

OPTIMAL ORAL HEALTH

# a partner for change



DentaQuest  
FOUNDATION

## policy

- Oral health is a key component of health policy
- Oral-health-supporting policies/regulations protected and adopted
- Oral health surveillance systems in place
- Oral health policy consistent at local, state, and federal levels

## funding

- Sufficient public funding to support care and prevention
- Alignment of payment with prevention and disease management
- Active philanthropic engagement in oral health

# optimal oral health

- Equal access to care
- Strong health and community systems
- Effective public policies

## care

- Strong, stable safety net
- Sufficient and equitable access to multiple points of care
- Care based on prevention and disease management
- Oral health prevention and guidance integrated into primary care

## community

- Oral health integrated into education and social services
- Effective navigation of community-based prevention and care
- Optimal oral health literacy

## In both tough and good economic times, poor oral health is one chronic disease that we can effectively target and eliminate.

The DentaQuest Foundation, as the leading U.S. philanthropy focused solely on oral health, invests in national and community-based efforts to improve oral health for everyone in America through our support of prevention and access to oral health care, and through our partnerships with funders, providers, policymakers, and community leaders.

With the implementation of health reform, 30 million additional persons will gain health care coverage and nearly every child in the United States will have access to dental care, many for the first time. That made us ask hard questions about the current state of the oral health system (see right).

The DentaQuest Foundation has chosen to take up the challenge and be a proactive problem solver and catalyst for change. We are bringing people together across sectors. We are working to create conditions where individuals and groups with different perspectives feel comfortable working together. And we are doing this in communities, across states, and at the national level. By leveraging our investments with essential non-financial resources across the United States, we have our sights on greater levels of impact than we could achieve through grantmaking alone.

The investments that the DentaQuest Foundation has been making over the past several years have established a framework that enables us to respond to this challenge with forethought and competence. Please join us in our quest for optimal oral health for all.

Sincerely,

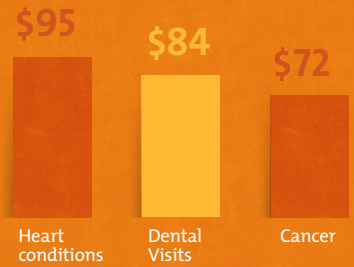


**Ralph Fuccillo**  
President



**Marylou Sudders, MSW, ACSW**  
Chair, Board of Directors

## THE COST OF TREATING A PREVENTABLE DISEASE IN BILLIONS



Source: AHRQ, MEPS Medical Dental 2008

## UNANSWERED QUESTIONS

- Are the current systems of care, funding, policy, and community sufficient to support optimal oral health for all individuals in the United States?
- Can the current dental care safety net handle the increased volume of individuals who will be seeking care as a result of health reform?
- What model policies should be replicated to ensure better oral health for more individuals?
- How can we better harness the impact of community-based prevention and care delivery programs to reach a larger percentage of the population?
- Can more targeted public and private funding influence behavior and support improved health outcomes?

# building common ground

## **U.S. NATIONAL ORAL HEALTH ALLIANCE**

An unprecedented commitment to addressing poor oral health by leaders across dentistry, dental education, the dental industry, medical professionals, health advocates, opinion leaders, and policymakers sparked the creation of the U.S. National Oral Health Alliance.

A not-for-profit organization, the Alliance is developing common ground among individuals and groups with multiple interests. The Alliance brings people together to develop shared solutions—often for the first time—and to speak with a common voice about care, policy, financing, and community interests. Alliance partners are deeply committed to the Alliance's work to impact national policy, care, and financing on behalf of oral health.

**ORAL HEALTH 2014** is a multi-year initiative of the DentaQuest Foundation to build capacity within states to engage broad-based stakeholders, build common ground on needed improvements in oral health, and implement systems change. Oral Health 2014 is advancing local leaders for national impact. The initiative fosters state and regional collaborations that incorporate the expertise of multiple points of view from dentistry, primary care medicine, government, social service organizations, public health and education, faith-based organizations, consumer/advocacy groups, payers, philanthropy, media, and organizations promoting diversity. Participants in this initiative are developing and implementing strategies to spur oral health improvement at the local level while advancing the priorities of the U.S. National Oral Health Alliance.

# increasing access

## **STRENGTHENING THE ORAL HEALTH SAFETY NET INITIATIVE**

A wide network of not-for-profit clinics make up America's health safety net. The network provides preventive and primary health care services to people who face financial, geographic, linguistic, cultural, and other barriers to getting care. All community health centers provide primary care but not all provide dental care. More than 12 million health center patients do not have access to dental services. The Strengthening the Oral Health Safety Net Initiative is working to build national, state, and local capacity to preserve and strengthen the oral health safety net that serves millions of uninsured and underserved individuals.

## **NATIONAL INTERPROFESSIONAL INITIATIVE ON ORAL HEALTH**

To effectively prevent and manage oral disease, we must widen our view of the traditional dental care delivery setting to reach very young children, senior citizens, and other underserved populations where they are already accessing health services. The DentaQuest Foundation is a principal funder of the National Interprofessional Initiative on Oral Health, a consortium of health clinicians and philanthropies investing in the development and implementation of a common curriculum (Smiles for Life) to prepare primary care health professionals to provide basic oral health prevention services as part of regular health care visits and to partner effectively with dental specialists.



# investing in change

## **FUNDERS ORAL HEALTH POLICY GROUP**

An increasing number of private foundations are emphasizing the importance of collective impact on oral health. More than two dozen national and regional philanthropic organizations comprise the Funders Oral Health Policy Group. These organizations are a strong and active voice in community health and national health policy discussions. Promoting the engagement of these funders is creating new opportunities for public-private partnerships focused on systems change for better oral health in communities across the United States.

**VENTURE FUND FOR ORAL HEALTH** With a goal of promoting optimal oral health for all, the DentaQuest Foundation envisions oral health systems that are effective and efficient in preventing oral disease and in providing equitable access to high-quality care to diverse populations. We are committed to identifying and supporting the spread of solutions that have demonstrated an impact in improving oral health systems. One of the key barriers to improving systems is the lack of funding to bring effective solutions to scale. The Venture Fund for Oral Health addresses this barrier with strategic investments in programs and initiatives that successfully promote optimal oral health, have demonstrated positive outcomes, and have the potential for growth.

# fostering innovation

## **DENTAQUEST FOUNDATION**

**DEMONSTRATION GRANTS** Some of the DentaQuest Foundation's most promising programs to improve oral health started with a good idea and a passionate supporter. Through this fund, the DentaQuest Foundation supports organizations across the United States who have well thought-out, innovative solutions to improve the systems that impact oral health. Demonstration grants support organizations, engage key stakeholders, work to remove barriers to care, improve infrastructures, and bridge the divide between medical and dental health.

## **THE NATIONAL COMMUNITY COMMITTEE**

**(NCC)** of the Prevention Research Centers of the Centers for Disease Control and Prevention provides a unique opportunity to engage community and public health partners and add prevention strategies for community oral health to current best practices. The Foundation's investments enable the NCC to undertake oral health as an area of study. NCC community stakeholder projects seek solutions, strategies, and policies that address public health problems, build long-term relationships for engaging communities as partners in research, and develop and deliver trainings that enhance the public health workforce.

**“A silent epidemic of oral diseases is affecting our most vulnerable citizens. We have to get out of our silos and sectors and work together. It takes partnerships to solve public health problems.”**

*from* **ORAL HEALTH IN AMERICA: A REPORT OF THE SURGEON GENERAL 2000**  
*and* **A NATIONAL CALL TO ACTION TO PROMOTE ORAL HEALTH 2003**





**DENTAQUEST**, founder of the DentaQuest Foundation, is one of America's leading oral health companies, offering prevention-focused dental benefits and cost-effective benefit program administration to more than 15 million individuals across the United States. DentaQuest's Preventistry<sup>SM</sup> philosophy is revolutionizing how people approach oral health through a unique focus on prevention.

Our partner in our mission to improve oral health is the **DENTAQUEST INSTITUTE**. The DentaQuest Institute supports the work of oral health care providers in safety net programs and private practice with clinical care and practice management quality improvement and technical assistance that helps them improve the efficiency of their practice and the effectiveness of the care they provide.

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OH146 (7/2011, 1500)

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unless otherwise noted.*

# financials 2010

## STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

*For the Years Ended December 31, 2010, and December 31, 2009*

<b>REVENUE AND SUPPORT</b>	<b>2010</b>	<b>2009</b>
Contributions	\$7,983,000	\$8,263,000
In-Kind Contributions	269,690	–
Grants & Dues	152,700	–
Dividends & Interest	1,107,985	1,066,870
Realized and Unrealized Gains (Losses) – Endowment	4,898,259	5,690,221
<b>Total Revenue and Support</b>	<b>14,411,634</b>	<b>15,020,091</b>
<b>GRANTS AND EXPENSES</b>	<b>2010</b>	<b>2009</b>
Grants	4,005,298	3,874,548
Program Expenses	1,656,296	1,252,451
Management and General Expenses	503,173	382,380
<b>Total Expenses</b>	<b>6,164,767</b>	<b>5,509,379</b>
Change in net Assets	8,246,867	9,510,712
Net Assets, Beginning of Year	53,377,000	43,866,288
<b>Net Assets, End of Year</b>	<b>61,623,867</b>	<b>53,377,000</b>

## STATEMENT OF FINANCIAL POSITION

*For the Years Ended December 31, 2010, and December 31, 2009*

<b>ASSETS</b>	<b>2010</b>	<b>2009</b>
Cash	\$8,919,090	\$6,474,549
Grants Receivable	100,000	–
Accounts Receivable	10,000	7,250
Prepaid Insurance	6,178	4,884
Investments	54,242,552	48,226,484
<b>Total Assets</b>	<b>63,277,820</b>	<b>54,713,167</b>
<b>LIABILITIES AND NET ASSETS</b>	<b>2010</b>	<b>2009</b>
Accounts Payable – Affiliates	18,102	31,386
Accounts Payable and Accrued Expenses	225,732	234,763
Grants Payable	1,378,157	1,063,229
Other Liabilities	31,962	6,789
<b>Total Liabilities</b>	<b>1,653,953</b>	<b>1,336,167</b>
Unrestricted Net Assets	61,623,867	53,377,000
<b>Total Liabilities and net Assets</b>	<b>\$63,277,820</b>	<b>\$54,713,167</b>

# 2010 grants and program support

During 2010, the DentaQuest Foundation invested over \$4 million in grant awards.

## GOAL 1: CHANGE PERCEPTIONS

Health Care for All  
FrameWorks Institute  
National Association of School Nurses  
National Children's Oral Health Foundation  
Oral Health America

## GOAL 2: REPLICATE EFFECTIVE PROGRAMS

HealthCare Options, Inc.  
Nova Southeastern University  
University of Maryland Dental School  
Community Health Connections  
HealthFirst Family Care Center  
Hilltown Community Health Center  
North Florida Medical Centers  
Boston University GSDM: Regional  
Workshops in Nursing Home Dentistry  
Health Foundation of South Florida:  
Healthy Smiles in our Schools Program  
Massachusetts Association of School-Based  
Health Care  
Massachusetts Head Start Association  
Massachusetts League of Community  
Health Centers  
Massachusetts Public Health Association:  
Massachusetts Association of Community  
Health Workers  
Tufts University School of Dental Medicine:  
Oral Health Across the Commonwealth

## GOAL 3: INCREASE COLLABORATIONS

Better Oral Health for Massachusetts  
Coalition - Managed Program  
Maryland Oral Health Heroes Event  
Funders Oral Health Policy Group  
Children's Dental Health Project  
Better Oral Health for  
Massachusetts Coalition  
Cape Cod Foundation: Tri-County  
Coalition for Oral Health Excellence  
Children's Dental Health Project  
Grantmakers in Health  
Hispanic Dental Association  
Kentucky Youth Advocates  
Medicaid/SCHIP Dental Association  
National Interprofessional Initiative  
on Oral Health  
U.S. National Oral Health Alliance  
Virginia Oral Health Coalition  
Alachua County Department of Health:  
Alachua County Oral Health Coalition  
Florida Public Health Institute  
MSDA Educational and Charitable  
Foundation: Maryland Dental  
Action Coalition  
National Interprofessional Initiative  
on Oral Health: Society of Teachers of  
Family Medicine  
National Interprofessional Initiative on  
Oral Health: University of Colorado  
More Health: Hillsborough Count  
Oral Health Coalition

*Information on 2010 grantees is available at [dentaquestfoundation.org](http://dentaquestfoundation.org)*

**During 2010, the DentaQuest Foundation invested over \$4 million in grant awards.**

**PRESIDENT'S DISCRETIONARY FUND**

Boston College Center for Corporate  
Citizenship  
Boston University Goldman School  
of Dental Medicine  
Massachusetts Society for the Prevention  
of Cruelty to Children  
Reede Scholars  
Whittier Street Health Center  
Best Buddies International  
Boston Public Health Commission  
Community Works, Inc.  
Massachusetts Health Council  
Massachusetts Public Health Association  
New England Rural Health Round Table  
South End Community Health Center  
United Way of the Potomac Highlands  
California Dental Association Foundation  
Dimock Community Health Center  
Family Service of Greater Boston  
Gulf Coast Dental Outreach  
Henry Schein Cares Foundation  
HopeFound  
Joslin Diabetes Center  
Massachusetts Head Start Association  
Massachusetts Health Council

Metropolitan Chicago Hospital Council:  
Illinois Poison Center  
Museum of African American History  
National Dental Association  
New York State Dental Foundation  
Oral Health America  
The Albert Schweitzer Fellowship  
Visiting Nurse Association of Boston  
The Yaffe Foundation  
Associated Grant Makers  
Grantmakers in Health  
Mississippi Dental Association Foundation

*Information on 2010 grantees is available at [dentaquestfoundation.org](http://dentaquestfoundation.org)*