



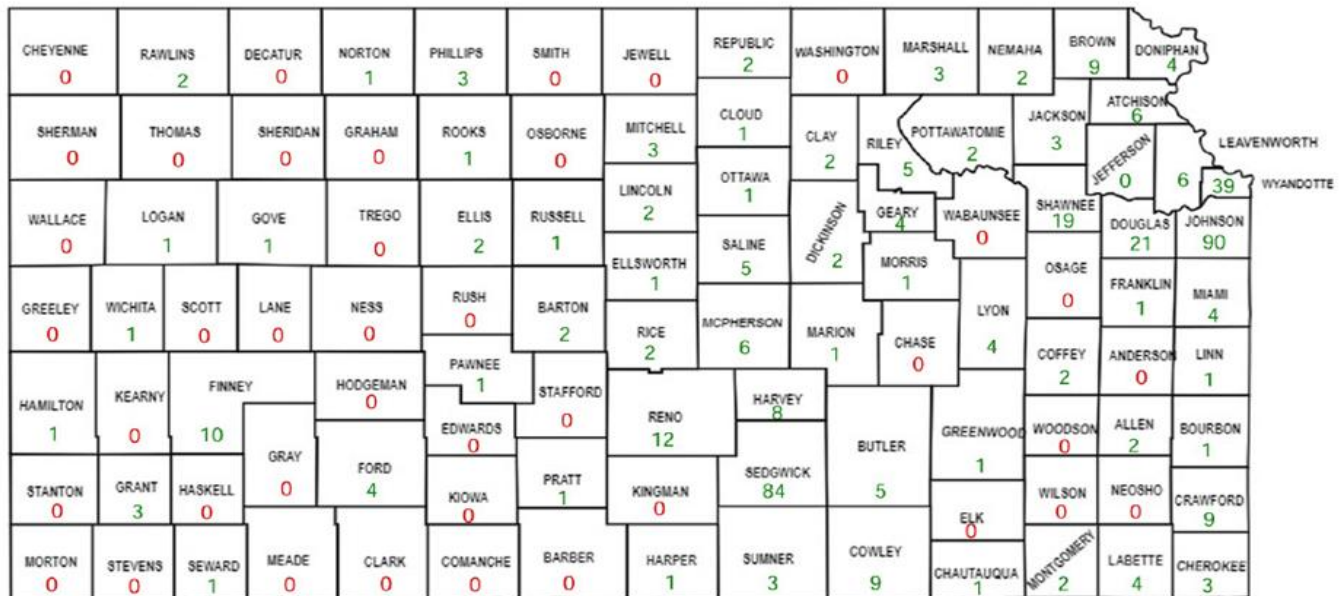
**ORAL HEALTH KANSAS**  
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## Raise the Medicaid Dental Rates Talking Points

### Current Kansas Medicaid Dental Provider Network

- About 30% of Kansas dentists are active Medicaid providers.
- Only 13% of Kansas dentists see 100 or more Medicaid patients per year.
- Dental safety net clinics are critical members of the Kansas Medicaid program, but only 50 of the 464 Kansas dentists who are Medicaid providers are in the safety net clinics. Safety net clinics do not have the capacity to be the dental home for all Medicaid members.
- 41 Kansas counties have no Medicaid dental provider. All the counties without a Medicaid dental provider are in rural areas.

### Kansas Medicaid Dental Providers - 2023



### Barriers to dental offices becoming Medicaid providers

- Lack of dental coverage for people enrolled in Medicaid
  - As of 2024, all Kansans covered by Medicaid have access to a nearly comprehensive set of benefits. This issue has been addressed in Kansas!
- Concern about administrative burdens and no-show rates
  - A new Kansas Dental Medicaid Facilitator program is designed to provide technical assistance to help dental offices become Medicaid providers including how to enroll, overcoming administrative burdens and setting policies to address no-show rates.
- Low reimbursement rates
  - With the recent changes to Medicaid dental coverage and a new Dental Medicaid Facilitator program, it is time to increase the rates.
  - Raising the rates will give people meaningful access to dental care.

- Raising the rates will ensure small dental businesses in communities across the state are able to be successful amidst inflation challenges and increasing costs of running a dental office.

### **How do the Medicaid dental rates compare?**

- Kansas Medicaid dental rates are significantly lower than Medicaid dental rates in neighboring states, private dental insurance, and rates set by dental offices.
  - The Medicaid dental rates in the neighboring states of Colorado and Missouri are as much as twice as high as Kansas Medicaid dental rates.
  - Kansas Medicaid rates are approximately 60% of private dental insurance rates.
  - Overall, Kansas Medicaid rates in 2024 were 37% of the average fee-for-service rates set by dental offices.

### **Success of rate increases**

- In 2022, the Missouri Legislature increased their Medicaid dental rates to the level proposed in Kansas.
- By 2023 the number of Medicaid dental providers increased by 184, and the number of Missouri Medicaid members who received dental care increased by over 50,000.
- Missouri paired their rate increase with a Dental Medicaid Facilitator program, providing technical assistance to dental offices to help them learn to become Medicaid providers. Oral Health Kansas is launching a Dental Medicaid Facilitator program in 2025.
- The recent success in Missouri demonstrates the effectiveness of combining a meaningful rate increase with technical assistance for providers in growing the Medicaid dental provider network.

### **Cost of a Medicaid dental rate increase**

- The cost to increase the Medicaid dental rates in Kansas is \$16.9M SGF (\$44.3M All Funds).
- The 2024 Special Committee on Sedation Dentistry recommended an overall rate increase for dental providers.

### **For more information**

- Visit Oral Health Kansas' webpage: <https://oralhealthkansas.org/MedicaidDentalRates.html>
- Contact Tanya Dorf Brunner at [tdorf@oralhealthkansas.org](mailto:tdorf@oralhealthkansas.org)