

**Name of Organization leading the project/looking for funding:** Tri-County Community Dental Clinic, Inc.  
**Assigned Application Number:** 40

**Organization:** Tri-County Community Dental Clinic, Inc.

**CEO/Executive Director/Organization Leader:** Sandy Drexler

**Name of person completing survey:** Sandy Drexler

**Email:** sdrexler@tricountydental.org

**Phone:** 920.882.9989

**Type of organization requesting funding:** Non-profit organization

**Organization's mission statement (if applicable):** Tri-County Dental is a volunteer-based dental clinic whose mission is to provide quality oral health care in a caring and compassionate manner. We serve individuals in Calumet, Outagamie, and Winnebago counties whose access to dental health care is limited due to income constraints or receiving Medicaid benefits. Our focus is on children and providing quality care and education early so they maintain a healthy mouth throughout their lives.

**Does the organization conduct a third-party financial audit?** Yes

**Describe the general scope of the project for which funding would be requested:** Funds will be used to purchase items with three main focuses: an enhanced patient experience through updated tools; environmental and financial sustainability and emergency and disaster preparedness for the clinic property; financial stability with permanent mobile clinic storage.

1. Updated dental equipment and supporting technology to modernize our resources. These items will make us more attractive to our three groups who provide dentistry: Tri-County Dental Fellows; Marquette University School of Dentistry students; and volunteer dentists, who provide services and teach and supervise the students. With cutting-edge technology, we can compete for higher-caliber Fellows – recent dental school graduates who spend a year honing their skills and doing approximately 40% of our dentistry. Marquette University School of Dentistry, whose students provide a roughly one-third of our dentistry, consistently updates its equipment, and we need to stay current to be one of their off-site partners. The new technology can increase the number of volunteer dentists we have. For some, they will be able to use the technology they rely on in their office, making it more comfortable and easier to volunteer. For those who aren't using the new technology, it will allow them to be exposed to it without having to make the significant financial investment. More dentists using newer technology can improve dental services for us all. Here are the specifics:

**Name of Organization leading the project/looking for funding:** Tri-County Community Dental Clinic, Inc.  
**Assigned Application Number: 40**

o Treat dental decay – dental lasers, electric handpieces

☑ Tooth decay is the second most common disease, after the common cold. Lasers remove decay without shots and the sound of drilling, reducing patient anxiety, especially with children who comprise 75% of our patients.

☑ Not all decay can be removed with lasers. Electric handpieces are a more recent innovation to remove decay and are the technology dental schools are currently using and/or moving to.

o Produce highly accurate dental images with 10 times less radiation using Cone Beam Computer Tomography (CBCT). Both hard and soft tissue images are captured, allowing for more accurate and safer diagnoses.

o Create crowns and flippers (removable artificial teeth) with a 3D printer. Priority will be given to children and veterans who have had front teeth removed, improving their self-confidence and self-esteem and the integrity of their mouth structure and bite. This will be a new service for us, and one we can do in our office in one visit, highly desirable so adults miss less work.

o Enhanced computer servers are a necessary one-time purchase to support any or all of the new lasers, CBCT and 3D printer.

o Intra-oral cameras and screens and televisions in each of our 13 operatories will be used to educate patients, reduce anxiety and enhance the patient experience. The cameras create images that can be projected onto the screen to show the patient the issues with their teeth or the great care they've been taking of their mouth. While the dental work is being done, the television can be used to watch videos, shows or movies to provide a distraction for the patient.

o Monitors in the lobby can be used to educate patients and patients' parents, as they are a captive audience when waiting for their children. We would like to use this time to provide education about good dental care. Daily dental care for kids is something that requires parental knowledge and follow up and makes a significant difference in children's outcomes. The current monitor in the team

**Name of Organization leading the project/looking for funding:** Tri-County Community Dental Clinic, Inc.  
**Assigned Application Number:** 40

conference room can't be seen by all team members when we gather for a training or education. It would be beneficial to have a screen that is visible to all.

- o Phones and computers – our current phone system is decades old. A new system will allow us to contact patients using enhanced text technology and to mask when personal cell phones are used for follow up. Our computers are four years old and the infrastructure behind them is older. We'd like to improve our overall efficiency with updated computers.

2. Improve the environmental and financial sustainability of the clinic; prepare for disasters

- o Using solar technology would bring down our clinic's electric bills and generate 85% of the power we consume, dropping our bills from \$5,000 to \$750 a year. As our roof is 20 years old, we would replace the roof before installing the solar panels.

- o The addition of a generator would position the clinic to provide patient care during emergencies and disasters. Treating dental and other minor emergencies in our clinic would keep people out of hospital emergency departments so their attention can be focused on the most critical patients. We could also provide shelter, should it be needed.

3. Provide consistent storage for the mobile clinic, increasing our financial and physical stability.

- o Historically, we have used donated or leased space for our mobile clinic. In the last three years, we have stored the mobile clinic in three different locations, one of which is 30 miles away from our clinic and further from the schools we serve. The mobile clinic is essential to our ability to treat kids in their schools and is a \$700,000 unit that needs to have a heated storage space to protect the dental equipment to keep it from freezing and breaking. The facility needs floor drains to remove safely the waste liquid and a water source to fill the tanks. To have our own permanent storage space with close proximity to our partner schools would be a game-changer and provide needed stability.

A spreadsheet specifically outlines the cost of each component of the overall proposal.

**Name of Organization leading the project/looking for funding:** Tri-County Community Dental Clinic, Inc.  
**Assigned Application Number:** 40

**Who will lead the project (Internal, City, Winnebago County, State of WI...)?** Internal. Can be done in collaboration with Winnebago County Health Department

**Where is the primary location of the project?** 9 Tri-Park Way, Appleton, with the mobile clinic visiting 13 schools in Oshkosh and 11 in Neenah as well as the Boys and Girls Clubs in Oshkosh and Menasha.

**How many total individuals would this project serve each year?** In 2022, care was provided during 4,720 patient visits to our fixed-site and mobile clinics from Menasha, Neenah and Oshkosh residents. Each year, about 40% of our patients are from Winnebago County.

**What areas (cities/regions/school districts) of Winnebago County will the project serve?** We partner with the Oshkosh and Neenah School districts for our Robert Glass Focus on the Children school-based program giving free dental care on our mobile clinic to 25 Winnebago County schools. At the fixed-site clinic, we treat qualifying Winnebago C

**Please describe the lasting impact of this project on the community:** The impact of this investment in our equipment, facilities and infrastructure will keep increasing over time, as the equipment upgrades will allow us to:

- Attract higher-quality Fellow program candidates, who will produce better and faster dentistry in their tenure, serving more patients and improving the quality of care.
- Strengthen our relationship with Marquette University School of Dentistry.
- Update our dental technology, so we can recruit more volunteer dentists.
- Improve the patient experience so visit consistency increases, resulting in a reduction in the number of cavities and large cavities and extractions needed. When we reduce or remove dental pain, children are more likely to pay attention and do better in school, adults can be more productive and spend less time away from work, and patients' quality of life is improved. The clinic operating costs will decrease as the use of solar energy will substantially lower clinic electric bills, more than overcoming any additional draw that the new equipment will have. In the event of an emergency or disaster in our community, the clinic will be able to address people's dental needs, be used to treat other patients if needed, and can provide shelter.

**Name of Organization leading the project/looking for funding:** Tri-County Community Dental Clinic, Inc.  
**Assigned Application Number:** 40

**In what stage is the project?** Ready to implement

**What is the estimated completion date?** 45536

**Estimated cost of the entire project:** 807250

**Requested amount (range) from Winnebago County Spirit Fund:** 403625

**Other than Spirit funds, how will the project be funded:** Conversations with two of our largest funders have indicated that these are the types of projects they like to fund. They can't promise future funds, but said they feel good about this. The Tri-County Dental Board of Directors has agreed to cover costs

**Is completion of the project dependent on receiving the full amount requested?** No. While some of the dental equipment upgrades would require computer infrastructure to support them, any of the components can be funded separately.

**Has the organization received any type of government (local, state, or federal) funding in the past 2 years? if so, please list** Wisconsin Healthcare Infrastructure Grant - \$160,000 in 2022 toward the purchase of dental chairs that cost \$236,000.

Wisconsin Department of Health Services - \$75,000 in 2023 for salaries and dental supplies; \$29,858 in 2021 for general support.

F

**What portion of the project will be or is anticipated to be funded by local, state or federal government funding?** 0.5

**List any ARPA funding received from other cities, counties or municipalities:** None

**Who will be responsible for any ongoing maintenance of the project?** Tri-County is responsible and has an experienced property manager and dental service technicians.

**Will this increase the organizations operating expenses, if so, please explain how that will be maintained?** Operating cost increases would be in our energy costs. Our proposal is designed specifically so any energy cost increase will be covered by the solar panels, which will also reduce significantly our overall expenses.

**Name of Organization leading the project/looking for funding:** Tri-County Community Dental Clinic, Inc.  
**Assigned Application Number:** 40

CBCTs, dental lasers and electric handpieces have lifespans that should last several decades. All dental equipment requires maintenance, which we build into our budget every year.

Owning storage for our mobile clinic will eliminate the lease that we currently have. We already pay for electricity and water, so those costs won't change.

**Name of Organization leading the project/looking for funding:** Tri-County Community Dental Clinic, Inc.  
**Assigned Application Number:** 40

**Project Information as Sorted by Citizen Panel as of 9/5/2023**

**R/Y/G and original Application number:** 40

**Request from:** Tri-County Community Dental Clinic, Inc.

**Type of project:** Hardware upgrades

**General Scope of Project:** Hardware/Technology?

**Project Lead:** Internal. Can be done in collaboration with Winnebago County Health Department

**Primary location:** 9 Tri-Park Way, Appleton, with the mobile clinic visiting 13 schools in Oshkosh and 11 in Neenah as well as the Boys and Girls Clubs in Oshkosh and Menasha.

**# of individuals served by project:** In 2022, care was provided during 4,720 patient visits to our fixed-site and mobile clinics from Menasha, Neenah and Oshkosh residents. Each year, about 40% of our patients are from Winnebago County.

**Areas served:** We partner with the Oshkosh and Neenah School districts for our Robert Glass Focus on the Children school-based program giving free dental care on our mobile clinic to 25 Winnebago County schools. At the fixed-site clinic, we treat qualifying Winnebago C

**Lasting impact:** The impact of this investment in our equipment, facilities and infrastructure will keep increasing over time, as the equipment upgrades will allow us to:

- Attract higher-quality Fellow program candidates, who will produce better and faster dentistry in their tenure, serving more patients and improving the quality of care.
- Strengthen our relationship with Marquette University School of Dentistry.
- Update our dental technology, so we can recruit more volunteer dentists.
- Improve the patient experience so visit consistency increases, resulting in a reduction in the number of cavities and large cavities and extractions needed. When we reduce or remove dental pain, children are more likely to pay attention and do better in school, adults can be more productive and spend less time away from work, and patients' quality of life is improved. The clinic operating costs will decrease as the use of solar energy will substantially lower clinic electric bills, more than overcoming any additional draw that the new equipment will have. In the event of an emergency or disaster in our community, the clinic will be able to address people's dental needs, be used to treat other patients if needed, and can provide shelter.

**Completion Date:** Sep-24

**Name of Organization leading the project/looking for funding:** Tri-County Community Dental Clinic, Inc.  
**Assigned Application Number: 40**

**Project Stage:** Ready to implement

**Project Cost:** \$807,250

**Requested Amount:** 403,625

**Other Funding:** Conversations with two of our largest funders have indicated that these are the types of projects they like to fund. They can't promise future funds, but said they feel good about this. The Tri-County Dental Board of Directors has agreed to cover costs

**Is full Amt Required:** No. While some of the dental equipment upgrades would require computer infrastructure to support them, any of the components can be funded separately.

**Other Govt. Funding:** Wisconsin Healthcare Infrastructure Grant - \$160,000 in 2022 toward the purchase of dental chairs that cost \$236,000.

Wisconsin Department of Health Services - \$75,000 in 2023 for salaries and dental supplies; \$29,858 in 2021 for general support.

Federal Department of Health & Human Resources Administration - \$6,830 in 2021 for general support.

**Portion funded by local, state or federal government funding:**

50%

**Other ARPA Funds:** None

**Ongoing Maint:** Tri-County is responsible and has an experienced property manager and dental service technicians.

**Increase to Operational budget:** Operating cost increases would be in our energy costs. Our proposal is designed specifically so any energy cost increase will be covered by the solar panels, which will also reduce significantly our overall expenses.

CBCTs, dental lasers and elect

**Legacy:** impact of service

**One-time funding:** yes

**Geographic service area:** Neenah and Oshkosh

**Other funding:** Conversations with two of our largest funders have indicated that these are the types of projects they like to fund. They can't promise future funds, but said they feel good about this. The Tri-County Dental Board of Directors has agreed to cover costs

**Notes:** Technology/hardware we feel since they cover 3 counties, the ask should be for 1/3 of the project. They do list details so specific programs/projects could be selected



**Name of Organization leading the project/looking for funding:** Tri-County Community Dental Clinic, Inc.  
**Assigned Application Number:** 40

**GOVT: Debt Avoidance:** N/A

**Sustainability focused:** N/A

**ER Response:** N/A

**Water Quality:** N/A

**Quality of Life:** N/A

**Funding to assist private investor:** N/A

