

## Delta Dental Community Care Foundation

California Senior Oral Health Coalition 2022

Request for Proposals (RFP) | Due December 2, 2022

### Delta Dental Senior Oral Health Coalition Program

#### Background

In support of our mission to build caring, resilient communities, the Delta Dental Community Care Foundation (DDCCF) works with nonprofit partners across our enterprise to increase access to oral health care, fund oral health education and support organizations that serve vital needs in our communities. Since 2011, the Foundation has awarded more than **\$100 million** across our 15 enterprise states and the District of Columbia\*. The Delta Dental Community Care Foundation is the philanthropic arm of Delta Dental of California and its affiliated companies, including Delta Dental Insurance Company, Delta Dental of Pennsylvania and Delta Dental of New York, Inc.

In 2020, the board and leadership at Delta Dental Community Care Foundation committed to addressing the increasing shortfalls in senior oral health, which has become a public health crisis. Through Delta Dental's experience in the oral health care sector, we know that an alarming number of older adults are accessing oral health care only at the point of emergency or not at all. As a result, they suffer from indignity, health problems and poorer quality of life.

The Delta Dental Community Care Foundation will dedicate up to \$1 million in grant funding annually over five years to one coalition of organizations serving a defined geographic community within California. The California-based coalition will work together to address the pressing issue of senior oral health access from a systems-change perspective. Proposals are requested and must be submitted by **December 2, 2022**, on behalf of a proposed coalition of two or more organizations working together. Please see **Application Process & Submission** section below for details.

#### The Issue of Senior Oral Health

The senior population in the United States (age 65+) faces innumerable health challenges. Many low-income seniors, or those on fixed incomes, are forced to make tough choices regarding the cost of health care, often forgoing oral health treatment in favor of other health priorities. Additionally, in two out of three cases, Medicare does not cover oral health.<sup>1</sup> Overall, 62% of older adults in the United States have no dental insurance.<sup>2</sup> In the absence of ongoing oral health care, many seniors suffer from untreated gum disease and

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\*Delta Dental Community Care Foundation operates in California, Nevada, Utah, Montana, Texas, Louisiana, Mississippi, Alabama, Georgia, Florida, New York, Pennsylvania, West Virginia, Delaware, Maryland, and Washington D.C.

<sup>1</sup> Kaiser Family Foundation analysis of the Medicare Current Beneficiary Survey (MCBS), 2016; National Health and Nutrition Examination Survey 2013-2016

<sup>2</sup> Manski RJ, Rohde F. Dental Services: Use, Expenses, Source of Payment, Coverage and Procedure Type, 1996-2015. Research Findings No. 38. Agency for Healthcare Research and Quality, US Dept of Health and Human Services; 2017.

decay. Approximately two in three seniors have gum disease, and one in five have untreated tooth decay. Nearly 25% of the senior population in the United States have lost all their natural teeth due to these two factors.<sup>3</sup> Many more lose some teeth and the ability to comfortably eat nutritious foods.

The picture becomes even more concerning when looking at racial minority populations, such as Latinx or Black seniors, who suffer 2-3 times the rate of untreated tooth decay compared to the general population.<sup>4</sup> For Black, Latinx and Native American adults, dental care is the most unmet health need.<sup>5</sup>

The legacy of racist policies and pervasive discrimination has unfairly shaped the living conditions and circumstances of Black, Latinx, and other Americans of color throughout history. Consequently, in the United States race/ethnicity significantly predicts population health. These conditions and circumstances are "social determinants of health," including the neighborhood, housing, education, employment, income and wealth, health care, insurance, and other risks and opportunities constraining or enabling individual choices and practices.<sup>6</sup> At the population level, the unfair distribution of health-harming or health-promoting social determinants of health results in health inequities, including in oral health.

This gap in oral health outcomes is unacceptable. As increased research confirms the direct correlation between oral health and systemic health issues such as heart disease and Alzheimer's, the urgency of this public health crisis becomes apparent. In addition, with the senior population set to nearly double from approximately 50 million in 2018 to 95 million in 2060 and life expectancy growing, health care providers will increasingly need to expand and adapt services to this population.

### About the Senior Oral Health Coalition Program

In response, the Delta Dental Community Care Foundation will be directing resources to build a coalition of community partners focused on a specific geographic area in California. The coalition will work to improve oral health outcomes of the most vulnerable seniors by addressing the barriers that prevent too many from attaining quality oral health care as they age. Our goal is to create deep partnerships with the coalition to transform their community's oral health care landscape, to serve the most vulnerable seniors and close the gaps in oral health outcomes for this population.

The inaugural Senior Oral Health Coalition was launched in 2022 in Washington D.C. with two coalition partners. Once selected, the California coalition will represent an expansion of this program. While each coalition's programs and interventions will focus on their immediate community, they will have opportunities to work together to create and refine a replicable model for more communities across the country looking to implement transformational solutions to reduce oral health challenges and disparities among their senior population.

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<sup>3</sup> Dye BA, Thornton-Evans G, Xianfen L, Iafolla TJ. Dental Caries and Tooth Loss in Adults in the United States, 2011-2012. NCHS Data Brief, no 197. Hyattsville, MD: National Center for Health Statistics; 2015.

<sup>4</sup> Centers for Disease Control and Prevention. Oral Health Surveillance Report: Trends in Dental Caries and Sealants, Tooth Retention, and Edentulism, United States, 1999-2004 to 2011-2016. US Dept of Health and Human Services; 2019.

<sup>5</sup> Something to Smile About: Careers in the Dental Profession Brochure. American Dental Association.

<sup>6</sup> Braveman P, Gruskin S. Defining equity in health. *Journal of Epidemiology & Community Health* 2003; 57:254-258.

The Senior Oral Health Coalition program aims to address oral health care inequities by working with partners actively serving racial minority and historically underserved communities and transforming systems to improve oral health outcomes for these communities. We will prioritize organizations that have demonstrable trust and established relationships within high-risk senior communities, including low-income and communities of color.

The selected coalition will establish baseline percentages of access to care for their community, with particular attention paid to disaggregated demographic data by race, ethnicity, and disability, along with other data on their social determinants of health. Throughout the program, the coalition will utilize this data to guide programmatic direction and serve as measures of success.

### Vision

All senior adults, regardless of race, ethnicity, ability or income, age with dignity through high-quality, consistent oral health care.

### Mission

The mission of the Delta Dental Community Care Foundation Senior Oral Health Coalition Program is to improve the quality of life for vulnerable seniors by transforming access to and quality of oral health care in their communities.

### Eligible Organizations

Eligible organizations are those that are recognized by the U.S. Internal Revenue Service as tax-exempt and designated a public charity under Section 501(c)(3) of the IRS (Internal Revenue Service) Code. Eligible organizations include, but are not limited to, health and human service agencies, colleges and universities and civic and advocacy groups. Delta Dental Community Care Foundation may also engage government agencies as partners.

Nonprofit organizations (NPOs) that may not be eligible include those without 501(c)(3) status and religious or political groups, unless the grant is specified for a community outreach program (e.g., a religious-affiliated health care facility or food bank). In addition, the organization must share the Foundation's values and align with its mission.

All potential organizations require vetting to ensure that the organization serves a charitable purpose, and the Delta Dental Community Care Foundation grant will be used to further that charitable purpose.

### Selection Criteria

One proposal should be submitted on behalf of two or more organizations **operating within California** who have agreed to partner to participate in the coalition for five years. The following criteria will guide partner selection:

- **Readiness** – The organizations have worked together on joint projects in the past and have demonstrated impact and efficacy and/or the partners are primed to collaborate and have established open lines of communication and trust. The applicant organizations also have capacity to implement systems-wide change in the senior oral health space in their community and are

committed to equal participation in this joint initiative with Delta Dental Community Care Foundation.

- **Experience/Expertise** - The entities have demonstrated experience in oral health care provision for vulnerable populations. They collectively have the basic infrastructure (including research, data management, staffing and facilities) to begin working together on providing oral health care to seniors and address the root causes of disparities in the community without delay. The organizations have complementary areas of expertise.
- **Demographic Reach** - The applicant organizations have established relationships and experience working with senior communities of color and/or other demographic groups in their community that suffer from a disproportionate burden of oral disease and poor oral health outcomes. The target community is well-defined, and the organizations have the capacity to develop strategies that are tailored to their specific needs and assets.
- **Evidence-based Strategy** - The organizations clearly understand and provide evidence demonstrating how poor oral health and systemic barriers to accessing oral health care impact their communities. The organizations articulate an initial plan to use data to inform program decisions and measure impact.

## Application Process & Submission

### How to Submit

Proposals from applicant coalitions of two or more organizations submitted together will be due to the Delta Dental Community Care Foundation no later than **December 2, 2022**.

One submission per proposed coalition will be accepted. Please submit all proposals via email to [SignatureProgram@delta.org](mailto:SignatureProgram@delta.org).

Please limit your response to the questions below to five pages or less. Only PDF or Word documents will be accepted.

### Review and Selection Process

The Delta Dental Community Care Foundation will review all proposals and contact short-listed applicants for follow-up discussions by the end of January 2023. Follow-up discussions will focus on the submitted application, the coalition partners, their areas of expertise and information about the target community.

The Delta Dental Community Care Foundation will notify the selected coalition by mid-February 2023.

### Coalition Planning and Expectations After Selection

Once selected, the California Senior Oral Health Coalition will collaborate over the first several months to set an initial strategy and budget. Below you will find a timeline outlining the time between RFP (Request for Proposals) release date and initial grant awards. **The partnership will launch with selected coalition members participating in an in-person strategy summit, planned for the week of March 20-24, 2023, at the Delta Dental offices in the San Francisco Bay Area.** The Delta Dental Community Care

Foundation will cover the cost of attendance for approximately five staff members from each coalition organization. Following the summit, the Delta Dental Community Care Foundation will work with the Coalition partners to formalize a work plan and budget.

Key Dates	Activity/Deadline
September 12, 2022	RFP Release Date
September 28, 2022 & October 4, 2022	Applicant Informational Webinars
December 2, 2022	Proposal Deadline
February 6, 2023	Coalition selection notification & planning grants awarded
February 6 - March 17, 2023	Prepare for summit
March 20 - 24, 2023 (tentative)	Strategic Planning Summit
March 27 - April 14, 2023	Weekly meetings w/ partners and Delta Dental Community Care Foundation to finalize initial strategy, workplan, and budget
April 14, 2023	Coalition workplan and budget (with initial grant amounts) due to Delta Dental Community Care Foundation
April 14 - 21, 2023	Initial grant amounts approved
April 21, 2023	Initial grants awarded

### Informational Webinars

The Delta Dental Community Care Foundation staff offered two informational webinars on the program. Webinar recording information is provided below:

September 28, 2022, 9-10am (PST)

Webinar recording can be found [here](#).

Passcode: q97@+Dcu5L

October 4, 2022, 3-4pm (PST)

Webinar recording can be found [here](#).

Passcode: bw?7.G7^\$&

### Frequently Asked Questions

Based on questions asked during our webinars, we have put together a Frequently Asked Question document which can be found [here](#).

Applicants may also contact the Delta Dental Community Care Foundation with questions at any time by emailing [SignatureProgram@delta.org](mailto:SignatureProgram@delta.org).

## Proposal Questions | Proposals due December 2, 2022

Please limit your response to five pages or fewer in total. The selected coalition will further develop the program strategy through a strategic planning summit scheduled for Spring 2023 (see timeline above). The proposal will provide an initial assessment and definition of the issues found at the community level and an understanding of the coalition partners and their ideas and capacities for collaboratively addressing these issues over a five-year period.

### Contact Information

For each organization included in the proposed coalition, please provide the following information:

- Organization Name
- Contact Name, Title, Email, Phone Number
- Tax ID
- Location
- Organization Type (Nonprofit, Clinic/FQHC, Advocacy, Governmental, etc.)
- Mission/Summary of Programs

### About the Proposed Coalition Partners

1. Please tell us why the proposed organizations will make the most effective coalition to address the issue of senior oral health access and disparities in your community. What are your organizations' complementary skills/capacities/experiences?
2. Have the proposed partners collaborated in the past? If so, how?

### Defining the Problem

3. Describe the nature of oral health disparities and barriers to oral health care access for seniors in your community. What are the root causes of these barriers and disparities that your coalition proposes to address?

### Partner Community & Program Beneficiaries:

4. What specific communities will the proposed coalition engage with to make the most impact on senior oral health disparities? What is the proposed organization's experience working with this community? *Please be specific if working within a community based on racial/ethnic identity, ability/disability, immigration status, occupation, gender identity, housing status, urban/rural, incarcerated, etc.*
5. What assets, programs or resources are already present in this community that your coalition will build on or leverage to augment the impact of the proposed coalition?

## Proposed Interventions & Measurement

6. What are your coalition's proposed interventions to effect systems change and increase equitable access to oral health for seniors in your community over five years?
7. How does the coalition propose to engage affected populations in decision-making, planning and monitoring progress?
8. How will the proposed coalition measure success? What data is already available, and what data systems will you need to build and manage to monitor and measure your outcomes? Please be specific about coalition applicants' organizational capacity in data collection and assessment.

