OPTIMAL ORAL HEALTH

a partner for change

DentaQuest Foundation
Oral health is a key component of health policy

Oral-health-supporting policies/regulations protected and adopted

Oral health surveillance systems in place

Oral health policy consistent at local, state, and federal levels

Sufficient public funding to support care and prevention

Alignment of payment with prevention and disease management

Active philanthropic engagement in oral health

Equal access to care

Strong health and community systems

Effective public policies

Strong, stable safety net

Sufficient and equitable access to multiple points of care

Care based on prevention and disease management

Oral health prevention and guidance integrated into primary care

Oral health integrated into education and social services

Effective navigation of community-based prevention and care

Optimal oral health literacy
In both tough and good economic times, poor oral health is one chronic disease that we can effectively target and eliminate.

The DentaQuest Foundation, as the leading U.S. philanthropy focused solely on oral health, invests in national and community-based efforts to improve oral health for everyone in America through our support of prevention and access to oral health care, and through our partnerships with funders, providers, policymakers, and community leaders.

With the implementation of health reform, 30 million additional persons will gain health care coverage and nearly every child in the United States will have access to dental care, many for the first time. That made us ask hard questions about the current state of the oral health system (see right).

The DentaQuest Foundation has chosen to take up the challenge and be a proactive problem solver and catalyst for change. We are bringing people together across sectors. We are working to create conditions where individuals and groups with different perspectives feel comfortable working together. And we are doing this in communities, across states, and at the national level. By leveraging our investments with essential non-financial resources across the United States, we have our sights on greater levels of impact than we could achieve through grantmaking alone.

The investments that the DentaQuest Foundation has been making over the past several years have established a framework that enables us to respond to this challenge with forethought and competence. Please join us in our quest for optimal oral health for all.

Sincerely,

Ralph Fuccillo
President

Marylou Sudders
Chair, Board of Directors

THE COST OF TREATING A PREVENTABLE DISEASE IN BILLIONS

<table>
<thead>
<tr>
<th>Disease</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heart conditions</td>
<td>$95</td>
</tr>
<tr>
<td>Dental Visits</td>
<td>$84</td>
</tr>
<tr>
<td>Cancer</td>
<td>$72</td>
</tr>
</tbody>
</table>

Source: AHRQ, MEPS Medical Dental 2008

UNANSWERED QUESTIONS

• Are the current systems of care, funding, policy, and community sufficient to support optimal oral health for all individuals in the United States?

• Can the current dental care safety net handle the increased volume of individuals who will be seeking care as a result of health reform?

• What model policies should be replicated to ensure better oral health for more individuals?

• How can we better harness the impact of community-based prevention and care delivery programs to reach a larger percentage of the population?

• Can more targeted public and private funding influence behavior and support improved health outcomes?
increasing access

**STRENGTHENING THE ORAL HEALTH SAFETY NET INITIATIVE** A wide network of not-for-profit clinics make up America’s health safety net. The network provides preventive and primary health care services to people who face financial, geographic, linguistic, cultural, and other barriers to getting care. All community health centers provide primary care but not all provide dental care. More than 12 million health center patients do not have access to dental services. The Strengthening the Oral Health Safety Net Initiative is working to build national, state, and local capacity to preserve and strengthen the oral health safety net that serves millions of uninsured and underserved individuals.

**U.S. NATIONAL ORAL HEALTH ALLIANCE** An unprecedented commitment to addressing poor oral health by leaders across dentistry, dental education, the dental industry, medical professionals, health advocates, opinion leaders, and policymakers sparked the creation of the U.S. National Oral Health Alliance.

A not-for-profit organization, the Alliance is developing common ground among individuals and groups with multiple interests. The Alliance brings people together to develop shared solutions—often for the first time—and to speak with a common voice about care, policy, financing, and community interests. Alliance partners are deeply committed to the Alliance’s work to impact national policy, care, and financing on behalf of oral health.

**ORAL HEALTH 2014** is a multi-year initiative of the DentaQuest Foundation to build capacity within states to engage broad-based stakeholders, build common ground on needed improvements in oral health, and implement systems change. Oral Health 2014 is advancing local leaders for national impact. The initiative fosters state and regional collaborations that incorporate the expertise of multiple points of view from dentistry, primary care medicine, government, social service organizations, public health and education, faith-based organizations, consumer/advocacy groups, payers, philanthropy, media, and organizations promoting diversity. Participants in this initiative are developing and implementing strategies to spur oral health improvement at the local level while advancing the priorities of the U.S. National Oral Health Alliance.

**NATIONAL INTERPROFESSIONAL INITIATIVE ON ORAL HEALTH** To effectively prevent and manage oral disease, we must widen our view of the traditional dental care delivery setting to reach very young children, senior citizens, and other underserved populations where they are already accessing health services. The DentaQuest Foundation is a principal funder of the National Interprofessional Initiative on Oral Health, a consortium of health clinicians and philanthropies investing in the development and implementation of a common curriculum (Smiles for Life) to prepare primary care health professionals to provide basic oral health prevention services as part of regular health care visits and to partner effectively with dental specialists.
**investing in change**

**Funders Oral Health Policy Group**
An increasing number of private foundations are emphasizing the importance of collective impact on oral health. More than two dozen national and regional philanthropic organizations comprise the Funders Oral Health Policy Group. These organizations are a strong and active voice in community health and national health policy discussions. Promoting the engagement of these funders is creating new opportunities for public-private partnerships focused on systems change for better oral health in communities across the United States.

**Venture Fund for Oral Health**
With a goal of promoting optimal oral health for all, the DentaQuest Foundation envisions oral health systems that are effective and efficient in preventing oral disease and in providing equitable access to high-quality care to diverse populations. We are committed to identifying and supporting the spread of solutions that have demonstrated an impact in improving oral health systems. One of the key barriers to improving systems is the lack of funding to bring effective solutions to scale. The Venture Fund for Oral Health addresses this barrier with strategic investments in programs and initiatives that successfully promote optimal oral health, have demonstrated positive outcomes, and have the potential for growth.

**fostering innovation**

**DentaQuest Foundation Demonstration Grants**
Some of the DentaQuest Foundation’s most promising programs to improve oral health started with a good idea and a passionate supporter. Through this fund, the DentaQuest Foundation supports organizations across the United States who have well thought-out, innovative solutions to improve the systems that impact oral health. Demonstration grants support organizations, engage key stakeholders, work to remove barriers to care, improve infrastructures, and bridge the divide between medical and dental health.

**The National Community Committee (NCC)**
of the Prevention Research Centers of the Centers for Disease Control and Prevention provides a unique opportunity to engage community and public health partners and add prevention strategies for community oral health to current best practices. The Foundation’s investments enable the NCC to undertake oral health as an area of study. NCC community stakeholder projects seek solutions, strategies, and policies that address public health problems, build long-term relationships for engaging communities as partners in research, and develop and deliver trainings that enhance the public health workforce.
“A silent epidemic of oral diseases is affecting our most vulnerable citizens. We have to get out of our silos and sectors and work together. It takes partnerships to solve public health problems.”

from ORAL HEALTH IN AMERICA: A REPORT OF THE SURGEON GENERAL 2000
and A NATIONAL CALL TO ACTION TO PROMOTE ORAL HEALTH 2003
**DentaQuest**, founder of the DentaQuest Foundation, is one of America’s leading oral health companies, offering prevention-focused dental benefits and cost-effective benefit program administration to more than 15 million individuals across the United States. DentaQuest’s Preventistry℠ philosophy is revolutionizing how people approach oral health through a unique focus on prevention.

Our partner in our mission to improve oral health is the **DentaQuest Institute**. The DentaQuest Institute supports the work of oral health care providers in safety net programs and private practice with clinical care and practice management quality improvement and technical assistance that helps them improve the efficiency of their practice and the effectiveness of the care they provide.

©2011 DentaQuest Foundation
OH146 (7/2011, 1500)
BOARD OF DIRECTORS

Harold D. Cox, MSW
Boston University, School of Public Health

Fay Donohue
Dental Service of Massachusetts, Inc., CEO

Chester W. Douglass, DMD, PhD
Harvard School of Dental Medicine, Professor, Oral Health Policy
Harvard School of Public Health, Professor, Epidemiology

Neil B. Epstein, DMD, MA
Pediatric Dentist, Retired

Caswell A. Evans, Jr., DDS, MPH
University of Chicago at Chicago, College of Dentistry
University of Illinois in Chicago, Health Research and Policy Centers
Vice Chair, DentaQuest Foundation Board of Directors

Ralph Fuccillo
DentaQuest Foundation, President

Shepard Goldstein, DMD
Endodontist

Marion Kane
Barr Foundation, Retired

Donald J. Kenney
EquiServe, Inc., Retired

Roderick K. King, MD
Harvard Medical School, Department of Social Medicine

Michael McPherson
The Spencer Foundation, President

Linda C. Niessen DMD, MPH, MPP
DENTSPLY International, Chief Clinical Officer

Marylou Sudders, ACSW
Massachusetts Society for the Prevention of Cruelty to Children, President and CEO
Chair, DentaQuest Foundation Board of Directors

Norman A. Tinanoff, DDS
University of Maryland, Department of Health Promotion and Policy
FOUNDATION STAFF

Ralph Fuccillo
President
ralph.fuccillo@dentaquestfoundation.org

Brian Souza
Managing Director
brian.souza@dentaquestfoundation.org

Michael Monopoli, DMD, MPH, MS
Director of Policy and Programs
michael.monopoli@dentaquestfoundation.org

Scott Frock
Treasurer
scott.frock@dentaquest.com

Patrick Finnerty
Senior Advisor for State Oral Health Programs
pat.finnerty@dentaquestfoundation.org

Tracy Garland
Senior Advisor for National Oral Health Programs
tracygarland@comcast.net

Nathan Ho
Program Director
U.S. National Oral Health Alliance
nathan.ho@dentaquestfoundation.org

Mary Ann Kozlowski
Senior Communications Specialist
maryann.kozlowski@dentaquest.com

Matthew Bond
Grants and Programs Associate
matthew.bond@dentaquestfoundation.org

Brenda Lavasta
Grants and Programs Associate
brenda.lavasta@dentaquestfoundation.org

Brenda Cocuzzo
Executive Assistant
brenda.cocuzzo@dentaquestfoundation.org

Kristine Tourkantonis
Coordinator of Administration
kristine.tourkantonis@dentaquestfoundation.org

Please note that our email address format is firstname.lastname@dentaquestfoundation.org unless otherwise noted.
## Financials 2010

### Statement of Activities and Changes in Net Assets

*For the Years Ended December 31, 2010, and December 31, 2009*

<table>
<thead>
<tr>
<th>Revenue and Support</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$7,983,000</td>
<td>$8,263,000</td>
</tr>
<tr>
<td>In-Kind Contributions</td>
<td>269,690</td>
<td>–</td>
</tr>
<tr>
<td>Grants &amp; Dues</td>
<td>152,700</td>
<td>–</td>
</tr>
<tr>
<td>Dividends &amp; Interest</td>
<td>1,107,985</td>
<td>1,066,870</td>
</tr>
<tr>
<td>Realized and Unrealized Gains (Losses) – Endowment</td>
<td>4,898,259</td>
<td>5,690,221</td>
</tr>
<tr>
<td><strong>Total Revenue and Support</strong></td>
<td><strong>14,411,634</strong></td>
<td><strong>15,020,091</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Grants and Expenses</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants</td>
<td>4,005,298</td>
<td>3,874,548</td>
</tr>
<tr>
<td>Program Expenses</td>
<td>1,656,296</td>
<td>1,252,451</td>
</tr>
<tr>
<td>Management and General Expenses</td>
<td>503,173</td>
<td>382,380</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>6,164,767</strong></td>
<td><strong>5,509,379</strong></td>
</tr>
</tbody>
</table>

| Change in net Assets                               | 8,246,867 | 9,510,712 |
| Net Assets, Beginning of Year                      | 53,377,000| 43,866,288|
| **Net Assets, End of Year**                        | **61,623,867** | **53,377,000** |
# Statement of Financial Position

*For the Years Ended December 31, 2010, and December 31, 2009*

<table>
<thead>
<tr>
<th><strong>Assets</strong></th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$8,919,090</td>
<td>$6,474,549</td>
</tr>
<tr>
<td>Grants Receivable</td>
<td>100,000</td>
<td>–</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>10,000</td>
<td>7,250</td>
</tr>
<tr>
<td>Prepaid Insurance</td>
<td>6,178</td>
<td>4,884</td>
</tr>
<tr>
<td>Investments</td>
<td>54,242,552</td>
<td>48,226,484</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>63,277,820</strong></td>
<td><strong>54,713,167</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Liabilities and Net Assets</strong></th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable – Affiliates</td>
<td>18,102</td>
<td>31,386</td>
</tr>
<tr>
<td>Accounts Payable and Accrued Expenses</td>
<td>225,732</td>
<td>234,763</td>
</tr>
<tr>
<td>Grants Payable</td>
<td>1,378,157</td>
<td>1,063,229</td>
</tr>
<tr>
<td>Other Liabilities</td>
<td>31,962</td>
<td>6,789</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>1,653,953</strong></td>
<td><strong>1,336,167</strong></td>
</tr>
<tr>
<td>Unrestricted Net Assets</td>
<td>61,623,867</td>
<td>53,377,000</td>
</tr>
<tr>
<td><strong>Total Liabilities and net Assets</strong></td>
<td><strong>$63,277,820</strong></td>
<td><strong>$54,713,167</strong></td>
</tr>
</tbody>
</table>
2010 grants and program support

During 2010, the DentaQuest Foundation invested over $4 million in grant awards.

GOAL 1: CHANGE PERCEPTIONS
Health Care for All
FrameWorks Institute
National Association of School Nurses
National Children’s Oral Health Foundation
Oral Health America

GOAL 2: REPLICATE EFFECTIVE PROGRAMS
HealthCare Options, Inc.
Nova Southeastern University
University of Maryland Dental School
Community Health Connections
HealthFirst Family Care Center
Hilltown Community Health Center
North Florida Medical Centers
Boston University GSDM: Regional Workshops in Nursing Home Dentistry
Health Foundation of South Florida: Healthy Smiles in our Schools Program
Massachusetts Association of School-Based Health Care
Massachusetts Head Start Association
Massachusetts League of Community Health Centers
Massachusetts Public Health Association: Massachusetts Association of Community Health Workers
Tufts University School of Dental Medicine: Oral Health Across the Commonwealth

GOAL 3: INCREASE COLLABORATIONS
Better Oral Health for Massachusetts Coalition - Managed Program
Maryland Oral Health Heroes Event
Funders Oral Health Policy Group
Children’s Dental Health Project
Better Oral Health for Massachusetts Coalition
Cape Cod Foundation: Tri-County Coalition for Oral Health Excellence
Children’s Dental Health Project
Grantmakers in Health
Hispanic Dental Association
Kentucky Youth Advocates
Medicaid/SCHIP Dental Association
National Interprofessional Initiative on Oral Health
U.S. National Oral Health Alliance
Virginia Oral Health Coalition
Alachua County Department of Health: Alachua County Oral Health Coalition
Florida Public Health Institute
MSDA Educational and Charitable Foundation: Maryland Dental Action Coalition
National Interprofessional Initiative on Oral Health: Society of Teachers of Family Medicine
National Interprofessional Initiative on Oral Health: University of Colorado
More Health: Hillsborough County Oral Health Coalition

Information on 2010 grantees is available at dentaquestfoundation.org
During 2010, the DentaQuest Foundation invested over $4 million in grant awards.

**President’s Discretionary Fund**

Boston College Center for Corporate Citizenship
Boston University Goldman School of Dental Medicine
Massachusetts Society for the Prevention of Cruelty to Children
Reede Scholars
Whittier Street Health Center
Best Buddies International
Boston Public Health Commission
Community Works, Inc.
Massachusetts Health Council
Massachusetts Public Health Association
New England Rural Health Round Table
South End Community Health Center
United Way of the Potomac Highlands
California Dental Association Foundation
Dimock Community Health Center
Family Service of Greater Boston
Gulf Coast Dental Outreach
Henry Schein Cares Foundation
HopeFound
Joslin Diabetes Center
Massachusetts Head Start Association
Massachusetts Health Council

Metropolitan Chicago Hospital Council:
Illinois Poison Center
Museum of African American History
National Dental Association
New York State Dental Foundation
Oral Health America
The Albert Schweitzer Fellowship
Visiting Nurse Association of Boston
The Yaffe Foundation
Associated Grant Makers
Grantmakers in Health
Mississippi Dental Association Foundation

Information on 2010 grantees is available at dentaquestfoundation.org