



COMMUNITY DENTAL SERVICES, LLC

Certificate of Need Presentation

Michael T Rosen, DDS,MS, FAGD,LVIF,D.ABDSM
CEO



COMMUNITY DENTAL SERVICES, LLC



We intend to build an ambulatory surgical center dedicated to patients with special needs that require general anesthesia for even the simplest of dental procedures.

Michael T Rosen, DDS,MS, FAGD,LVIF,D.ABDSTM
CEO



COMMUNITY DENTAL SERVICES, LLC

The Problem

Michael T Rosen, DDS,MS, FAGD,LVIF,D.ABDSM
CEO



COMMUNITY DENTAL SERVICES, LLC

- There are approximately 4 days per month allocated for dental special needs general anesthesia patients across CCHS and Bay Health
 - That is approximately 18 patients per month or 216 patients per year assuming 100% availability.
 - The Delaware statistics reveal a patient population of over 14,000 IDD patients in need of this level of care.
- The wait to be seen for routine care can be 3-5 years since urgent/emergent care must be prioritized.

Michael T Rosen, DDS,MS, FAGD,LVIF,D.ABDSM
CEO



COMMUNITY DENTAL SERVICES, LLC

- Other 'surgicenters' have been contacted and are not comfortable with the patient group.
 - Co-morbidities, non-compliance, re-imburement levels
- This population group is not financially sustainable with existing business models
 - A new business model is needed

Michael T Rosen, DDS,MS, FAGD,LVIF,D.ABDSM
CEO



COMMUNITY DENTAL SERVICES, LLC

The Solution

Michael T Rosen, DDS,MS, FAGD,LVIF,D.ABDSM
CEO



COMMUNITY DENTAL SERVICES, LLC

- Build a 'not for profit' facility that opens with no debt
 - The 'facility fees can then be used to pay anesthesia and staff at maintainable levels.
- See patients in a more efficient and dental focused scheduling system.
 - We simply can't afford to see patients in a hospital setting in a sustainable manner.
- After receiving our 'certificate of need' I will solicit grants until we have enough money to fund the entire project before we begin.

Michael T Rosen, DDS,MS, FAGD,LVIF,D.ABDSM
CEO



COMMUNITY DENTAL SERVICES, LLC

An Additional Benefit to the Project

When we are successful there is likely to be extra money available that can be used to create a 'foundation' that allows us to treat low-income general dental patients.

Michael T Rosen, DDS,MS, FAGD,LVIF,D.ABDSM
CEO



COMMUNITY DENTAL SERVICES, LLC

Thank you
&
questions please!

Michael T Rosen, DDS,MS, FAGD,LVIF,D.ABDSM
CEO



COMMUNITY DENTAL SERVICES, LLC

First Year Costs

- Director	\$200,000	
- 4 Employees		
- Insurance Coordinator		
- Scheduling Administrator		
- 2 Dental Assistants	\$416,000	
		Total: \$616,000
- Anesthesia		
- 2 rooms/day		
- 3 days/week		
- 46 weeks/yr		\$966,000
- Other monthly expenses		
- Supplies, utilities, legal, accounting, IT, Printing, Housekeeping, Insurance		\$360,000
		TOTAL: \$1,942,000

Michael T Rosen, DDS,MS, FAGD,LVIF,D.ABDSM
CEO



COMMUNITY DENTAL SERVICES, LLC

First Year Income

- Anesthesia Fee Income (Medicaid)
 - Each 15 minutes: \$296.00
 - \$1,184.00 / hour
- Facility Fee Income (Medicaid)
 - \$1,292.79 / patient visit
- Total Income for 1 hour patient visit: \$2,476.79
- 6 patients/day, 3 days/wk, 46 weeks/year

TOTAL INCOME / YEAR = \$2,050,782.12

Michael T Rosen, DDS,MS, FAGD,LVIF,D.ABDSM
CEO



COMMUNITY DENTAL SERVICES, LLC

Estimated Total Need

- 14,000-29,000 IDD Patients in Delaware need General Anesthesia for even the simplest of procedures
- 8 patients/day 5 days/week 50 weeks/year
= 2000 patients/year/room

20,000 IDD patients need 10 full time rooms each year

Michael T Rosen, DDS,MS, FAGD,LVIF,D.ABDSM
CEO