

Northern Virginia Oral Health Alliance - Children's Oral Health Workgroup

Friday, May 11, 2018, 2:00 pm – 3:30 pm

Blue Jeans Video Conference

Participants

Lydia Allen, NVFS Medical Care for Children Partnership

Melissa DeAngelo, Fairfax County Public Schools/Head Start Program

Andrea Lomrantz, Fairfax County Department of Family Services

Patricia Moreno, Anthem HealthKeepers Plus

Gretchen O'Donnell, Fairfax County Public Schools/Head Start Program

Eva Starrak, Medical Care for Children Partnership Foundation

Dr. Jeanne Yang, Fairfax County Health Department Dental

VaOHC Staff: Lauren Gray

Action Items

By Friday, June 15th:

- Review and assign yourself to contact a pediatric medical provider from the first tab on this [spreadsheet](#) by Friday, June. [Contact Lauren](#) to let her know who you plan to reach out to and to ask any questions you might have.
- Review and provide feedback on the following outreach materials:
 - [Draft introductory letter](#) with workgroup members names/orgs
 - [Sample pediatrician interview questions](#)
 - Sample resource packet
 - [One-pager on Smiles for Life CME](#)
 - [Oral Health Integration Toolkit Postcard](#)
 - [2018 Virginia Oral Health Summit Save the Dates](#)
 - DentaQuest *Smiles for Children* [brochures](#) and [tear-off pads](#) (English and Spanish) – Lauren will see if we can get any from Jackie Wake
 - [Fluoride varnish one-pager](#)
 - [Provider integration resources handout](#)

By Friday, July 13th:

- Lauren will mail final introductory letters the week of June 18th.
- Workgroup members will attempt to reach out to assigned providers and [contact Lauren](#) if additional follow-up or information is needed.

Proceedings

Lauren Gray shared this [spreadsheet](#) of pediatric medical providers and requested that group members decide how they would like to divide up the list for outreach. There are two tabs on the spreadsheet:

1. The first tab is a list from the Department of Medical Assistance Services of the top 5 pediatricians in each locality who serve the most Medicaid-enrolled children. The list includes

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physicians and NPs from MCOs, large health systems, health centers, and private practice providers.

2. The second tab is a list provided by Melissa DeAngelo from Fairfax County Public Schools Early Head Start/Head Start program of the top 30 providers they often refer to. The providers on Fairfax EHS/HS' list see 900 of their students total, and each provider sees at least eight students.

Discussion of the Provider Lists

- Melissa DeAngelo (MD): [Comparing Fairfax EHS/HS' list of providers] We only have Capital Area Peds on our list, Wang, and Inova Cares.
- Andrea Lomrantz (AL): There are a couple of specialists on there – do we just want to stick with the primary care peds?
- MD: I think it would be best to start with the primary care peds first and move on to specialists later. Inova has a lot of providers – large health systems are an opportunity.
- Patricia Moreno (PM): The specialists who have high Medicaid volumes are probably seeing the same kids as the primary care peds. Also, Kaiser will no longer be a Medicaid MCO this fall.

Discussion of Process for Approaching Providers

- MD: I would mail a letter first then follow up with a phone call.
- PM: I'd recommend partnering with *Smiles for Children* – in July and August they do a huge outreach campaign for dental with the peds community and everybody.
- LG: I will reach out to Jackie Wake (Member Outreach at DentaQuest).
- LG: Do we still want to ask providers not just about their referral practices but also about their oral health integration practices?
- MD: Yes, we could survey them. I think we could also reach out to the non-Medicaid providers.
- AL: I would be comfortable calling a few to see how it goes. I don't know anything about Prince William and Loudoun.
- MD: I'd like something electronic for them to fill out first and focus on Fairfax.
- Jeanne Yang (JY): We can try a mailing first on official letterhead, then follow up regarding resources for training, integration, etc.
- LG: Over a year ago the Coalition and DentaQuest partnered to do pediatrician outreach to the peds with the highest number of children who had seen a dentist. We did a similar process that I could easily adapt here – we already have an official letter I could modify. I will say that the follow-up was difficult because even though we sent letters, I'm not sure the doctors actually saw them and when I called it was almost impossible to get through. We tried to engage 20 providers and only got two interviews – and that was because we enlisted the help of two pediatricians from our board who had a personal connection. So, it really helps if you already know someone at their office that can get you connected, and if there's some sort of incentive for them to speak with you (which we didn't have).
- Several workgroup members indicated that they had direct relationships with a few of the providers on the list.

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- JY: If we could send something out on official letterhead via snail mail and email first that would help.
- LG: Would you all be willing to add your names/orgs to the letter?
- All: Yes.
- LG: I can also share a [pediatrician interview guide](#) with you all that we developed for the outreach project we did with DentaQuest awhile back.
- PM: I think I have contacts for everybody on this list and general emails (not personal). The person at Sacoto's office you need to speak with is their admin Teresa. I'll add the right person by the name of the pediatrician. At Neighborhood Health you'll want to talk to Eduardo.
- Lydia Allen (LA): MCCP's provider liaison is Andrea, so she would be the most appropriate to reach out to the providers.

2018 Meetings of the Children's Workgroup

Friday, July 13, 2018, 2:00 pm - 3:30 pm | Government Center Room 9/10, 12000 Government Ctr Pkwy, Fairfax, VA 22035

Future meetings will be on second Fridays of each month, 2 pm - 3:30 pm

Other Upcoming Meetings and Events

- *2-Day Workshop: Collaboration and Leadership to Improve Oral Health with Community Tool Box*
August 21-22, Richmond VA

Description: This 2-day workshop is for anyone who is currently working on regionally- or locally-based collaborative efforts to improve oral health care access, care delivery, and outcomes. Attendance to both days is strongly recommended. The cost is \$15 per person to cover lunch on both days for registered attendees. Seating is limited therefore pre-registration is requested by Tuesday, August 14. Please only plan to attend if you are able to commit to participating in both days of the workshop.

Register online: <http://bit.ly/VaOHCAug2018>

[Event Flyer](#)

- *Save the Date: 2018 Annual Virginia Oral Health Summit*
Thursday, November 8, Richmond, VA

Description: We're thrilled to welcome [Dr. Camara Jones](#), health equity scholar and physician, as our keynote speaker, and motivational interviewing expert **Dr. Matt Allen** as a featured presenter.

Registration will open in September. For more information, visit the [Coalition website](#).

[Save the Date Postcards](#)