilities, other low-income adults
4. **Geographic area**
5. **Impact** – May be based on number served, significance of population served, educational impact
6. **Operational efficiency** - Cost of program compared to value of treatment
7. **Longevity and sustainability of program**
8. **Patient Qualification** – Measures taken to ensure program serves intended population

PRIORITY SERVICE MODEL

The Foundation seeks to support, encourage, and advance the **volunteer service of dental professionals**. Therefore, funding decisions give priority to programs utilizing the following service model.

Priority Service Model

1. Free clinic/program (no charge to patients).
2. Specific patient qualifications are stated and proof is required. (See “Patient Criteria” below.)
3. Volunteer dental professionals donate time and service (either in their private offices or in the grantee organization’s facility or event).
4. Grant funds cover *negotiated* hard costs (such as labs, anesthesia, supplies and materials).

COMPENSATION

Compensation of Dental Professionals by Free Clinics

In fairness to the many volunteer dental professionals, as a general rule our grant funds should not be used to compensate dental professionals for their time or services. Exceptions must be expressly permitted by Foundation Board decision.

Examples of possible exceptions and their limitations include:

1. **Employment of a dental director or coordinator** by a free clinic to manage the operations and volunteer efforts in addition to providing dental care (if dental professional). Position must be deemed as necessary for the efficient operation of the program. Salary/compensation must be reasonable and included in the organization’s grant application.
2. **Employment of dental assistants or hygienists** by a free clinic to provide support for volunteer dentists. Positions must be deemed as necessary for the efficient operation of the program. Salary/compensation must be reasonable and included in the organization’s grant application.
3. **Referral Care.** When a free clinic is unable to complete treatment and must refer patient to a dental practice, services may be covered with charitable funds under the following circumstances: (1) treatment is urgent or otherwise crucial to patient’s oral health and well-being; (2) efforts are made to secure donated services/facilities first; (3) reimbursement does not exceed Delta Dental Patient Direct fee schedule; (4) provider/volunteer conflicts of interest are avoided; (5) specific approval by Foundation required on case-by-case basis unless otherwise stated.

Compensation of Dental Professionals by Low-Cost Clinics

Though priority is given to free clinics, the Foundation also funds **nonprofit, low-cost clinics** which provide services to low-income, at-risk, uninsured/underinsured populations at fees deemed by the Foundation as “low-cost.” Fee schedule and dental staff salary/compensation must be included in grant application. Confer with Foundation in advance to determine if your fees qualify.

Compensated Care Fund Grants

A Compensated Care Fund (CCF) grant establishes a fund with a grantee organization which is used to facilitate and pay for *qualifying* dental treatment for the organization’s *qualifying* existing clients.

- **Qualifying Patients:** Low-income, uninsured. (See exceptions for SoonerCare patients below.)
- **Qualifying Treatment:** X-rays, exams, preventive services, root planing and scaling, fillings, extractions, dentures, partials, repairs to denture/partial.
- **Treatment Plan:** Treatment plan must be approved by grantee organization before services are rendered.
- **Root Canals/Crowns:** Root canals and crowns may be covered under the following circumstances:
 - Requires review and pre-approval by Foundation’s consulting dentist
 - Tooth is anterior or crucial to anchoring a denture or partial
- **Implants:** Funds cannot be used for implants.
- **General Fees:** Provider’s fees cannot exceed SoonerCare fee schedule.
- **Specialist Fees:** Oral surgery and endodontic specialist fees cannot exceed Delta Dental Patient Direct fee schedule.
- **SoonerCare Patients:** Funds may be used for the following non-covered services at SoonerCare reimbursement rates only: root canals, crowns, denture/partial replacement or repair.
- **SoonerCare Services:** Funds cannot be used to cover services that can be covered by SoonerCare, except in extraordinary circumstances with pre-approval from Foundation.
- **Change of Insurance Status:** If a patient gains employment and dental insurance after the commencement of a CCF treatment plan, completion of the treatment plan may be covered by the CCF with pre-approval from Foundation.
- **Facilitation:** Up to 10 percent of a Compensated Care Fund grant may be used for case management services (e.g., oral health education; assisting SoonerCare patients with finding SoonerCare providers; setting appointments; coordinating care).
- **Transportation:** Up to 5 percent of CCF grant may be used for transportation costs.
- Any exceptions to these terms and conditions require written pre-approval from Foundation.

Volunteer Care Facilitators / Donated Dental Care

Volunteer Care Facilitators are organizations that coordinate care between qualifying patients and dentists who **donate** their services. Grant funds may be used for supplies, labs and other hard costs associated with any services being donated by a volunteer dental professional. Case management/administrative costs may be covered, but must be specified in grant application.

REIMBURSEMENT/PURCHASE OF SUPPLIES, MATERIALS, AND LAB COSTS

Grantee organization should make every attempt to secure discounts or competitive pricing on all purchases or reimbursements of supplies, materials, and lab costs (including dentures, partials, crowns and bridges) covered by grant funds.

EQUIPMENT

Due to the tendency of free clinic operatories to be used only a few hours each month, the Foundation rarely funds the construction of new free clinics. Organizations interested in establishing a free clinic are encouraged to confer with our Foundation staff prior to applying.

Occasionally, grant funds are awarded for equipment purchases for existing clinics. The grantee organization must exhibit due diligence in the purchase of the equipment by securing two competitive bids for single items valued in excess of \$5,000 and including those bids with the grant application.

FEDERALLY QUALIFIED HEALTH CENTERS (FQHCs)

The Foundation does not provide funding for the building, expansion, or general operation of dental clinics administered by Federally Qualified Health Centers (FQHCs). The Foundation will consider the following requests from FQHCs:

- Compensated Care Funds which cover or subsidize treatment for underserved, vulnerable, or indigent populations.
- Funds to cover supplies required to provide free dental care and/or oral health educational outreach programs for underserved, vulnerable, or indigent populations.

PATIENT QUALIFICATION CRITERIA

Some free clinics do not require proof of qualification from patients. Generally, this is due to (1) the added administrative cost of accepting and verifying such data, and/or (2) the program serves a special population for which this presents a significant burden. If no proof of qualification is required, grantee must include an explanation in the grant application.

Required:

Programs should have a method in place to ascertain whether or not a prospective patient qualifies for SoonerCare, Indian Health Services or other programs and to connect the patient to assistance.

Foundation funds should not be used to provide services to an individual who qualifies for SoonerCare, Indian Health Services or other programs. (Exceptions may be made for one-time events or emergency care as long as a method is in place to connect the individual with services.)

Suggested:

While not a requirement, the Foundation encourages clinics/programs to set criteria and require proof of

eligibility because this helps insure funds are used for those truly in need of care they cannot afford. Funding decisions give preference to clinics/programs that implement these measures.

Criteria should be defined based on the goals of the program and the needs of the specific target population(s). Examples of possible criteria include:

1. Income (i.e., stated as a percentage of Federal Poverty Level);
2. Insurance (i.e., uninsured, underinsured);
3. Underserved (i.e., dental professional shortage area);
4. Residency (i.e., certain county or city);
5. Special populations (i.e., children, seniors, disabled, at-risk).

APPLYING FOR FUNDING

Grant applications are accepted each fall and awarded at the beginning of the following year. Grant recipients are required to sign a grant agreement and submit grant reports provided by the Foundation.

For our grant cycle timeline and to apply for funds, visit our online grant management system:

<https://www.grantinterface.com/Home/Logon?urlkey=deltadentalok>

If you have any questions regarding these funding guidelines and how they apply to your grant, please contact:

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