



Delta Dental of Virginia Foundation
2019 Smile Report

THE MISSION OF THE DELTA DENTAL OF VIRGINIA FOUNDATION IS TO IMPROVE THE
ORAL HEALTH OF ALL VIRGINIANS THROUGH FUNDING FOR RESEARCH,
EDUCATION AND PROGRAMS THAT PROVIDE ACCESS TO CARE FOR THE UNDERSERVED.



A letter to our community

Dear Friends,

The Delta Dental of Virginia Foundation provides the greatest impact when it partners with community organizations, and we are grateful for the relationships that help us understand the needs of our communities.

In 2018, foundation grant recipients provided dental care and education to more than 110,231 Virginians. Since inception, foundation grants have provided 76 different organizations a total of 239 grants across Virginia in the past seven years. These grants are designed to improve oral health research, advance education and provide access to care for thousands of adults and children. I am proud to report that since the foundation began, we have provided more than \$4.6 million to these organizations.

The most compelling proof of what we are doing in helping others is not in numbers but in the lives we have changed. I am always humbled by the stories of compassion, courage and hope that our grant recipients share. As you read this report, I'm confident you will be, too. Thank you for helping us achieve our goal of more smiles and healthier people.

A handwritten signature in black ink, appearing to read 'Frank Lucia'.

Frank Lucia, *President and CEO, Delta Dental of Virginia*



What We Do

The Delta Dental of Virginia Foundation provides grants to Virginia not-for-profit organizations working to improve oral health. Funding allows these organizations to focus on education and access to care for the underserved in their communities. Eligible organizations include governmental agencies, educational institutions and/or entities holding a 501(c)(3) tax-exemption or who have a 501(c)(3) tax-exempt fiscal sponsor. For more information about all of our sponsored programs, to see a list of previous grant recipients, for eligibility rules or to apply for a grant, visit [DeltaDentalVA.com](https://www.DeltaDentalVA.com).



Delta Dental of Virginia Foundation



Smart Smiles

The Delta Dental of Virginia Foundation Smart Smiles® *At the Dentist* and Smart Smiles® *In School* programs provide dental care and oral health education for children. For more information about these programs, visit [DeltaDentalVA.com](https://www.DeltaDentalVA.com).

Smart Smiles At the Dentist partners with organizations such as the Boys & Girls Clubs, to provide oral health care and education to children who lack dental insurance or who qualify for Medicaid or Family Access to Medical Insurance Security (FAMIS). Through the program, a dedicated program coordinator schedules dental appointments, provides transportation, coordinates follow-up care and keeps parents and caregivers informed of their children's oral health.

Boys & Girls Clubs
of Southwest Virginia

66 CHILDREN SERVED

Boys & Girls Clubs
of the Virginia Peninsula

293 CHILDREN SERVED



Smart Smiles® *In School* Report Card*

339

DENTAL KITS LOANED

42,344

STUDENTS TAUGHT

70

SCHOOL DISTRICTS
PARTICIPATING

41,580

TOOTHBRUSHES AND
TOOTHPASTE DONATED

TAUGHT IN **342** VIRGINIA SCHOOLS

A Salute to Virginia's Dental Warriors

The Delta Dental of Virginia Foundation salutes the hard-working professionals and volunteers who help our most vulnerable citizens in Virginia's free and community clinics. It's an honor to support their efforts.

*August 2018-May 2019



2018 Grant Recipient Achievements

60,330

CHILDREN AND ADULTS RECEIVED
DENTAL TREATMENT

49,897

CHILDREN RECEIVED
ORAL HEALTH EDUCATION

Community Outreach

The Delta Dental of Virginia Foundation donated 1,008 toothbrushes, toothpaste and floss to the Community Christmas Store — an organization that serves an average of 500 families, from infants to the elderly, who are living at poverty level or below.



Success by the Numbers

18,899
LIVES DIRECTLY
AFFECTED

Virginia Health Care Foundation (VHCF) helps bring dental safety net clinics to localities that do not have one, elevates operations and business practices of existing dental safety net clinics, and reduces costs for dental supplies and equipment.

62
SCHOLARSHIPS

Virginia Commonwealth University (VCU) School of Dentistry and Health Focus of Southwest Virginia have created scholarships to address the shortage of dental professionals. Sixty-two dental students have benefited from the scholarships so far.

584
MEDICAL STUDENTS

Virginia Tech Carilion (VTC) School of Medicine developed the Delta Dental oral health curriculum. 584 medical students have participated to date. VTC School of Medicine was one of the first in the nation to provide an extensive oral health component for its students through its partnership with the Delta Dental of Virginia Foundation.

Delta Dental Endowments

Delta Dental of Virginia Foundation awards scholarships to dental students attending Virginia Commonwealth University (VCU). 30 scholarships have been awarded since the fund was established in 2013. For a list of dental scholarships awarded, visit <https://reflections.dentistry.vcu.edu/scholarships/delta-dental-of-virginia-foundation-endowed-scholarship>



Looking Toward the Future

LIFT (Local Impact for Tomorrow) is a comprehensive health and wellness initiative sponsored by a coalition of community partners. We believe the key to strengthening a community starts with the family. And the easiest way to reach families is through their neighborhood school. That's why we're partnering with Fallon Park Elementary School to bring life-changing services right to the families who need them most.

Delta Dental of Virginia is working alongside Roanoke City Public Schools, Carilion Clinic and Freedom First Credit Union to provide physical, behavioral, oral and financial health and wellness services through one location within the school. Fallon Park is located in Southeast Roanoke, Virginia and is currently undergoing a renovation, making this the perfect opportunity to design a space that will meet the needs of this community.

Specific program offerings are being designed with the help of the Virginia Oral Health Coalition. Construction on the school and the clinic are expected to be complete in the summer of 2020.



Smile Stories*

Delta Dental of Virginia Foundation Smile Stories are sent to us by our grant recipients. They showcase the amazing work these volunteers and professionals are doing to improve oral health in our communities.

Lucy Corr Dental Clinic

Lucy Corr Dental Clinic (LCDC) in Chesterfield, Virginia provides free oral health care to seniors, including free dentures and denture adjustments. This client paid to have all her teeth pulled, then sought an affordable set of dentures in the community. However, the new dentures would not stay in place, which led to problems with eating and pain in her gums. She tried to have them realigned or have them redone by the provider, but it didn't work. She worked with two more dentists with no luck. Then she learned of the LCDC, and the volunteer dentists there worked with her until "they got them to fit right." She writes that she "wants to thank the LCDC and the staff for everything from the bottom of my heart for giving me my dentures." She added, "So whatever you do, take care of your teeth!" Lucy Corr Foundation appreciates the support of Delta Dental of Virginia, who through grant funding, supports the LCDC.

— Debra Marlow, Executive Director



Boys & Girls Clubs of the Virginia Peninsula

Sheila is eight years old and in the third grade. Sheila does not have dental insurance and had never been to the dentist. Sheila began attending the Greater Hampton Roads unit of the Boys & Girls Clubs of the Virginia Peninsula where her dad learned about Smart Smiles® *At the Dentist*. Through the program, Sheila was taken to a dentist, where it was discovered she needed six cavities filled and three possible extractions due to severe decay. Imagine the pain Sheila felt having nine areas of decay! The dentist recommended she see a specialist, because Sheila needed a lot of work. The specialist was able to avoid extracting any teeth and filled six cavities, removing most of the pain she was experiencing. Without insurance, the cost would have been too much for Sheila's working dad to afford.

Smart Smiles® *At the Dentist* removes the barriers that prevent children from receiving the dental care they need. Living with unhealthy, painful mouths doesn't have to be an option. It also provides education that kids need to continue to build lifelong healthy habits and the Boys & Girls Clubs will continue to be a resource for Sheila and other kids like her thanks to the generous support of Delta Dental of Virginia.

— Stephanie A. Wilder, Grants Director

HELP, Inc.

We recently saw a 52-year old patient who had developed a significant growth in the area between his front bottom teeth, gums and lower lip. The patient had lived with the growth for a decade or more and didn't have the insurance to do anything about it, much less the money to pursue treatment.

When the patient came in, he couldn't close his mouth fully due to size of the growth. Upon inspection, one of the volunteer dentists determined the growth was compromising gum tissue and at least three front bottom teeth. The doctor was able to remove the growth, the three affected teeth and the surrounding tissue.

Even though he is now missing a few front teeth, the patient is happy to smile! He even said the growth had prevented him from dating or wanting to go out in public. With his healing process underway, the clinic is moving to the next stage of care — preventing more dental issues through proactive care and cleaning.

— Matthew Stearn, Executive Director

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Charlottesville Free Clinic

Alice learned about the Charlottesville Free Clinic from a church in Crozet that was assisting her with housing and other needs. She arrived early one morning at a walk-in dental clinic. Her teeth needed help after years without dental care. Alice received extractions, hygiene visits, and fillings, all of which will help preserve her teeth.

After her appointment, she wanted to repay the dental clinic in some way. With a group from her church, Alice now regularly cooks soup and bakes cookies for the Clinic staff. Alice thanked the dental staff and added, “You have given me my smile back! May all the blessings you have given me come back to you and your family.”

Alice has extensive and potentially long-term dental work that is beyond what the Free Clinic is able to provide. The volunteer dentist is pleased to give back to the community by helping patients like Alice with their complex dental needs.

After all of her dental work, she is getting her confidence back, and it is always a joy to see her smile when she comes back for a visit. Alice now has recently been engaging in public speaking, something she didn’t have the confidence to do prior to her dental work.

— Rosemary Miller, Associate Director of Philanthropy

Northern Neck – Middlesex Free Health Clinic

C.E. Jennings, 58, is living with a disability, on an SSI income of \$750 a month, or \$9,000 per year, far below the federal poverty level. She also supports a daughter and grandchild, and receives \$363 a month (\$4,356 per year) in food stamps. Counting both her income and food stamps, she’s living on \$13,356 a year — or 63% of the federal poverty level for a family of three.

Still, she’s been able to get an oral evaluation, treatment plan, 14 teeth extractions, a full set of dentures and follow-up adjustments, thanks to the Northern Neck – Middlesex Free Health Clinic (NNMFHC).

Ms. Jennings started the process in August of 2018 and in February of 2019, she received her final dentures. Better speech, a broad smile and deep gratitude came with them. She paid a total of \$380 over the six months and received \$4,688 worth of dental care that otherwise was far beyond her means.

— John Wilson, Grant Writer



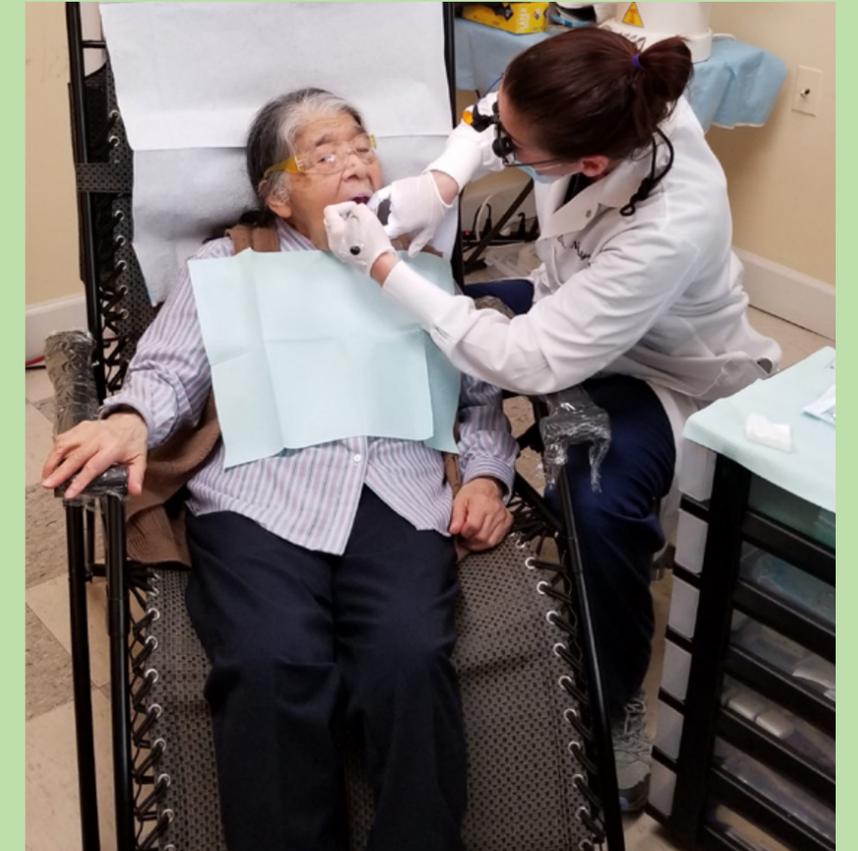
The Fenwick Foundation

Thanks to funding from Delta Dental of Virginia, The Fenwick Foundation was able to initiate portable dental services at a new facility in Northern Virginia. The residents are mostly non-ambulatory and find it logistically difficult to get to a dental office and transfer from a wheelchair to a dentist’s chair. Our program brings the dentist to the patient — and many are relieved because they have not seen a dentist in many years, despite having oral pain and discomfort.

Here is the story of just one of these patients. Upon coming for his exam and treatment, one of the new patients expressed a concern: “I’m very nervous. I would like an exam. It has been at least seven years since my last dental visit.” The patient was not ambulatory and remained in a wheelchair for the exam and treatment. He was happy the dental work could be performed in this manner.

This example is just one of many. As a result, these patients who were unable to “get out to the dentist,” have received care that would have otherwise been impossible for them.

— Alexander Gorny, Executive Director



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Danville-Pittsylvania Community Services

Tina is an adult with diabetes and was in need of a dental exam and cleaning. At her initial visit, Tina learned that she had numerous cavities that needed to be filled to prevent tooth loss and infection. Unfortunately, Tina's family has very limited financial resources. Without receiving funds through the Delta Dental grant, not only would her oral health have been jeopardized, but her overall health would have been jeopardized, as well, due to her diabetes. Tina was very appreciative and thankful that funds were available to assist her.

Before her procedures, Tina said, "I will be happier because I can smile more. I don't go out much now because I don't have any teeth. It will affect my overall being."

— Karen Sgrinia, Grants and Communications Coordinator

Olde Towne Medical & Dental Center

Imagine what it would be like not to be able to verbally communicate, especially in a medical setting? Paul is a teenager and a patient at the Olde Towne Dental Clinic. He is able to hear but unable to speak or use sign language. Recently, Paul's occupational therapist began teaching him how to use a picture tablet to communicate. Paul can locate a picture on the tablet, e.g. a person saying "yes" or "no." Once he touches the picture it speaks and gives him the power to communicate, which assists him during his dental visit.

Paul's grandmother accompanies him to his dental visits and repeatedly states how grateful the family is for the excellent care Paul receives at Olde Towne. She asked to take a photo of April and Dr. Fullerton. The photo will be uploaded to Paul's tablet and when he touches the picture it will say "dentist."

At Olde Towne Medical & Dental Center, we provide the medical and dental care needed by our patients, but our staff always goes the extra mile to show their compassion.

— Janis "Jan" C. L. MacQueston, Director of Development

Bland Ministry Center

The Bland Ministry Center is so appreciative of the grant from Delta Dental of Virginia Foundation! The grant helped our dental clinic in a few different ways, including the replacement of a handpiece, the purchase of denture materials, and for the first time in our clinic history, the Delta Dental of Virginia Foundation grant allowed us to perform a biopsy in-house.

Having served dental patients since the 1980s, our dentists have seen more suspected oral cancers than they would like. In the past, a Bland Ministry Center dentist who found a questionable spot in a patient's mouth would refer the patient to an oral surgeon. Unfortunately, when you consider many of our patients are visiting our clinic because they cannot afford a standard cleaning or dental exam, you can also assume he or she will not be able to afford a specialty visit such as a biopsy with a surgeon. This was the case with a patient who recently visited our dental clinic. Dr. Graham Hoskins found a suspicious spot on the patient's gum and consulted a colleague before determining that a biopsy would be necessary. Dr. Hoskins knew the patient would not be able to afford the payment an oral surgeon would require. Supplies were ordered using Delta Dental of Virginia Foundation funds, and a biopsy was performed.



We are happy to report that the patient's results came back clear, but we also know this will not always be the case. Going forward, we will perform all biopsies in our office so that future patients will not have to wait to be scheduled in a new office, or pay additional expenses at an already stressful time while they await results that could change their lives.

We appreciate your financial support of our clinic, and for allowing us to serve the uninsured and underinsured patients in Southwest Virginia.

— Dee Dee Hoosier, Director

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Bradley Free Clinic

In the spring of 2018, Matt, 28, made his way to Virginia seeking assistance from a substance abuse recovery treatment facility. Originally from Ohio, he arrived with no income and limited resources. Shortly into the recovery process, he began focusing on his spiritual, social and physical problems. A big concern for Matt was his appearance. Prior to seeking treatment, Matt had been in an accident where he fell hard and hit his face, which resulted in several missing front teeth.

The treatment facility referred him to the Bradley Free Clinic's Dental Department for a comprehensive dental exam. During his exam, Virginia Commonwealth University (VCU) dental students were able to identify additional, restorative and extraction issues that needed to be addressed.

By his fourth appointment, the Bradley Free Clinic was able to fully restore Matt's smile. Matt has since graduated from his recovery program and is now a staff member at the same facility. His confidence is now shining through his smile for everyone to see while he encourages others seeking a better way of life.

— Brendle Wolfe, Project Access Program Coordinator

Arlington Free Clinic

Isabella was already facing a difficult path, having just received a diagnosis for an extremely aggressive form of brain cancer. Uninsured and a patient at Arlington Free Clinic (AFC), our capable team of staff and volunteers worked quickly to set up a plan to help Isabella and her family through challenges too overwhelming to face alone.

As Isabella prepared to immediately start the chemotherapy and radiation necessary to treat her type of brain cancer, she decided to also see the dentist for the first time in years, now conveniently located within AFC's medical clinic. Instead of a simple appointment, however, Isabella received more bad news. Her wisdom tooth needed to be extracted due to extensive damage from dental decay and the surgery had to be performed at least two weeks before the start of her cancer treatment to avoid further risk. Our dental clinic reshuffled patient appointments while our dentist worked with Virginia Hospital Center's Oncology and Radiology Department to revise Isabella's treatment timeline, so she could safely remove the tooth that same day.

While Isabella has a long road ahead, she was able to start her treatment from a place of hope versus despair. She is one of the many patients who consider AFC their medical home — a place where 1,600 low-income, uninsured patients receive annual high-quality, integrated, comprehensive care. With our new onsite, expanded dental clinic, patients like Isabella are able to see the dentist in the same place they pick up prescriptions, see their doctor, and receive physical therapy or counseling. Thanks to our fantastic community, AFC's patients are treated with dignity and don't have to face challenges alone.

— Laura S. Elsberg, MSPH, Grants Development Manager

Christian Free Clinic in Botetourt

Dental patients who come to the Christian Free Clinic in Botetourt receive more than they expect. Three patients were unemployed and had "bad teeth," adversely affecting their ability to smile, speak and chew properly. Unfortunately, dental hygiene and cleanings were not in their budget, so taking care of their teeth was not a priority until pain forced them to seek care. As is the case for many who neglect their dental health,

these patients needed extractions and restorations. Teeth that were decayed beyond repair were extracted and dentures were prepared with the help of Saunders Dental Laboratory.

Employers consider an employee's smile an integral part of customer service. A good job was out of reach when these individuals could not make it past the initial interview because of poor dental health.

After receiving treatment at the Christian Free Clinic in Botetourt, these three patients were able to smile again and finally had reasons to do so. Their appearance improved. They found jobs. They had better oral health, which leads to improved overall health. It is a 180 degree transformation for these patients and many others who come to the Christian Free Clinic in Botetourt. Delta Dental grants help change lives.

— Jenny Daniels, Executive Director

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Valley Area Community Support, Inc.

C. J. had little to smile about when she arrived in Staunton. A native of Colorado, she came to Virginia with her husband and children after a flood in Colorado destroyed their home. Her husband's family in a nearby county offered them a place to stay, so they became Virginia residents. Sadly, her marriage ended badly and C. J. ended up in a shelter for battered women. She had the clothes on her back and little else.

As a child, she had experienced painful dental care and developed an aversion to visiting the dentist. When she settled into her life here in Staunton, she sought counselling for help dealing with depression and also with her lack of self-confidence and self-image issues. C. J. came to realize she needed major help with her teeth. Through a grant from Delta Dental, C. J. was able to start her journey to a healthy smile.

C. J. discussed the procedures she received, especially the fact that it was virtually painless. She summed this up by saying, "the best part is being able to look people in the eye and not be embarrassed about my mouth. I am confident now. I can eat whatever I want with no problem. I want to be confident to see my kids and not be an embarrassment to them."

As C. J. works towards independence, having beautiful dentures covers one major issue accomplished, and she is extremely grateful for the assistance she has received. Below is a photo of C. J., holding a piece of her artwork: a fantasy home, made of tree bark, moss, stones and twigs that she gives to friends, and we hope to sell as raffle items in future Valley Supportive Housing fund raisers.

— Amy W. B. Thornton, Grant Writer



Donated Dental Services

As Russell Parrish Sr. and his wife came inside from gardening to get ready for dinner, they suddenly experienced possibly the scariest eight seconds of their lives. A tornado hit their home in Moneta, Virginia, completely destroying it.

Mr. Parrish had been on the Virginia Dental Association (VDA) Foundation's Donated Dental Services (DDS) waiting list for about nine months before placement with one of the program's volunteer dentists, Dr. Garland Gentry. Acceptance of his case was a ray of hope in a bleak time in his life. Mr. Parrish had no dental insurance and couldn't afford dental care, causing him to suffer from dental problems as he got older. With all of the challenges in his life at that time, it was a relief to know his dental care was in good hands. Mr. Parrish says everyone in Dr. Gentry's office is "so nice, caring and people-oriented" and he expresses his appreciation time and again for the program's support at a troubling time for him and his wife. With DDS's help, he was able to complete his care this past fall and the couple was able to move into a new trailer near where they had been living before the tornado.

DDS would not exist without dentists like Dr. Gentry who are willing to care for the many in need of comprehensive dental

care in Virginia. Thanks to Delta Dental of Virginia's support, as of 2018, 626 DDS program volunteers have delivered nearly \$14.2 million in care for over 4,000 patients. DDS is a convenient opportunity for dentists to give back to their community by treating prescreened patients in their own offices. Serving just one patient per year can significantly reduce our waiting list of needy individuals.

— Tara Quinn, Executive Director



2019 Grant Recipients

Delta Dental of Virginia Foundation grant recipients help improve oral health across Virginia. Some are purchasing much-needed dental supplies and equipment, while others are improving access to care by offering expanded dental services.

RECIPIENT	PROGRAM TO BE FUNDED
Arlington Free Clinic	Dental equipment
Augusta Regional Clinic	Support for an additional dentist
Bland Ministry Center Dental Clinic	Dental treatment
Boys & Girls Clubs of Southwest Virginia	Smart Smiles® <i>At the Dentist</i>
Boys & Girls Clubs of the Virginia Peninsula	Smart Smiles® <i>At the Dentist</i>
Bradley Free Clinic	Support for VCU dental students and access to Dental Days
Central Virginia Health Services	Dental equipment
Charlottesville Free Clinic	Dental supplies
Chesapeake Care Clinic	Support for part-time hygienist
Child Health Investment Partnership (CHIP) of Roanoke Valley	Fluoride varnish and dental fairs
Christian Free Clinic in Botetourt	Dental equipment
Craig County Rural Health Care Corporation	School-based, oral health services
CrossOver Healthcare Ministry	Salary support and dental supplies

RECIPIENT	PROGRAM TO BE FUNDED
Danville-Pittsylvania Community Services	Preventive dental exams
Dr. Richard F. Clark HELP Clinics	Expansion of dental services
Dental Clinic of Northern Shenandoah Valley	Expansion of dental services
The Fenwick Foundation	Dental services for low-income patients
Free Clinic of Central Virginia	Expand dental services
Free Clinic of Culpeper	Dental services
Free Clinic of the New River Valley	Dental equipment
Greater Prince William Community Health Center	Dental equipment
Hanover Interfaith Free Clinic	Dentures for low-income residents
Healing Hands Health Center	Dental services
Lewis-Gale Foundation	Support Delta Dental scholarship endowment
Lloyd F. Moss Free Clinic	Expansion of dental services
Lucy Corr Foundation	Expand dental care to elderly
Madison Free Clinic	Dental services
Northern Neck-Middlesex Free Health Clinic	Support VCU dental students
Northern Virginia Community College	Dental equipment
Northern Virginia Dental Clinic — two locations	Dental equipment

RECIPIENT	PROGRAM TO BE FUNDED
Old Dominion University	Dental equipment for ODU School of Hygiene
Olde Towne Medical and Dental Center	Dental equipment and supplies
Olivet Medical Ministry	Expansion of dental treatment
Park Place Health and Dental Clinic	Support VCU dental students
PATH's Inc.	Dental equipment
Piedmont Regional Dental Clinic	Support "Smile Time" dental exams at schools and senior residential facilities
Piedmont Virginia Dental Health Foundation	Dental services
Portsmouth Community Health Center	Dental services
Prince William Area Free Clinic	Dental services
Rescue Mission of Roanoke	Dental equipment
Special Olympics Virginia, Inc.	Support Special Smiles dental clinic
Valley Area Community Support, Inc.	Support access to dental care for low-income adults
Virginia Dental Association Foundation	Expand access to dental care
Virginia Health Care Foundation	Support Dental Opportunities Champion program
Virginia Oral Health Coalition	Online toolkits for medical and dental providers
Virginia Tech Carilion School of Medicine	Two-year pilot program integrating oral health into family medicine
Virginia Western Community College	Education/dental hygiene program
Western Tidewater Free Clinic	Dental supplies

More smiles and healthier people.



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