

LEGISLATIVE HEALTH AND HUMAN SERVICES COMMITTEE

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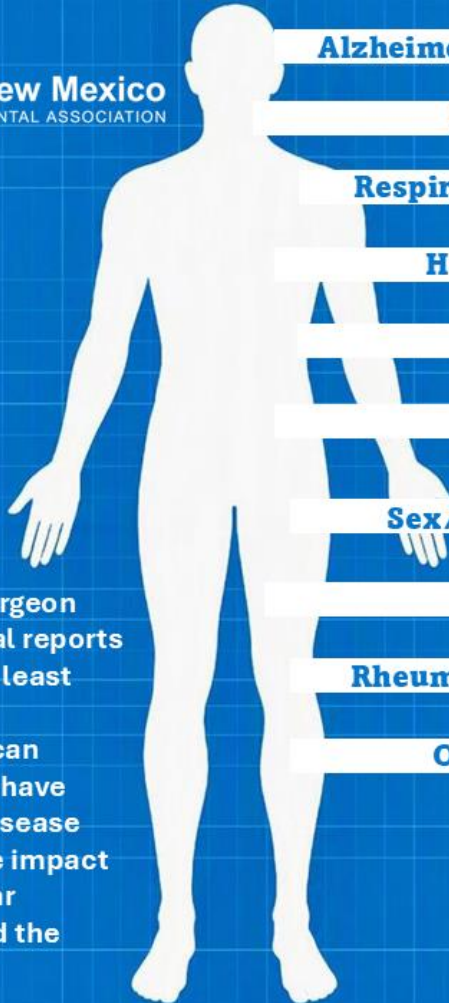
New Mexico
DENTAL ASSOCIATION

ADA®

ORAL CARE IS ESSENTIAL



New Mexico
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Alzheimer's/Dementia



Research shows those with chronic gum disease for >10 years, have a 70% higher risk of developing Alzheimer's

Stroke



People with gum disease are 3x as likely to die from stroke

Respiratory Disease



Poor oral hygiene can increase the risk for pneumonia & respiratory infections

Heart Disease



People with gum disease are 2x as likely to die from a heart attack

Obesity



Being obese significantly increases the risk of periodontal disease

Diabetes



Diabetes & bleeding gums increases your risk of premature death by 400-700%

Sex/Reproduction



Gum disease has been linked to pre-eclampsia, low birth weight, fertility issues, and erectile dysfunction

Cancer



Men and women with a history of gum disease are 14% more likely to develop cancer than those with healthy gums

Rheumatoid Arthritis



Research has found an association between gum disease and rheumatoid arthritis

Osteoporosis



Studies show a significant connection between periodontal disease and osteoporosis, especially in women

The Surgeon General reports that at least 80% of American adults have gum disease but the impact goes far beyond the mouth

THE ORAL-SYSTEMIC CONNECTION

DENTISTS ARE LEAVING NEW MEXICO

REGIONAL MIGRATION

DENTISTS 10+ YEARS	+/-
UTAH	3.3
ARIZONA	2.8
COLORADO	.6
TEXAS	.5
NEW MEXICO	.2

DENTISTS <10 YEARS	+/-
UTAH	16.1
ARIZONA	8.5
COLORADO	4.1
TEXAS	1.3
NEW MEXICO	-9.9

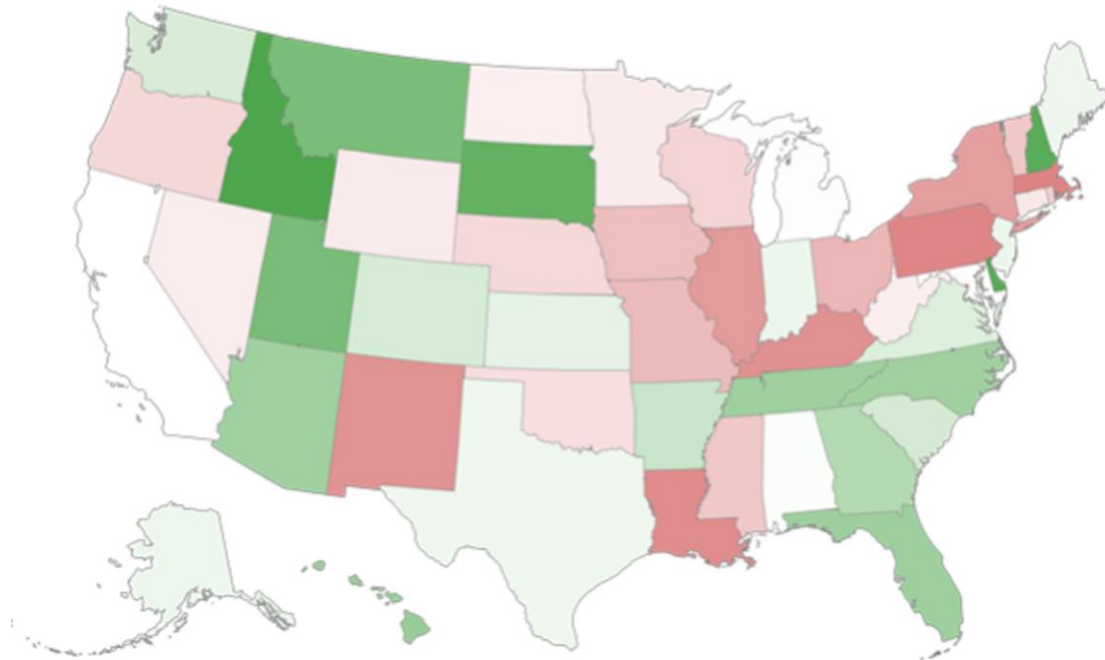
DENTIST MIGRATION

All Dentists

Net Migration as Percent of 2019 Count



-10.0% 10.0%



RURAL PRACTICE



Distribution

6 urban counties
+ 262 over benchmark

All rural counties
(including 6 severe counties)
-82 under benchmark

per 2021 New Mexico Workforce Report

DISTRIBUTION IS DRIVEN BY TROUBLING RURAL ECONOMICS

Dental Economic Impact in NM



\$2.6 BILLION

Annual economic impact generated by dental offices



\$2.6 MILLION

Average annual economic impact per dentist per year



13,900 JOBS

Supported by NM dental offices each year

1 = 1.4

Every job in a dental office generates 1.4 additional jobs in other sectors of the economy

Rural Dental Economics

Expenses

Income



VS.



16.4%

-16.5%

(2015-2024 nationally)

WORKFORCE

Number of Hygienists/100,000 population

PER 100,000	HYGENISTS	TOTAL
65.0	ARIZONA	4530
79.4	COLORADO	4270
52.4	NEW MEXICO	1420
37.1	TEXAS	16,380
87.7	UTAH	3780
64.5	UNITED STATES	222,740

2024 Bureau of Labor Statistics

2026 Bureau of Labor Statistics

Number of Dental Assistants/100,000 population

PER 100,000	ASSISTANTS	TOTAL
106.7	ARIZONA	8680
113.4	COLORADO	8360
104.9	NEW MEXICO	2150
111.3	TEXAS	33,230
180.9	UTAH	6640
116.0	UNITED STATES	387,790

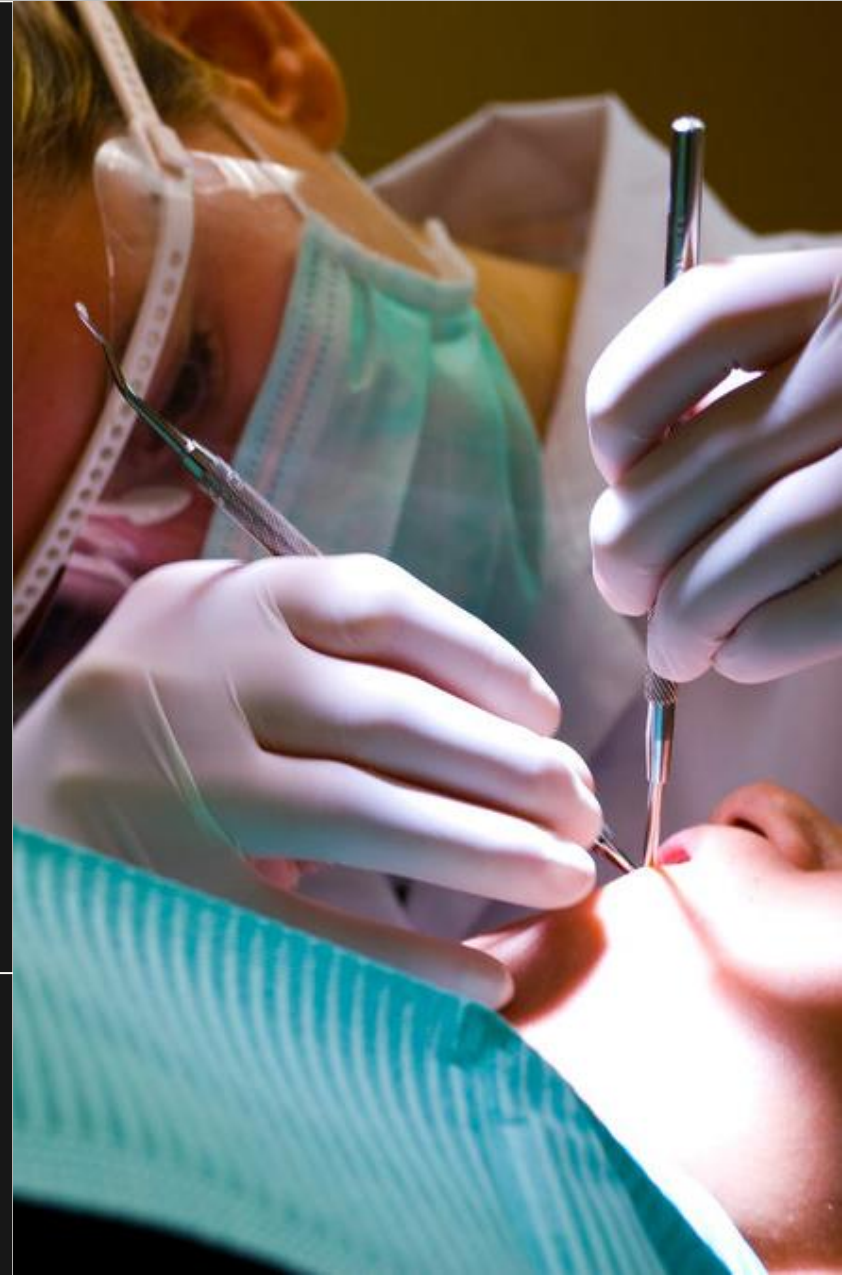
DENTAL SALARIES

DENTIST PAY	Median Salary	Cost of Living Adjusted
COLORADO	\$166,240	\$161,752
ARIZONA	\$194,180	\$173,403
TEXAS	\$162,360	\$175,186
NEW MEXICO	\$155,260	\$165,041
UTAH	\$133,320	\$130,387
UNITED STATES	\$170,950	\$170,950

Source: Becker’s Dental Review/US Bureau of Labor Statistics

DENTAL HYGENIST PAY	Median Salary	Cost-of-Living Adjusted
COLORADO	\$109,500	\$106, 763
ARIZONA	\$101,000	\$90,193
TEXAS	\$99,200	\$107,037
NEW MEXICO	\$95,900	\$101,942
UTAH	\$91,100	\$88,998
NATIONAL MEDIAN	\$98.100	\$98,100

MEDICAID



MEDICAID ECONOMICS AND MARKETPLACE

- Medicaid is not sustainable for practices that don't receive subsidies
- A dysfunctional Medicaid program does not exert demand on the dental marketplace
- This effectively limits market size resulting in fewer dentists and is a barrier to Medicaid patients receiving care

DEFICIENCIES IN THE CURRENT PROGRAM (BEYOND REIMBURSEMENT)

- Not comprehensive

Stop gap care is wasteful and costs more through repeated procedures and emergency room visits

- Disincentives to seek or provide care

Current rules are based on commercial “insurance” which disincentives care

- Dental “illiteracy” within the department

Dental is different in medical but there are almost no dentists in state government



CARING FOR THOSE WITH SPECIAL NEEDS

- Multiple improvements needed but improving Medicaid would help many
- Must cover accommodations
- Need for better surveillance

MEDICAID REIMBURSEMENT

Code		Description	Albuquerque	Santa Fe	Las Cruces	Roswell	Farmington	Gallup	Mean Average	Medicaid	Percentage	Increase to mean
D0120		periodic oral evaluation-established	\$ 65.00	\$ 66.00	\$ 63.00	\$ 64.00	\$ 66.00	\$ 65.00	\$ 64.83	\$ 28.40	44%	228%
D0140		limited oral evaluation - problem focused	\$ 97.00	\$ 97.00	\$ 94.00	\$ 94.00	\$ 97.00	\$ 97.00	\$ 96.00	\$ 30.67	32%	313%
D0150		comprehensive oral evaluation - new . . .	\$ 115.00	\$ 115.00	\$ 111.00	\$ 112.00	\$ 115.00	\$ 115.00	\$ 113.83	\$ 43.66	38%	261%
D0210		intraoral - comprehensive . . .radiographs	\$ 166.00	\$ 166.00	\$ 161.00	\$ 162.00	\$ 167.00	\$ 166.00	\$ 164.67	\$ 63.74	39%	258%
D0274		bitewings - four radiographs	\$ 80.00	\$ 81.00	\$ 78.00	\$ 79.00	\$ 81.00	\$ 80.00	\$ 79.83	\$ 36.89	46%	216%
D0330		panoramic radiographic image	\$ 142.00	\$ 142.00	\$ 138.00	\$ 139.00	\$ 143.00	\$ 142.00	\$ 141.00	\$ 55.48	39%	254%
D1110		prophylaxis - adult	\$ 114.00	\$ 114.00	\$ 110.00	\$ 111.00	\$ 114.00	\$ 114.00	\$ 112.83	\$ 48.42	43%	233%
D1120		prophylaxis - child	\$ 84.00	\$ 85.00	\$ 82.00	\$ 82.00	\$ 85.00	\$ 84.00	\$ 83.67	\$ 39.75	48%	210%
D1206		topical fluoride varnish	\$ 47.00	\$ 47.00	\$ 46.00	\$ 46.00	\$ 48.00	\$ 47.00	\$ 46.83	\$ 22.94	49%	204%
D2330		composite - one surface (ant)	\$ 213.00	\$ 214.00	\$ 207.00	\$ 208.00	\$ 214.00	\$ 213.00	\$ 211.50	\$ 73.17	35%	289%
D2331		composite - two surface (ant)	\$ 256.00	\$ 256.00	\$ 248.00	\$ 250.00	\$ 257.00	\$ 256.00	\$ 253.83	\$ 90.89	36%	279%
D2335		composite - four or more surfaces (ant)	\$ 393.00	\$ 394.00	\$ 381.00	\$ 384.00	\$ 395.00	\$ 393.00	\$ 390.00	\$ 134.57	35%	290%
D2391		composite - one surface (post)	\$ 227.00	\$ 228.00	\$ 220.00	\$ 222.00	\$ 229.00	\$ 227.00	\$ 225.50	\$ 59.98	27%	376%
D2392		composite - two surface (post)	\$ 291.00	\$ 292.00	\$ 282.00	\$ 284.00	\$ 292.00	\$ 291.00	\$ 288.67	\$ 79.57	28%	363%
D2740		crown - porcelain/ceramic	\$ 1,372.00	\$ 1,377.00	\$ 1,331.00	\$ 1,340.00	\$ 1,381.00	\$ 1,373.00	\$ 1,362.33	\$ 478.09	35%	285%
D2930		prefab stainless steel crown	\$ 331.00	\$ 332.00	\$ 321.00	\$ 324.00	\$ 333.00	\$ 331.00	\$ 328.67	\$ 123.45	38%	266%
D2950		core buildup, including . . .	\$ 331.00	\$ 332.00	\$ 321.00	\$ 324.00	\$ 333.00	\$ 331.00	\$ 328.67	\$ 119.23	36%	276%
D3310		endodontic therapy, anterior tooth	\$ 933.00	\$ 936.00	\$ 905.00	\$ 911.00	\$ 939.00	\$ 934.00	\$ 926.33	\$ 319.90	35%	290%
D3320		endodontic therapy, premolar tooth	\$ 1,069.00	\$ 1,073.00	\$ 1,037.00	\$ 1,044.00	\$ 1,076.00	\$ 1,070.00	\$ 1,061.50	\$ 410.86	39%	258%
D3330		endodontic therapy, molar tooth	\$ 1,296.00	\$ 1,301.00	\$ 1,258.00	\$ 1,266.00	\$ 1,304.00	\$ 1,297.00	\$ 1,287.00	\$ 515.54	40%	250%
D7140		extraction, erupted or exposed root	\$ 237.00	\$ 237.00	\$ 230.00	\$ 231.00	\$ 238.00	\$ 237.00	\$ 235.00	\$ 69.66	30%	337%
D7210		extraction, erupted tooth requiring flap	\$ 350.00	\$ 351.00	\$ 340.00	\$ 342.00	\$ 352.00	\$ 350.00	\$ 347.50	\$ 118.03	34%	294%
D7220		removal of impacted tooth, soft tissue	\$ 396.00	\$ 397.00	\$ 384.00	\$ 386.00	\$ 398.00	\$ 396.00	\$ 392.83	\$ 138.11	35%	284%
D7230		removal of impacted tooth, partially bony	\$ 491.00	\$ 493.00	\$ 476.00	\$ 480.00	\$ 494.00	\$ 491.00	\$ 487.50	\$ 171.17	35%	285%
D7240		removal of impacted tooth completely bony	\$ 591.00	\$ 594.00	\$ 574.00	\$ 578.00	\$ 595.00	\$ 592.00	\$ 587.33	\$ 201.86	34%	291%

COMPARING MEDICAID TO “REGULAR” PRICING

MEDICAID REIMBURSEMENT

Description	Albuquerque	Santa Fe	Las Cruces	Roswell	Farmington	Gallup	70th Percentile Average	NM Medicaid	Percentag e	"Break Even" (60%)	Increase to "BE"
periodic oral evaluation-established	\$ 71.00	\$ 71.00	\$ 69.00	\$ 69.00	\$ 71.00	\$ 71.00	\$ 70.33	\$ 28.40	40%	\$ 42.20	67%
limited oral evaluation - problem focused	\$ 104.00	\$ 104.00	\$ 101.00	\$ 102.00	\$ 105.00	\$ 104.00	\$ 103.33	\$ 30.67	30%	\$ 62.00	49%
comprehensive oral evaluation - new . . .	\$ 123.00	\$ 123.00	\$ 119.00	\$ 120.00	\$ 124.00	\$ 123.00	\$ 122.00	\$ 43.66	36%	\$ 73.20	60%
intraoral - comprehensive . . .radiographs	\$ 177.00	\$ 178.00	\$ 172.00	\$ 173.00	\$ 178.00	\$ 177.00	\$ 175.83	\$ 63.74	36%	\$ 105.50	60%
bitewings - four radiographs	\$ 85.00	\$ 85.00	\$ 83.00	\$ 83.00	\$ 86.00	\$ 85.00	\$ 84.50	\$ 36.89	44%	\$ 50.70	73%
panoramic radiographic image	\$ 153.00	\$ 154.00	\$ 149.00	\$ 150.00	\$ 154.00	\$ 153.00	\$ 152.17	\$ 55.48	36%	\$ 91.30	61%
prophylaxis - adult	\$ 123.00	\$ 123.00	\$ 119.00	\$ 120.00	\$ 124.00	\$ 123.00	\$ 122.00	\$ 48.42	40%	\$ 73.20	66%
prophylaxis - child	\$ 91.00	\$ 91.00	\$ 88.00	\$ 89.00	\$ 91.00	\$ 91.00	\$ 90.17	\$ 39.75	44%	\$ 54.10	73%
topical fluoride varnish	\$ 54.00	\$ 54.00	\$ 52.00	\$ 53.00	\$ 54.00	\$ 54.00	\$ 53.50	\$ 22.94	43%	\$ 32.10	71%
composite - one surface (ant)	\$ 229.00	\$ 230.00	\$ 222.00	\$ 224.00	\$ 230.00	\$ 229.00	\$ 227.33	\$ 73.17	32%	\$ 136.40	54%
composite - two surface (ant)	\$ 274.00	\$ 275.00	\$ 266.00	\$ 268.00	\$ 276.00	\$ 275.00	\$ 272.33	\$ 90.89	33%	\$ 163.40	56%
composite - four or more surfaces (ant)	\$ 417.00	\$ 419.00	\$ 405.00	\$ 408.00	\$ 420.00	\$ 418.00	\$ 414.50	\$ 134.57	32%	\$ 248.70	54%
composite - one surface (post)	\$ 245.00	\$ 246.00	\$ 238.00	\$ 239.00	\$ 247.00	\$ 245.00	\$ 243.33	\$ 59.98	25%	\$ 146.00	41%
composite - two surface (post)	\$ 312.00	\$ 313.00	\$ 303.00	\$ 305.00	\$ 314.00	\$ 312.00	\$ 309.83	\$ 79.57	26%	\$ 185.90	43%
crown - porcelain/ceramic	\$ 1,470.00	\$ 1,475.00	\$ 1,426.00	\$ 1,435.00	\$ 1,479.00	\$ 1,470.00	\$ 1,459.17	\$ 478.09	33%	\$ 875.50	55%
prefab stainless steel crown	\$ 355.00	\$ 356.00	\$ 344.00	\$ 347.00	\$ 357.00	\$ 355.00	\$ 352.33	\$ 123.45	35%	\$ 211.40	58%
core buildup, including . . .	\$ 359.00	\$ 360.00	\$ 348.00	\$ 350.00	\$ 361.00	\$ 359.00	\$ 356.17	\$ 119.23	33%	\$ 213.70	56%
endodontic therapy, anterior tooth	\$ 996.00	\$ 999.00	\$ 966.00	\$ 972.00	\$ 1,002.00	\$ 996.00	\$ 988.50	\$ 319.90	32%	\$ 593.10	54%
endodontic therapy, premolar tooth	\$ 1,136.00	\$ 1,140.00	\$ 1,102.00	\$ 1,109.00	\$ 1,143.00	\$ 1,136.00	\$ 1,127.67	\$ 410.86	36%	\$ 676.60	61%
endodontic therapy, molar tooth	\$ 1,386.00	\$ 1,391.00	\$ 1,345.00	\$ 1,354.00	\$ 1,395.00	\$ 1,387.00	\$ 1,376.33	\$ 515.54	37%	\$ 825.80	62%
extraction, erupted or exposed root	\$ 257.00	\$ 258.00	\$ 250.00	\$ 251.00	\$ 259.00	\$ 258.00	\$ 255.50	\$ 69.66	27%	\$ 153.30	45%
extraction, erupted tooth requiring flap	\$ 378.00	\$ 379.00	\$ 366.00	\$ 369.00	\$ 380.00	\$ 378.00	\$ 375.00	\$ 118.03	31%	\$ 225.00	52%
removal of impacted tooth, soft tissue	\$ 426.00	\$ 427.00	\$ 413.00	\$ 416.00	\$ 428.00	\$ 426.00	\$ 422.67	\$ 138.11	33%	\$ 253.60	54%
removal of impacted tooth, partially bony	\$ 525.00	\$ 527.00	\$ 510.00	\$ 513.00	\$ 528.00	\$ 526.00	\$ 521.50	\$ 171.17	33%	\$ 312.90	55%
removal of impacted tooth completely bony	\$ 641.00	\$ 643.00	\$ 622.00	\$ 626.00	\$ 645.00	\$ 641.00	\$ 636.33	\$ 201.86	32%	\$ 381.80	53%

**COMPARING MEDICAID TO "BREAK EVEN" PRICING
(BEFORE DENTISTS EARN ANYTHING)**

MEDICAID REIMBURSEMENT

Code	Description	Arizona	Arizona Rural	Colorado	Texas	NM Medicaid	Surrounding State Average	NM Standard Average	Percentage	Increase to Regional Average
D0120	periodic oral evaluation-established	\$ 29.74	\$ 32.71	\$ 31.76	\$30.59	\$ 28.40	\$ 31.20	\$ 64.83	91%	110%
D0140	limited oral evaluation - problem focused	\$ 39.36	\$ 39.36	\$ 44.00	\$18.78	\$ 30.67	\$ 35.38	\$ 96.00	87%	115%
D0150	comprehensive oral evaluation - new . . .	\$ 46.28	\$ 50.91	\$ 50.54	\$43.74	\$ 43.66	\$ 47.87	\$ 113.83	91%	110%
D0210	intraoral - comprehensive . . .radiographs	\$ 72.29	\$ 72.29	\$ 86.54	\$74.90	\$ 63.74	\$ 76.51	\$ 164.67	83%	120%
D0274	bitewings - four radiographs	\$ 34.28	\$ 37.71	\$ 30.58	\$36.70	\$ 36.89	\$ 34.82	\$ 79.83	106%	94%
D0330	panoramic radiographic image	\$ 61.90	\$ 61.90	\$ 54.11	\$67.63	\$ 55.48	\$ 61.39	\$ 141.00	90%	111%
D1110	prophylaxis - adult	\$ 54.36	\$ 54.36	\$ 80.74	\$58.19	\$ 48.42	\$ 61.91	\$ 112.83	78%	128%
D1120	prophylaxis - child	\$ 44.44	\$ 48.88	\$ 60.49	\$38.96	\$ 39.75	\$ 48.19	\$ 83.67	82%	121%
D1206	topical fluoride varnish	\$ 22.12	\$ 24.33	\$ 34.75	\$21.16	\$ 22.94	\$ 25.59	\$ 46.83	90%	112%
D2330	composite - one surface (ant)	\$ 84.08	\$ 84.08	\$ 104.68	\$80.38	\$ 73.17	\$ 88.31	\$ 211.50	83%	121%
D2331	composite - two surface (ant)	\$ 105.33	\$ 105.33	\$ 129.54	\$106.52	\$ 90.89	\$ 111.68	\$ 253.83	81%	123%
D2335	composite - four or more surfaces (ant)	\$ 152.73	\$ 152.73	\$ 191.64	\$172.61	\$ 134.57	\$ 167.43	\$ 390.00	80%	124%
D2391	composite - one surface (post)	\$ 80.90	\$ 80.90	\$ 107.82	\$85.19	\$ 59.98	\$ 88.70	\$ 225.50	68%	148%
D2392	composite - two surface (post)	\$ 97.72	\$ 107.49	\$ 137.78	\$111.65	\$ 79.57	\$ 113.66	\$ 288.67	70%	143%
D2740	crown - porcelain/ceramic	\$ 554.80	\$ 554.80	\$ 703.19	\$252.25	\$ 478.09	\$ 516.26	\$ 1,362.33	93%	108%
D2930	prefab stainless steel crown	\$ 139.38	\$ 153.32	\$ 131.77	\$158.11	\$ 123.45	\$ 145.65	\$ 328.67	85%	118%
D2950	core buildup, including . . .	\$ 131.38	\$ 131.38	\$ 132.38	\$43.00	\$ 119.23	\$ 109.54	\$ 328.67	109%	92%
D3310	endodontic therapy, anterior tooth	\$ 372.58	\$ 372.58	\$ 662.28	\$360.65	\$ 319.90	\$ 442.02	\$ 926.33	72%	138%
D3320	endodontic therapy, premolar tooth	\$ 442.47	\$ 442.47	\$ 759.95	\$417.91	\$ 410.86	\$ 515.70	\$ 1,061.50	80%	126%
D3330	endodontic therapy, molar tooth	\$ 546.14	\$ 546.14	\$ 918.62	\$632.45	\$ 515.54	\$ 660.84	\$ 1,287.00	78%	128%
D7140	extraction, erupted or exposed root	\$ 87.59	\$ 96.35	\$ 106.89	\$67.92	\$ 69.66	\$ 89.69	\$ 235.00	78%	129%
D7210	extraction, erupted tooth requiring flap	\$ 133.09	\$ 133.09	\$ 171.05	\$104.15	\$ 118.03	\$ 135.35	\$ 347.50	87%	115%
D7220	removal of impacted tooth, soft tissue	\$ 157.55	\$ 157.55	\$ 196.65	\$159.56	\$ 138.11	\$ 167.83	\$ 392.83	82%	122%
D7230	removal of impacted tooth, partially bony	\$ 199.33	\$ 199.33	\$ 247.35	\$182.36	\$ 171.17	\$ 207.09	\$ 487.50	83%	121%
D7240	removal of impacted tooth completely bony	\$ 233.39	\$ 233.39	\$ 290.26		\$ 201.86	\$ 252.35	\$ 587.33	80%	125%

COMPARING NM MEDICAID TO NEIGHBORING STATES

HOW CAN WE FIX DENTAL MEDICAID?

Emergency increase of
25% in reimbursement
rates

Indexing increase to 70%
of NDAS 70th percentile

Legislative taskforce to
recommend institutional
changes

DENTAL MALPRACTICE REFORM

- Dentists were not included in 1976 by choice
- Since the form changed, dentistry has sought inclusion in 2011, 2023, 2026



AWARDS IN NM ARE GREATER THAN SURROUNDING STATES

2025 CASES	CASES PER 100,000
TEXAS (56 CASES)	.18
UTAH (11)	.31
COLORADO (19)	.32
NEW MEXICO (7)	.33
ARIZONA	.40

2019-2025 CASES	AVERAGE AWARD	AWARDS OVER \$1 MIL
NEW MEXICO (66)	\$238,636	5
ARIZONA (167)	\$145,269	3
COLORADO (129)	\$135,348	2
UTAH (93)	\$106,881	1
TEXAS (359)	\$100,389	4

HOW EXCLUSION HURTS PATIENTS AND DENTISTS

- **Workforce stability**

Dentists are leaving and new ones are not being attracted

- **Access to trauma and specialized care**

Critical surgery and special needs care is most impacted

- **Access to all types of care**

Specialties are most at risk for getting reasonable coverage

- **Risk of unrecoverable ruin**

While large awards are relatively uncommon the size can devastate individual practices especially in rural communities

WHY A SEPARATE SOLUTION MAKES SENSE

Risk for most dentists is significantly lower

Solution without the Patient Compensation Fund

Not part of complicated medical negotiations

WHAT A SEPARATE SOLUTION MIGHT LOOK LIKE

- Utilize higher liability limits with available insurance
- Use of high deductible commercial “major liability” coverage as alternative to PCF
- Improved mediation of many reasonable claims



OTHER ISSUES OF INTEREST

- Interstate Practice Compact
- Gross Receipts Tax
- Insurance Reform
- Mission of Mercy

November 6-7, Tingley Coliseum, ABQ



QUESTIONS



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