



FUNDING GUIDELINES & PRIORITIES

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. With this goal in mind, these standards have been adopted to guide the Foundation Board of Trustees in the funding decision process and to advise 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 *to improve the oral health of all Oklahomans by funding and facilitating dental health and education programs*. 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 those unable to access the care they need due to financial, physical, or geographical barriers.
2. **Public Education** – Programs that educate children and adults in dental self-care to improve oral health and establish life-long habits.
3. **Professional Education** – Programs that prepare the next generation of dental professionals, address dental professional shortage areas, and advance dentistry.
4. **Oral Health Related Research**
5. **Support 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 projects, programs, and initiatives.
3. Program/project must serve **Oklahomans**.
4. Program/project 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** – Children, elderly, disabled, other low-income adults
4. **Geographic area**
5. **Impact** – May be based on number served, significance of population served, educational impact, etc.

6. **Operational efficiency** - Cost of program compared to value of treatment delivered
7. **Total cost per patient**
8. **Longevity and sustainability of program**
9. **Patient Qualification & Proof** – Helping to ensure program serves intended population.

PREFERRED 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 Preferred Service Model.

Preferred 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 may be made under certain circumstances but *must be expressly reviewed and 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. **Employment of dental professionals by the MobileSmiles Dental Care Program** to allow the unit to be utilized during at times and in regions where volunteer dental professionals are not available.
4. **Reimbursement for services of dental professionals/specialists and facilities** to provide dental care that *cannot be accomplished by the clinic/mobile unit but is critical to the health and well being of the patient*. This is an option of last resort. All efforts should be made to secure donated services and facilities first. Reimbursement not to exceed Delta Dental PPO rates. Provider/volunteer conflicts of interest must be avoided. Specific approval by Foundation required on a case-by-case basis unless otherwise stated.

Compensation of Dental Professionals by Low-Cost Clinics

Though priority is given to free clinics, on occasion the Foundation may choose to fund **nonprofit, low-cost clinics** which provide services to low-income, at-risk, uninsured/underinsured populations at fees which average 20% or more below Delta Dental PPO reimbursement rates. Salary/compensation must be itemized 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 places a low priority on the funding of new operatories and would only consider funding a new operatory under extraordinary circumstances.

Occasionally, grant funds will be 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 operation of dental clinics administered by Federally Qualified Health Centers (FQHCs). The Foundation will consider the following requests from FQHCs:

- “Charitable Care Funds” which cover or subsidize treatment for qualifying patients
- Funds to cover supplies required to provide free dental care and/or oral health educational outreach programs for qualified uninsured low-income 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 (2) the desire of the program to serve those in need without adding to their 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 such as OkMOM or emergency care as long as a method is in place to connect the individual with state 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).

ASSISTANCE

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

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