



Delta Dental of Virginia Foundation
2020 Smile Report

THE MISSION OF THE DELTA DENTAL OF VIRGINIA FOUNDATION IS
TO CREATE HEALTHY SMILES FOR ALL VIRGINIANS THROUGH EDUCATION,
PROGRAM DEVELOPMENT AND COMMUNITY PARTNERSHIPS.



A letter to our community

Dear Friends,

2020 has presented unprecedented challenges to communities across Virginia, America and the world. We at the Delta Dental of Virginia Foundation sincerely appreciate the partnership of many organizations doing outstanding work in the Commonwealth, both in response to COVID-19 and in providing needed oral health care.

In 2019, Foundation grant recipients provided dental care and education to more than 158,000 Virginians. Since the Foundation's inception eight years ago, it has provided more than \$5 million to organizations that are improving oral health research, education and access. We were humbled to be able to provide additional support in 2020 to nonprofit organizations and oral health care providers to meet the needs brought on by the coronavirus pandemic.

As we look ahead to the future of the Foundation, we are excited to introduce some changes to our approach. Over the next several years, we will strive to make systemic changes in the oral health space, extend two grant application opportunities per year and expand our focus from grant-making to include programmatic work in support of our mission.

You will hear about our new Foundation goals soon, but the focus of this report is not on us. It's on the work that valuable community organizations are doing and the stories of the lives they've changed. Thank you for your continued dedication to creating more smiles and healthier people.

A handwritten signature in black ink, appearing to read 'Frank Lucia', written in a cursive style.

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 government 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 our sponsored programs, to see a list of previous grant recipients, for eligibility rules or to apply for a grant, visit [DeltaDentalVA.com/foundation](https://www.DeltaDentalVA.com/foundation).



Delta Dental of Virginia Foundation





Our Response to a Crisis

When the COVID-19 pandemic hit, causing widespread unemployment and the closure of dental offices across Virginia, the Delta Dental of Virginia Foundation looked for ways to immediately provide support to those in need. The Delta Dental of Virginia Foundation made a statewide contribution of \$1 million to support Virginians impacted by COVID-19 in the following ways. For more information about the organizations that benefited, visit DeltaDentalVA.com/foundation/covid.

- **Free clinics:** \$500,000 was divided among 32 organizations based on many factors, including the organization's mission, number of dental patients served and prior Foundation support.
- **Dental practice relief fund:** This fund provided \$280,000 in grants to Delta Dental of Virginia participating dental practices, with individual grants ranging up to a maximum of \$7,500.
- **Other broad-based nonprofits:** In addition to the above listed grants for safety net clinics, the Foundation awarded \$200,000 in unrestricted funds to nine nonprofits providing critical services in response to the crisis.
- **School lunch toothbrush program:** We distributed more than 20,000 toothbrushes to 19 organizations through packed lunch programs to meet the oral health needs of children and families.

As Delta Dental continues to monitor the effects of the pandemic on our communities and dental care providers, we remain poised to offer additional assistance where possible.

“The unrestricted grants to VAFCC’s member free clinics which are part of the dental safety net in Virginia will make a big difference in helping these clinics weather the storm of the coronavirus pandemic and continue to serve the uninsured.” — Rufus Phillips, CEO, Virginia Association of Free and Charitable Clinics, Inc.



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/foundation](https://www.DeltaDentalVA.com/foundation).

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 about their children's oral health.

Boys & Girls Clubs
of Southwest Virginia

55

CHILDREN SERVED

Boys & Girls Clubs
of the Virginia Peninsula

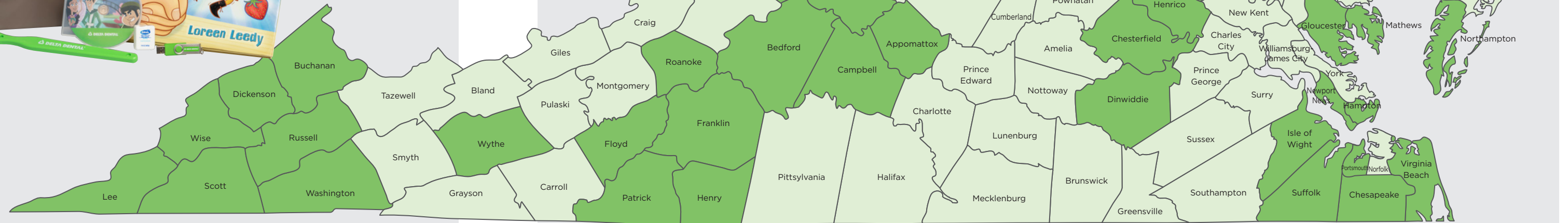
212

CHILDREN SERVED

Smart Smiles

The **Smart Smiles® In School** teaching kit was developed with input from teachers and school nurses. The kit provides a complete curriculum with teaching tools and resources to educate students on good oral health habits. The kits are available for free to all Virginia elementary schools.

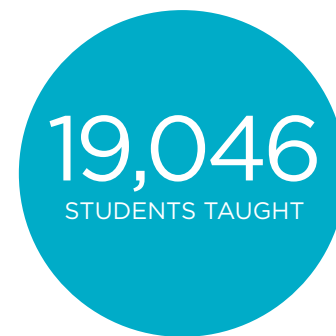
While we were unable to reach the same number of children this year due to school closures in response to the pandemic, this program remains critical to our goals of improving oral health education. We are evaluating the program and how we can deliver it in a more convenient way to classrooms across Virginia.



■ SCHOOLS THAT USE THE KIT



Smart Smiles® *In School* Report Card*



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 2019-May 2020



2019 Grant Recipient Achievements



Community Outreach — Abroad

In 2020, The Delta Dental of Virginia Foundation expanded its outreach to countries abroad by donating 144 toothbrushes, floss and toothpaste to communities in Zambia; gifting 144 toothbrushes to Hampton Roads Baptist Church's Samaritan's Purse shoeboxes to be sent overseas to more than 100 different countries; and a Delta Dental of Virginia employee took 50 toothbrushes and toothpaste tubes on a mission trip to the Philippines.



Success by the Numbers

29,155
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.

71
SCHOLARSHIPS
AWARDED

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

802
MEDICAL STUDENTS
PARTICIPATED

Virginia Tech Carilion (VTC) School of Medicine developed the Delta Dental oral health curriculum. Eight hundred and two 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.



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.

While planning continues on this innovative health and wellness partnership, the pandemic has created both challenges and opportunities. The LIFT leadership team is working with Roanoke City Schools to adapt to this changing situation. In addition, program offerings are being reevaluated to meet new safety requirements based on reducing the spread of COVID-19.



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.

The Lamb Center

He only had one tooth, and it saved his life. Joe was 68 and a life living on the streets without access to dental care had cost him all but one of his teeth. Worse still, that tooth was killing him and it had to come out.

Joe's only tooth had an apparent abscess, causing him great pain. His case manager, Tanner, signed him up for a dental intake appointment. Next, he was scheduled for an extraction with Dr. Grieco during his monthly Saturday of volunteer dentistry. Dr. Grieco did not like what he saw on the X-ray in our clinic and took the patient back to his own office to use the panoramic X-ray machine there. He was extremely concerned by that result and requested that we refer the patient to an oral surgeon as soon as possible.

The Northern Virginia Dental Clinic (NVDC) at the Merrifield Center provides dental services to low-income and/or



homeless individuals by referral only, and their examination confirmed Dr. Grieco's suspicions: our Lamb Center patient did not have an abscess; he had cancer.

Working with NVDC and our partners in the county and shelter system, Joe received the surgery he needed and is recuperating in one of the rare medical respite beds in a local shelter. Tanner has supported him through this traumatic process and is now assisting the shelter staff in making a referral to permanent supportive housing.

Dr. Grieco's commitment to our dental clinic and our patients saved this man's life. The dental clinic was a dream for many years, and we often thought and spoke of it in terms of health, dignity, improved self-confidence, better job interviews, etc. It has become so much more than that; it has become lifesaving.

— Deacon Deb Haynes,
Assistant Director for Case Management

Continued on next page

Health Focus of Southwest Virginia

Emily Farris is a rising senior at Virginia Commonwealth University (VCU) and the recipient of the Delta Dental of Virginia Foundation Scholarship awarded by Health Focus of Southwest Virginia. In addition to carrying a GPA of 3.86, Emily is heavily involved in class leadership, community service and mentoring younger dental students. The Delta Dental Scholarship gave Emily one more reason to stay focused on her education and the pursuit of her ultimate goal, opening a practice in her home of Abingdon, Virginia.

Emily told this story about a patient that made an indelible impression on her: “The case was one of the first multifaceted treatment plans I had encountered that required forethought and patience. She was terrified she was ‘a lost cause’ and all she wanted was to like her smile. I was able to calm her fears and relate to her on a personal level so she could feel comfortable as we began her treatment journey. In order to help her reach her goals, I first had to help



her achieve better periodontal health and treat her tooth decay and root infections. After managing her active disease, we moved to the restorative portion of her plan.

The day I repaired the gap between her teeth, I watched her face light up as she saw ‘her dream smile.’ By forming a bond with this patient, I was able to meet her needs, provide her with care and education, while walking her through a complex treatment plan.”

Emily’s patient wasn’t the only one smiling that day. Emily looks forward to the day when she can provide care to patients in her own practice. “A place where any individual can feel comfortable seeking dental care and be confident they are receiving honest and thorough care.” Emily will always remember the role the Delta Dental of Virginia Foundation played in her success and will pay it forward to her smiling patients.

— Laurie Gibbons, President and CEO

Free Clinic of Central Virginia

Lucy was scheduled for extractions of her remaining teeth, and she was sad knowing she would lose her smile. Our dental clinic coordinator overheard Lucy talking about it in the waiting room, and she sat down to talk to Lucy. After consulting with the attending dentist, it was determined that a partial denture would be an appropriate treatment. The coordinator informed Lucy that after her extractions, the Free Clinic would make her a partial denture to restore her smile. Lucy started crying and was incredibly thankful.

The partial denture was offered to Lucy at a discounted price of \$100 (normally it would be \$300). A caregiver of another patient in the waiting room overheard the conversation and told the dental clinic coordinator she would like to donate \$100 for Lucy’s partial denture. Lucy was informed of this donation and grew emotional once more. She had not been able to eat properly due to missing teeth, and had been losing confidence. Lucy left her appointment excited for her new smile and happy about her experience at the Free Clinic of Central Virginia.

Ella had been a correctional nurse for 22 years when she got sick. She lost her home, and the stress of not knowing how to get help aggravated her situation. After qualifying for Medicare, she desperately needed dental care as her teeth were crumbling and she was self-conscious about losing her smile.

“It took everything in me to walk through those doors and ask for help,” Ella said. She was ashamed and afraid of being judged for turning to the Free Clinic. What she found, however, was welcoming staff and volunteers who understood her situation.

Ella is so grateful for the services and support she received at the Free Clinic that she spoke at our Volunteer Appreciation Reception this past summer, and she is now volunteering in our Medical Clinic! As Ella says: “Volunteer — it’s a down payment on your home in heaven.”

— Ula Kauppi, Director of Development

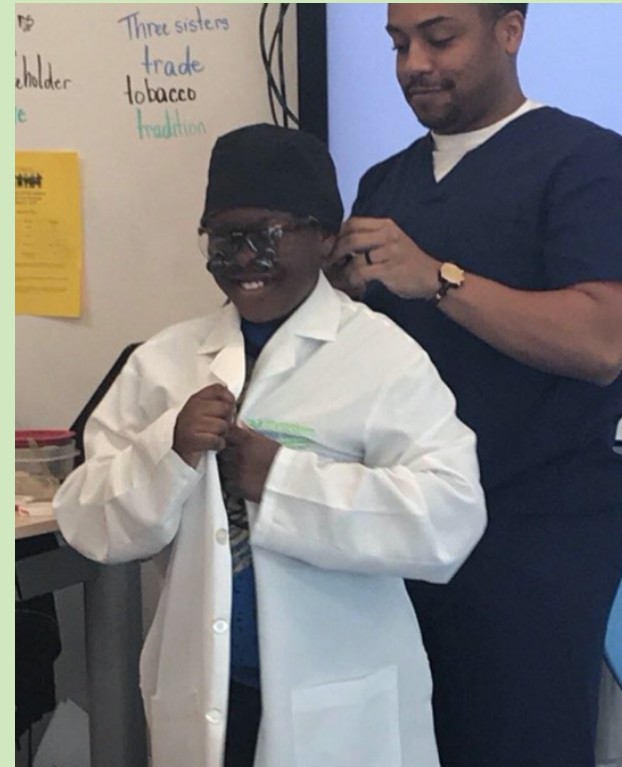
Continued on next page

Southeastern Virginia Health System

Southeastern Virginia Health System (SEVHS), with dental offices in Newport News and Suffolk, Virginia, is the only consistent provider of general dentistry for the uninsured throughout Southeastern Virginia. In addition to the direct provision of general dental care, SEVHS' dental team travels to schools, day centers and shelters throughout our service area to provide oral hygiene education.

Vanessa shared that, "The dental team takes the time to make oral hygiene exciting and interesting. After participating in Dr. Cave's oral hygiene class, I conquered my fear of going to the dentist. My self-confidence has increased since learning how to properly care for my oral health."

— **LaKeisha Brooks-Tyson**, MPP/MIA, Grants Manager,
Southeastern Virginia Health System



Boys and Girls Clubs of the Virginia Peninsula

Our Smart Smiles® *At the Dentist* program helped one of our own this year. One of our Club staff members enrolled her high

school daughter in the program. She needed a lot of work — 10 cavities and a root canal. We were able to remove the stress associated with trying to figure out where to take her and how to handle the huge expense — an estimated \$1,500-\$2,000 worth of work. We were also able to ensure a Club member got excellent care so she could focus on school pain-free!

— **Natisha Jordan**, Grants Director



Danville-Pittsylvania Community Services

Annabelle broke her top denture while eating and was unable to eat properly due to the broken denture. This resulted in elevated blood sugar levels.

Annabelle was devastated because she couldn't eat, and she didn't want anyone to see her without her top teeth.

Her case manager requested Delta Dental grant funds for the repair, and Riverview Dental agreed to bill the dental grant rate. The denture was replaced within a few weeks.

Annabelle couldn't have been happier. She showed off her new teeth as she smiled all the way home and was looking forward to eating a normal meal.

— **Karen D. Sgrinia**, Grants and
Communications Coordinator

Continued on next page

Danville-Pittsylvania Community Services

Chelsea is a single mother who is currently enrolled in the dental program at Danville-Pittsylvania Community Services. Chelsea takes care of her daughter, but also her mother, and sometimes puts the needs of her family before her own. This includes when it comes to her dental hygiene.

Chelsea has always been self-conscious about her looks, as well as her smile. In talking with Chelsea, you may notice she often covers her mouth with her hand when she speaks or laughs. Chelsea has had several cavities and some teeth that were discolored and/or chipped. Since joining the dental program, Chelsea visits the dentist office of Dr. Smith frequently and has had a lot of work done. She was happy to have some teeth pulled that not only made her self-conscious but also caused her some pain.

After receiving much-needed oral care, Chelsea is slowly gaining her confidence back.



Tonie was in her early 30s when she began struggling with her dental health. However, she could not afford to have dental work done and provide for her daughters.

As her dental health continued declining, one cavity after another was treated with fillings with assistance from the dental grant.

Tonie reports that she is no longer hurting and having dental work done on her teeth has increased her confidence. She said she enjoys smiling now.

— **Karen D. Sgrinia**, Grants and Communications Coordinator

2020 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	DDS salary
Bland Ministry Center and Dental Clinic	Dental equipment
Boys & Girls Clubs of Southwest Virginia	Support for staff
Boys & Girls Clubs of the Virginia Peninsula	Support for dental providers
Bradley Free Clinic	Dental students
Central Virginia Health Services	Dental equipment
Charlottesville Free Clinic	Dental supplies
Chesapeake Care Inc.	Support for dental providers

Continued on next page

RECIPIENT	PROGRAM TO BE FUNDED
Child Health Investment Partnership (CHIP) of Roanoke Valley	Education
CrossOver Healthcare Ministry	Support for staff
Danville-Pittsylvania Community Services	Support for dental providers
Dental Clinic of Northern Shenandoah Valley	Support for staff
Dr. Richard F. Clark HELP Clinics	Support for dental providers
Eastern Shore Rural Health System	Dental equipment
The Fenwick Foundation	Mobile clinic
Free Clinic of Powhatan	Dental equipment
Gloucester Mathews Care Clinic	Support for dental providers
Goochland Cares	Dental supplies
Greater Prince William Community Health Center	Dental equipment
Hanover Interfaith Free Clinic	Dental appliances
Healing Hands Health Center	Dental supplies
Highland Medical Center	Dental equipment

RECIPIENT	PROGRAM TO BE FUNDED
Lackey Clinic	Support for dental providers
The Lamb Center	Dental supplies
Lewis-Gale Foundation	Scholarships
Lloyd F. Moss Free Clinic	Dental supplies
Lucy Corr Foundation	Support for staff
Madison Free Clinic	Support for dental providers
Medical Care for Children Partnership Foundation	Special needs dental
Mel Leaman Free Clinic	Support for staff
Mission Dental Virginia, Inc.	Dental appliances
Northern Neck-Middlesex Free Health Clinic	Dental students
Northern Virginia Community College	Dental supplies
Northern Virginia Dental Clinic	Funding for staff support
Old Dominion University	Dental supplies
Park Place Health and Dental Clinic	Dental students

Continued on next page

RECIPIENT	PROGRAM TO BE FUNDED
Piedmont Regional Dental Clinic	Dental equipment for mobile clinic
Piedmont Virginia Dental Health Foundation	Dental supplies
Portsmouth Community Health Center	Dental equipment
Prince William Area Free Clinic	Support for dental providers
Rescue Mission of Roanoke	Support for dental providers
Southeastern Virginia Health System	Dental supplies
St. Luke Community Clinic	Dental equipment
Total Action for Progress	Support for dental providers
Virginia Dental Association Foundation	Mobile clinic
Virginia Health Care Foundation	Support for dental providers
Virginia Health Catalyst	Education
Virginia Western Community College	Education
Western Tidewater Free Clinic	Dental equipment
Williamsburg Area Medical Assistance	Dental equipment

More smiles and
healthier people.



4818 Starkey Road, Roanoke, VA 24018

800.237.6060

DeltaDentalVA.com • DeltaDentalVABlog.com

