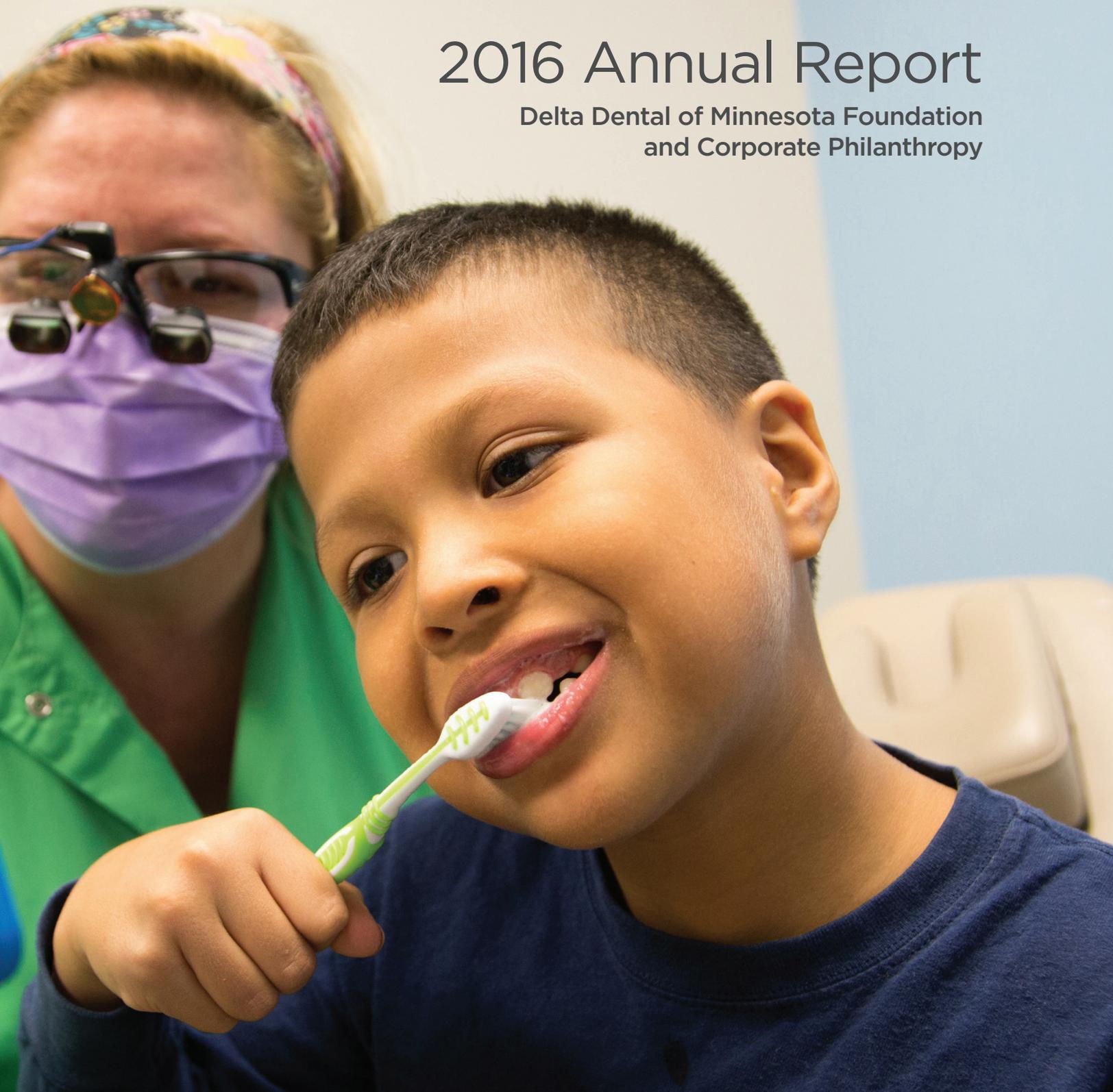


2016 Annual Report

Delta Dental of Minnesota Foundation
and Corporate Philanthropy



A letter from Rodney A. Young, CEO and President, Delta Dental of Minnesota

At Delta Dental of Minnesota, we believe that philanthropic giving improves lives and enhances our communities. We know that when we invest in service, innovation and education, we build stronger communities, healthier individuals, and brighter futures for all Minnesotans.

Delta Dental of Minnesota is committed to doing our part to strengthen the communities we serve. That's why we're a leader in corporate philanthropy - not just investing hundreds of thousands of dollars in grants and scholarships each year, but matching our employees' donations to nonprofits - thereby doubling their impact - and prioritizing opportunities for our employees to give back.

This year, we:



Gave more than \$750,000 in grants, sponsorships and product donations to organizations and programs that support Minnesota communities.



Donated more than 100,000 toothbrushes.



Matched \$16,000 of our employees' donations to Minnesota nonprofits important to them

Each year, I'm inspired by the profound work of the organizations that we support, and 2016 was no different. I'm looking forward to what we can achieve together in 2017.

Rodney A. Young
Chief Executive Officer
and President Delta Dental of Minnesota

Highlighted corporate giving

Delta Dental of Minnesota's mission is to help ensure access to quality, affordable dental care that meets our members' needs. Ultimately, our goal is to improve overall health through oral health. Examples of organizations we support include:

The Citizens League

In 2016, Delta Dental of Minnesota supported a Citizens League effort to engage seniors in learning how to stay healthy and active in their home and community with a \$100,000 donation to their CALLING HOME: HEALTHY AGING PROGRAM.

The Citizens League is partnering with Twin Cities PBS (TPT) for this program. The grant will help the Citizens League facilitate a series of community conversations on healthy aging, and partner with TPT to produce and disseminate messages and short videos to the public.

The Sanneh Foundation

The Sanneh Foundation is a nationally recognized organization which works to empower the Twin Cities' diverse youth by supporting educational attainment through in-school and out-of-school-time support and programs. Each summer, the Sanneh Foundation provides free sports camps for thousands of low-income youth.

In 2016, Delta Dental of Minnesota granted the Sanneh Foundation \$10,000 to help fund youth activities for children aged 6-12 years, as well as donated \$7,000 in oral health items to support the program's oral health education unit.



Delta Dental of Minnesota Foundation mission

Delta Dental of Minnesota Foundation is the largest Minnesota foundation with a mission to support oral health. We work to expand access to dental care for underserved populations across Minnesota by primarily investing in programs and organizations that provide dental care to people in need.

Since 2009, the foundation has given nearly \$24 million to support organizations that work to increase access to dental care and education for underserved Minnesotans. In pursuit of this goal, our foundation focuses on three pillars of investment:



Safety Net Clinics



Workforce Development



Prevention & Education





A letter from our foundation Board Chair and Executive Director

In 2009, Delta Dental of Minnesota's parent sold a company and used 100 percent of the proceeds to establish and fund Delta Dental of Minnesota Foundation. Since its inception, the foundation has invested nearly \$24 million to improve the oral health of the thousands of Minnesotans who are too often unable to receive care.

The mouth is the gateway to our overall health; more than 120 medical conditions can be detected with a simple dental exam. The evidence is clear: oral health is crucial to overall health – and we believe all Minnesotans, regardless of location, economic situation or age, deserve a healthy smile.

Like any charitable organization committed to its mission, we seek to make the biggest possible impact. To that end, we focus on access to better health through three strategic pillars of investment: prevention, safety net clinics and workforce.

We know that we can be most effective when we are working to **stop oral health issues before they occur**. That's why we invest in nonprofits that provide oral health education to children in their most formative years, when understanding how to care for their teeth, and why it matters, is most effective. It's also why we support efforts to provide crucial preventive care, including dental sealants, X-rays and varnishes, to underserved Minnesotans.

Thousands of Minnesotans go without basic oral health care simply because of where they live or how much they earn. Our overarching goal is to ensure all Minnesotans have access to quality care. **That's why we invest in programs that increase access to care, educate people about prevention, and develop the dental workforce** – whether that's studying the effects of dental therapy, providing significant incentives for dentists to practice in Greater Minnesota, or helping clinics that serve populations in need to expand their reach.

In 2016, we awarded nearly \$3.6 million to Minnesota nonprofits that work to improve oral health for all Minnesotans. We have worked hard to ensure that every single dollar goes to its highest use, investing in a solid foundation for the future of dental care in Minnesota. The work in 2016 was both impactful and promising, and we hope to achieve even more in 2017.

Thank you for your interest in our annual report. To learn more about our work, visit DeltaDentalMN.org/Delta-Dental-of-Minnesota-Foundation.

Kim Mageau
Board Chair
Delta Dental of Minnesota Foundation

Joseph Lally
Executive Director
Delta Dental of Minnesota Foundation

Our overarching goal is to ensure all Minnesotans have access to quality care.



First-graders discover the contents of their Smiles at School backpacks.

Welcome Kim Mageau: our new foundation Board Chair

In September, Kim Mageau began her new position as Delta Dental of Minnesota Foundation Board Chair. As the current Vice Chair of the Board of Directors for both Delta Dental of Minnesota and Stratacor, Mageau has long been involved in the Delta Dental community.

Mageau has an extensive history in philanthropy and health care which, among several other examples, includes previous board positions on Ronald McDonald House and Community Health Charities, and serving as the former President and CEO of Community Health Charities, Magellan Pharmacy Solutions and Prime Therapeutics.

“I look forward to the work we can do and the impact we can make in the upcoming year,” said Mageau. **“Delta Dental of Minnesota Foundation serves so many Minnesotans in need, truly improving lives through oral health, and I’m so honored to be a part of that mission.”**

Delta Dental Oral Health Center at HCMC

“This grant makes it possible to greatly expand access for the most underserved patients,” said Mary Seieroe, DDS, HCMC Chief of Dentistry. “The support from Delta Dental of Minnesota Foundation enables us to create an oral health care center of excellence in our new medical clinic and specialty center. This partnership will help HCMC lead in establishing best practices for integration of dental and medical care.”

In March, work began on a Delta Dental of Minnesota Foundation-funded oral health care clinic at Hennepin County Medical Center’s new \$220 million outpatient clinic and specialty building.

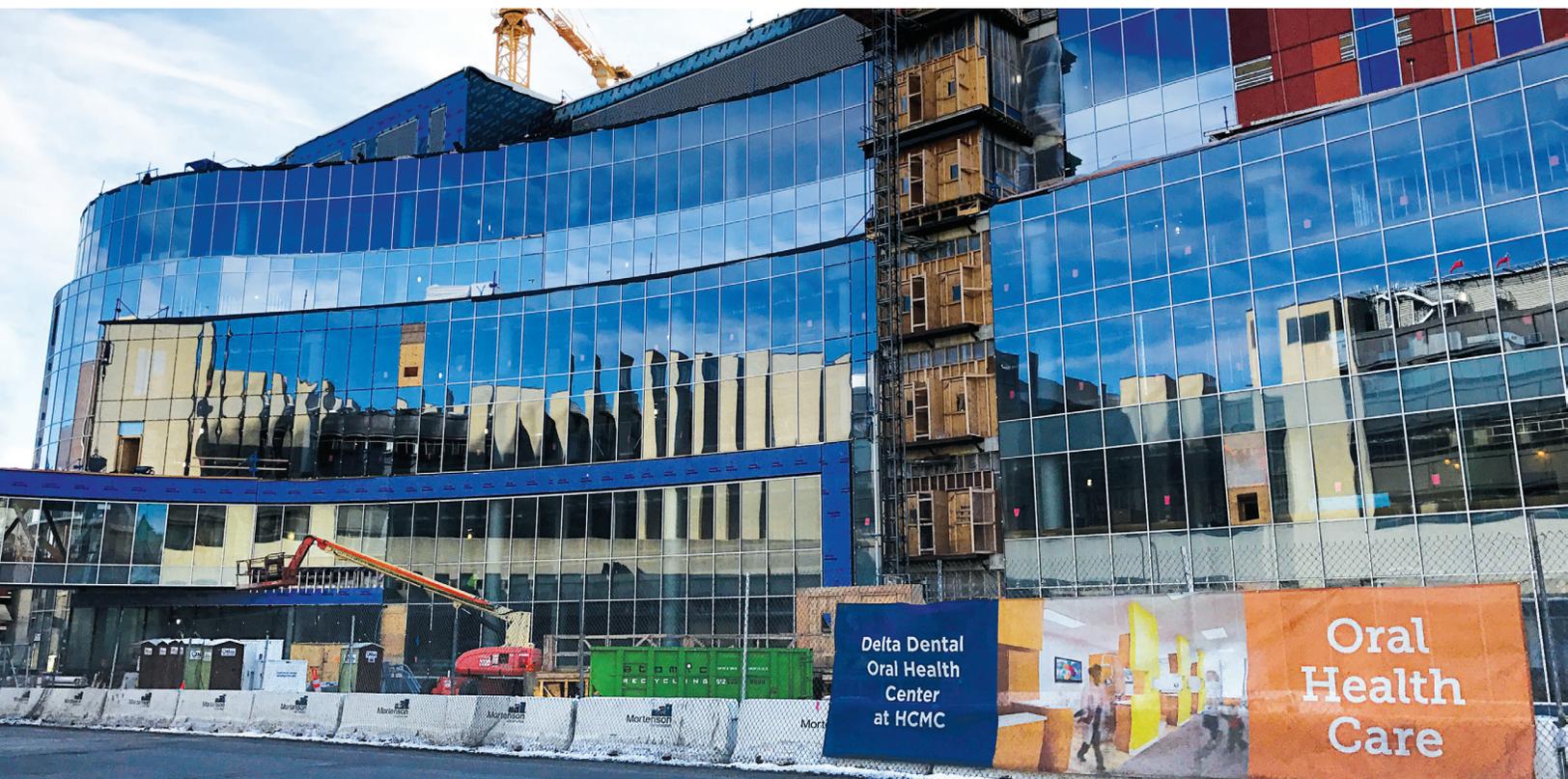
In addition to funding the new clinic, the grant will also fund in-clinic dental services for the highly complex patients who receive care in the HCMC Coordinated Care Clinic.

HCMC and Delta Dental of Minnesota Foundation have long been partners, each with a commitment to improving the oral and overall health of Minnesotans with the most need.

The new initiative is one of many efforts that they have partnered on.

Funded by a \$4.6 million foundation grant, the Delta Dental Oral Health Center at HCMC will:

- **Provide enhanced patient-centered care for all patients, particularly children and people with special needs**
- **Provide an additional 11,000 visits annually over HCMC’s current clinic - a 60 percent increase**
- **Provide a total of 27,500 patient visits each year, 85 percent of whom are uninsured or covered by public programs**





\$1 million grant goes to work for thousands of Rochester-area families in need

For more than three decades, Community Dental Care has worked to bring quality dental care to underserved Minnesotans, becoming one of the state's largest nonprofit dental clinics. In October, Delta Dental of Minnesota Foundation granted Community Dental Care \$1 million to help build a new clinic in Rochester, expanding access to quality dental care for thousands of Southeastern Minnesota children and adults in need. The grant was the largest the organization had ever received.

When open, the 18-chair clinic is expected to serve an additional 10,000 people each year through 35,000 visits. The services will be targeted to low-income families and people living in poverty, including many enrolled in public programs.

Currently, Community Dental Care's small, six-chair clinic in Rochester has a list of patients who are waiting two months for a dentist appointment and seven months for a hygienist.

The clinic is expected to open in September 2018.

“The need for dental services in Rochester and our surrounding communities is enormous,” said Dr. Vacharee Peterson, CEO of Community Dental Care. “Too many people are going without even a simple exam, which can prevent the need for serious or emergency dental procedures in the future. This new clinic will transform dental care access for thousands of these children and families in need.”



Bringing dental expertise to communities in need

In 2015, Delta Dental of Minnesota Foundation kick-started a loan repayment for service program in an effort to attract dentists to Minnesota communities in need of health care professionals. Called Dedicated to Minnesota Dentists, the program repays up to \$200,000 in student loan debt to graduated dentists who commit to serving at least 15 percent of their patients through public programs, and practicing in underserved Minnesota communities for at least five years.

Equipped with the majority of their dental degree loans repaid, two newly graduated dentists brought their bright talent and energy this year to Minnesota communities where dentists are often hard to find, with a commitment to practice there for five years and provide care for individuals on public programs.

“Through this program, we hope to help create long-term solutions that strengthen our communities through quality oral health care,” said Joe Lally, Executive Director of Delta Dental of Minnesota Foundation.

In its first year, the program placed four dentists in Warroad, Ely, Mora and Benson. In 2016, the foundation chose two more dentists – one who is now practicing in International Falls and the other in Deerwood. The foundation works with the Minnesota Dental Foundation to promote the program and select applicants. So far, Delta Dental of Minnesota Foundation has invested \$1.2 million to ensure the program’s success. During 2016, recipients combined served 5,000 individual patients. On average, 22 percent of their patients were enrolled with public programs.

Nearly 60 Minnesota counties include communities that are federally designated as Dental Health Professional Shortage Areas, leaving thousands of Minnesotans without easy access to care. Through these loan repayments, we’re working to build lasting dentist relationships throughout these communities. For more information visit www.dedicatdmndentists.org.



Recipients of the Loan Repayment Program:
Christine Lucachick and Anna Carr

Pioneering practice of dental therapy gets a boost at Normandale and U of M with foundation grants

A \$300,000 foundation investment, 18 potential scholars, and 2 higher education institutions are all working together to broaden access to crucial oral health services for Minnesotans in need.

In 2016 Delta Dental of Minnesota Foundation approved two \$150,000 grants – one to Normandale Community College and the other to the University of Minnesota, to create a scholarship program for dental therapy students committed to serving underserved patients. The scholarship program is expected to fund six students at the University of Minnesota and 12 at Normandale Community College in partnership with Metropolitan State University.

Dental therapists are professional members of a dental team who provide essential treatment and prevention services, with a focus on reaching patients who often are

unable to attain care. Integrated as an official part of a dental team, dental therapists can help local dentist offices to serve an increased number of public program patients, many of whom would not be able to receive care at all.

Minnesota is leading in the practice of dental therapists. In 2009, Minnesota was the first state in the nation to pass legislation to authorize licensure of dental therapists as a member of the dental care team.



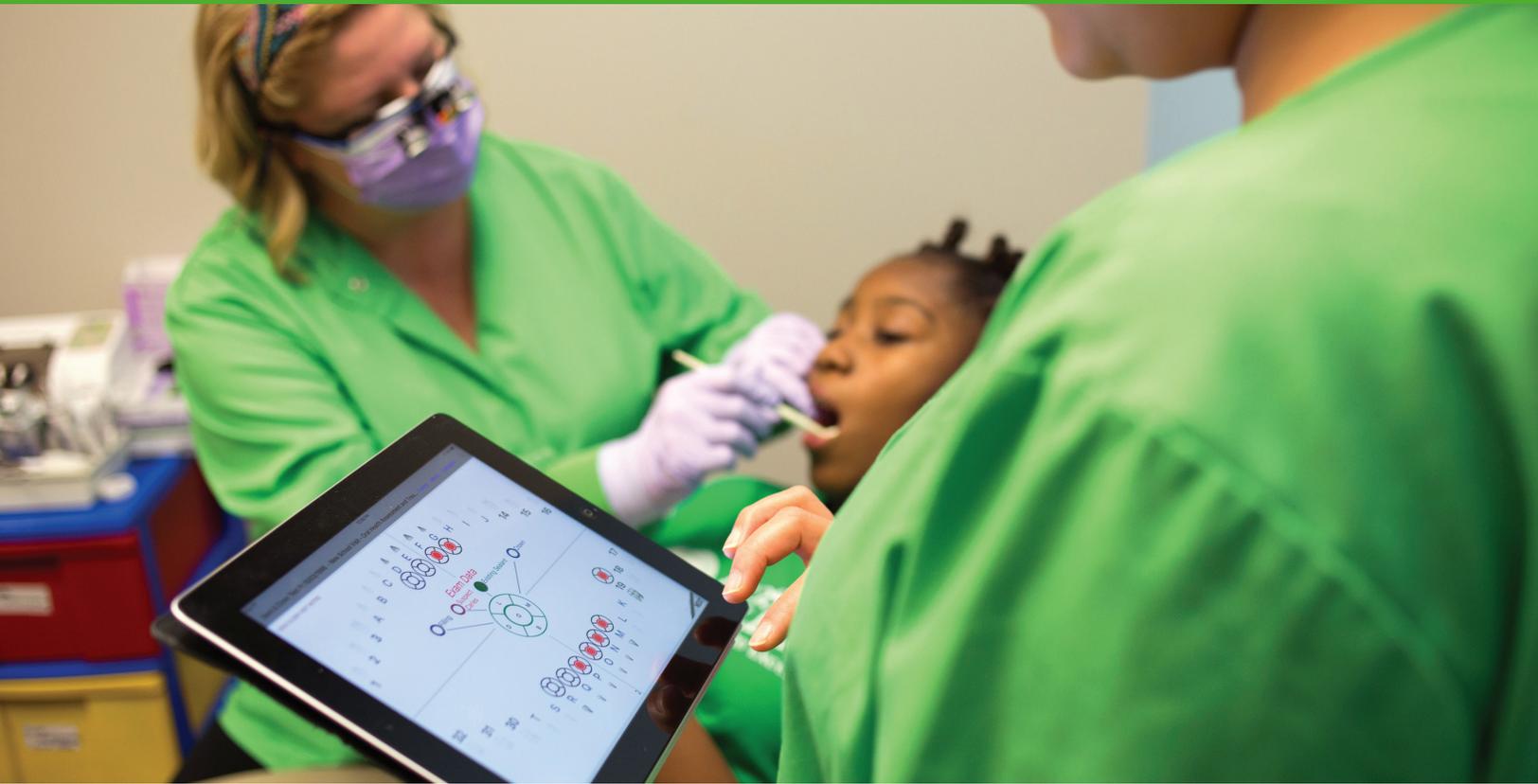
Smiles at School reaches 55,000 Minnesota first-graders

Since fall 2013, Delta Dental of Minnesota Foundation's Smiles at School second-grade program has provided dental sealants to more than 6,000 second-graders at risk for tooth decay.

In 2016, Delta Dental of Minnesota Foundation added to the initiative, kicking off its Smiles at School first-grade program. More than 55,000 backpacks filled with fun oral health items were delivered to nearly every single first-grader in Minnesota. The backpacks contained tools to help children keep their teeth healthy, including a toothbrush, fluoridated toothpaste, water bottle, educational booklet, and other fun items. Their teachers – representing more than 700 schools in every corner of the state – received free lesson plans and worksheets, and access to free oral health video lessons online.

“Despite easy prevention, tooth decay is among the most common chronic childhood diseases – even more common than asthma or allergies,” said Joe Lally, Executive Director of Delta Dental of Minnesota Foundation. **“Half of Minnesota’s third-graders have experienced tooth decay, which disproportionately affects children from low-income families and makes concentrating on learning difficult. With sealants, fluoride and education, we could greatly reduce tooth decay in school-age children.”**





At-risk kids get oral health care at school

Since 2013, Ready, Set, Smile has provided oral health education and care, including sealants and varnish, to children in some of Minneapolis' most impoverished schools. Through education and professional services, Ready, Set, Smile has reduced the rate of children with untreated decay from 47 percent to 25 percent in 3 years.

In 2016, Delta Dental of Minnesota Foundation granted \$35,000 to the Ready, Set, Smile program to establish programs in two additional Minneapolis schools and to fund services there.

At each visit, children receive teeth cleaning, sealant and fluoride treatments, simple decay-controlling procedures, and oral hygiene instruction.

“Through our good work, we are seeing the rewards of healthier and more prepared children when it comes to their oral health. We are so thankful to Delta Dental of Minnesota Foundation for helping us live this dream to serve Minneapolis children with the greatest needs. We have now served more than 1,000 children,” said Dr. Adele Della Torre, Interim Executive Director of Ready, Set, Smile.

2009

year founded

\$24 million

awarded since 2009

\$3.6 million
given in 2016

100,000

annual patient visits
added through
safety net clinics

55,000

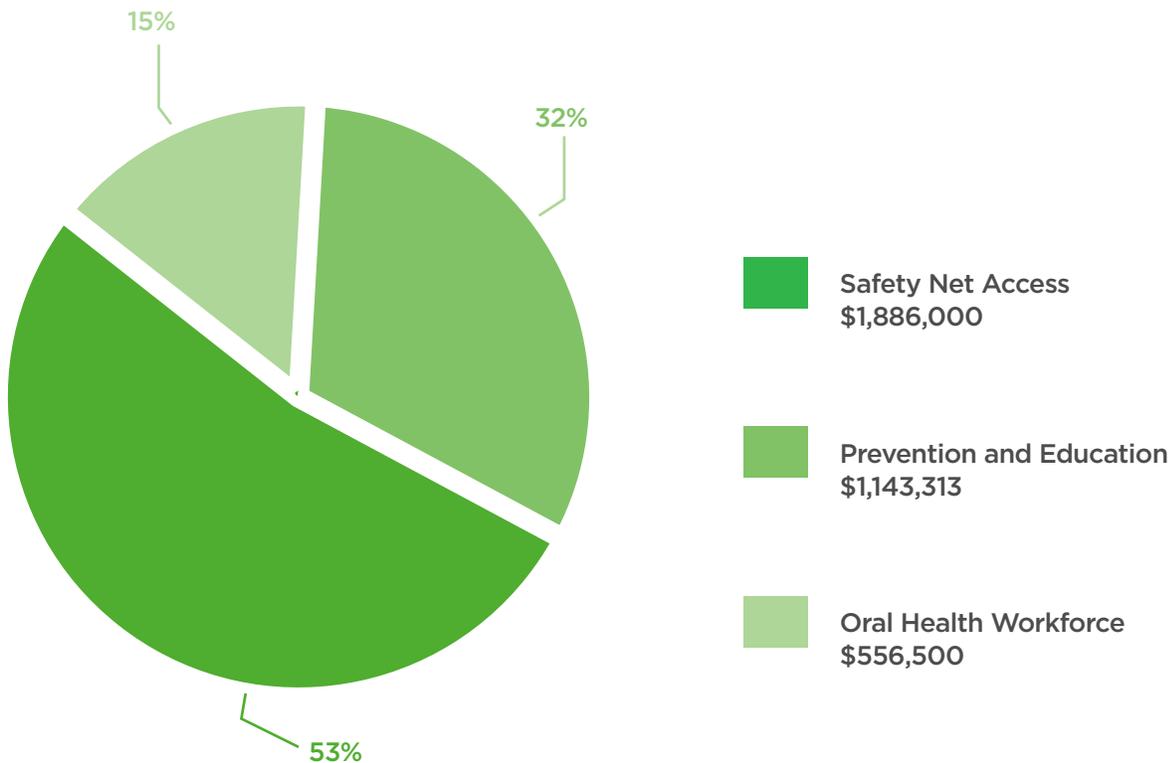
MN first-graders received
oral health education in

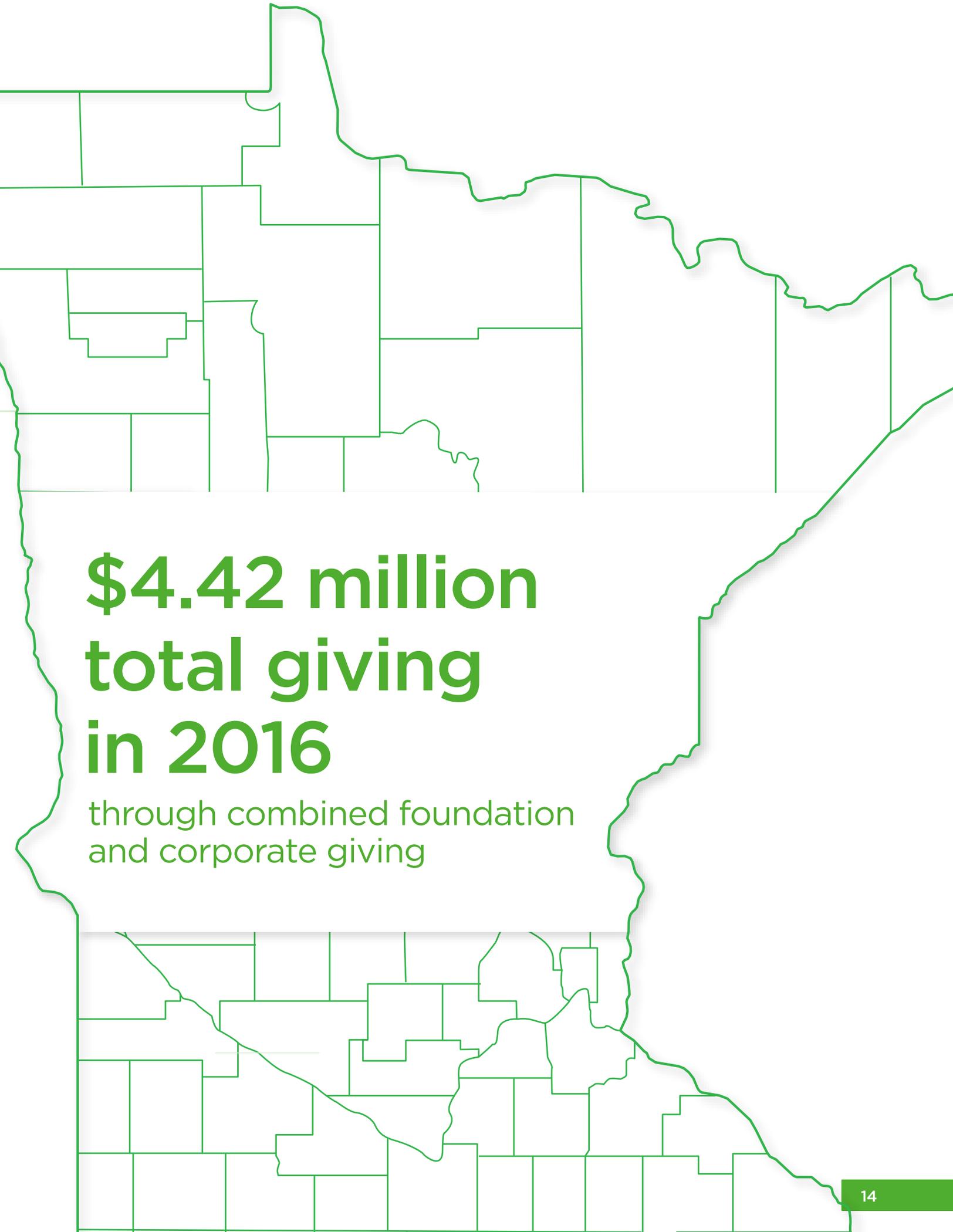
2016

\$2,000,000

committed to attracting dentists
to Greater MN communities in need

Foundation grants awarded 2016





\$4.42 million total giving in 2016

through combined foundation
and corporate giving



Delta Dental of Minnesota Foundation

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