



# Annual Report 2022



APPLE TREE DENTAL

Access • Compassion • Excellence

[www.appletreedental.org](http://www.appletreedental.org)

# A year of opportunities

Throughout 2022, Apple Tree expanded our collaborations with local, regional, state, and national organizations who share our mission. It was a year filled with fresh opportunities as well as ongoing challenges. I am especially proud that our team members provided truly compassionate care to tens of thousands of children, adults, and older adults in need. Beyond that, our teams mentored more than 500 students in the health professions, contributed to research, and advocated on behalf of our patients.

Sadly, with more than 9,000 patients on Apple Tree's waiting lists statewide, and ongoing pandemic challenges, the need to increase access to care is enormous. In northwestern Minnesota and in the Twin Cities, we actively collaborated with sister Critical Access Dental providers to coordinate clinic expansion plans. Our Clinical Innovations and Research teams carried out medical-dental collaboration projects, new dental product pilot testing, and created new teledentistry workflows to optimize patient care.

Community support is the essential ingredient that sustains Apple Tree. Please consider helping Apple Tree by becoming a monthly donor, or by sharing the importance of our mission with your friends, family, or colleagues at work. Your support is deeply appreciated.

Many thousand thanks!

Dr. Michael Helgeson, CEO



**"Community support is the essential ingredient that sustains Apple Tree."**

# Our Mission

Apple Tree Dental's mission is to overcome barriers to oral health.

# Our Vision

Apple Tree Dental's vision is to foster partnerships that create healthy communities.



# Diversity, Equity, and Inclusion Statement

Apple Tree Dental advocates for the oral health, overall health and well-being of all individuals regardless of their age, race, ethnicity, religion, sexual or gender identity, medical status, family structure, geographic location, or financial circumstances. Our commitment to promoting justice, equity, diversity, and inclusion is essential to our mission to overcome barriers to oral health for all people.

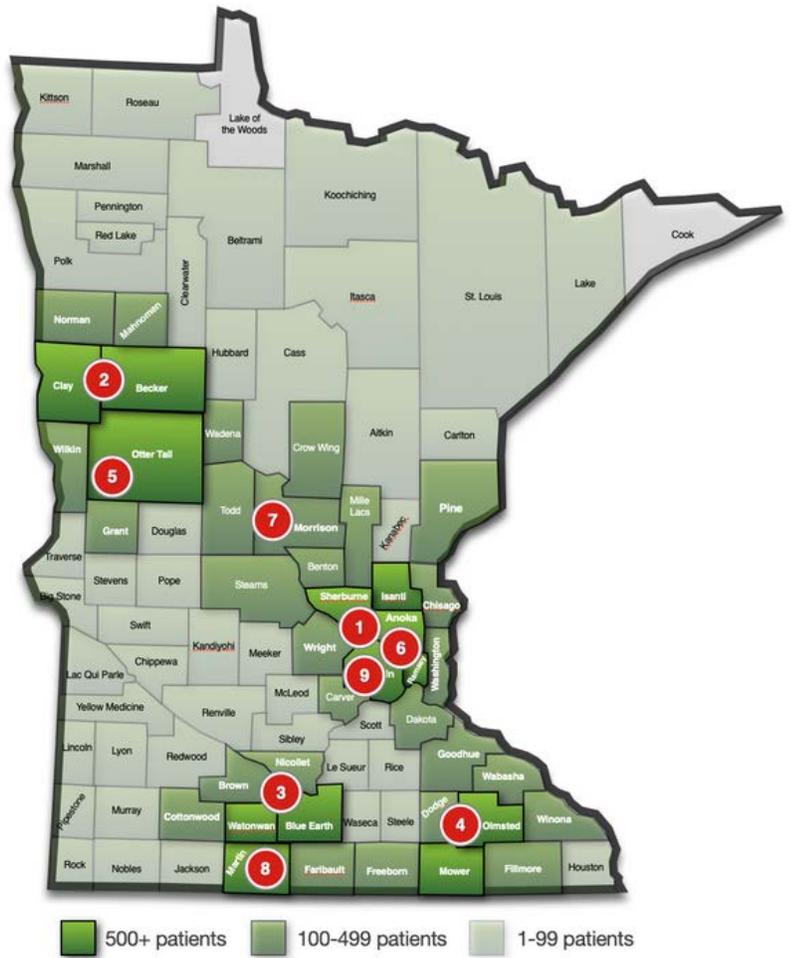
# About Us

Apple Tree was founded in 1985 to address the barriers to care experienced by frail elders living in nursing homes and assisted living centers. In 2022, Apple Tree had expanded to eight brick-and-mortar Centers for Dental Health and over 100 community partner sites.

# Centers for Dental Health

- 1 Coon Rapids
- 2 Hawley
- 3 Madelia
- 4 Rochester
- 5 Fergus Falls
- 6 Mounds View
- 7 Little Falls
- 8 Fairmont

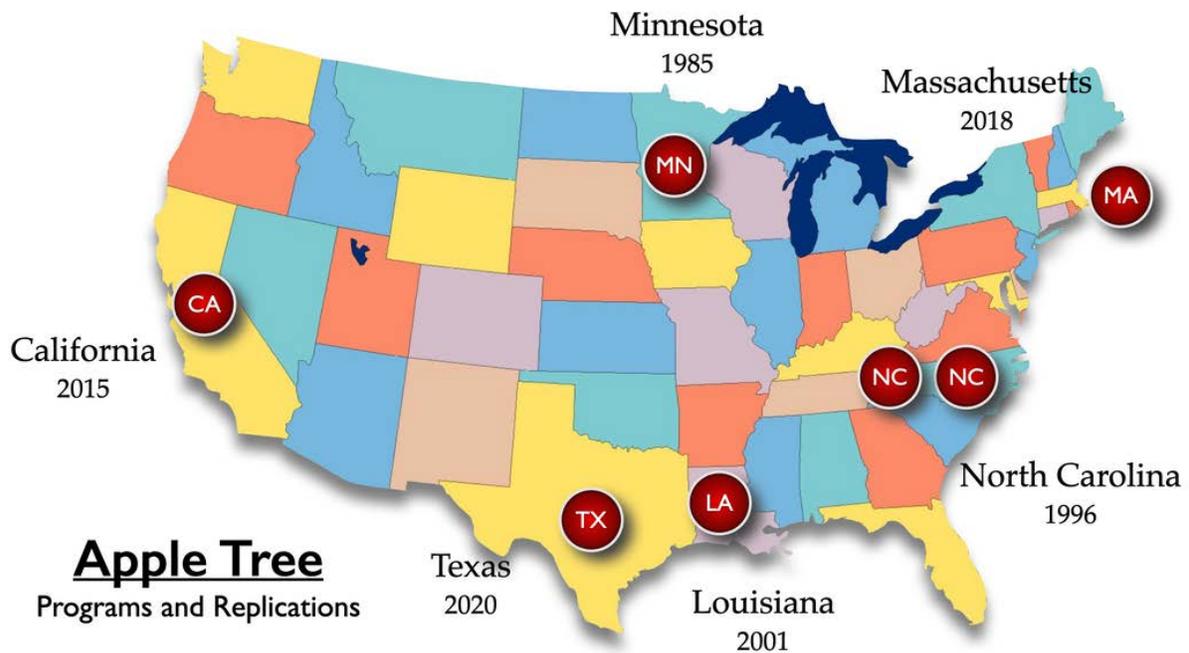
2022



## Dentistry knows no bounds

Apple Tree Dental has five Centers in rural areas, including two in towns with fewer than 3,000 residents.

We also have helped create seven replication programs across the country.



**Apple Tree**  
Programs and Replications

# Oral health challenges

**2 out of every 10** Minnesota third-graders in public schools have **untreated tooth decay**. They are **1.3 times more likely to have tooth decay** if they live and go to school in rural areas.

**34.7% of Minnesota adults** ages 18 and older have had at least one natural, permanent tooth removed due to **tooth decay or gum disease**.

**3 out of every 5 Minnesota older adults** with fewer than 20 teeth **do not own dentures, but need them**.

(Minnesota Department of Health, 2022)



Apple Tree team with donated toothbrushes

# You make a difference.



“

"I have always had bad experiences at dentist offices. But coming to Apple Tree...they were so kind and friendly and understanding. By far the best place to go if you have bad anxiety about going to a dentist."

”

## Meet Caleb

Caleb\* is a three-year-old boy who was adopted into a loving family in the Twin Cities. He, along with his adopted siblings, are covered by Medical Assistance - and faced the difficulty of finding a dentist who would accept that insurance. Luckily, Caleb's mother found stories about Apple Tree patients and took him to see the pediatric team at the Mounds View Center.

State insurance helps families, "...but it's so hard to find places willing take it. I find it hard to wrap my head around that," said Caleb's mother. "So it's a blessing to get all [my boys seen at Apple Tree]. And it was so easy for us that they were able to provide the [oral surgery] he needed as well as his cleanings here. It's been great."



# Remembering Delilah



"I reached out [to Apple Tree] in desperation when we moved my mom to Menahga," Delilah's daughter said. "She had advanced dementia and nobody would take her insurance. Apple Tree was very responsive, and when it came time for Mom to not be with us anymore, we designated Apple Tree as a place for Mom's memorials."

Delilah\* became one of Apple Tree's patients who was seen by Apple Tree's mobile program hygienists on-site at her care facility, helping prevent infections in her mouth. She passed away at age 94 in early 2023. "I spent many hours a week with her in her final years. Most of the time she didn't know who I was, but she would still smile, and that was okay."

## Meet Timothy

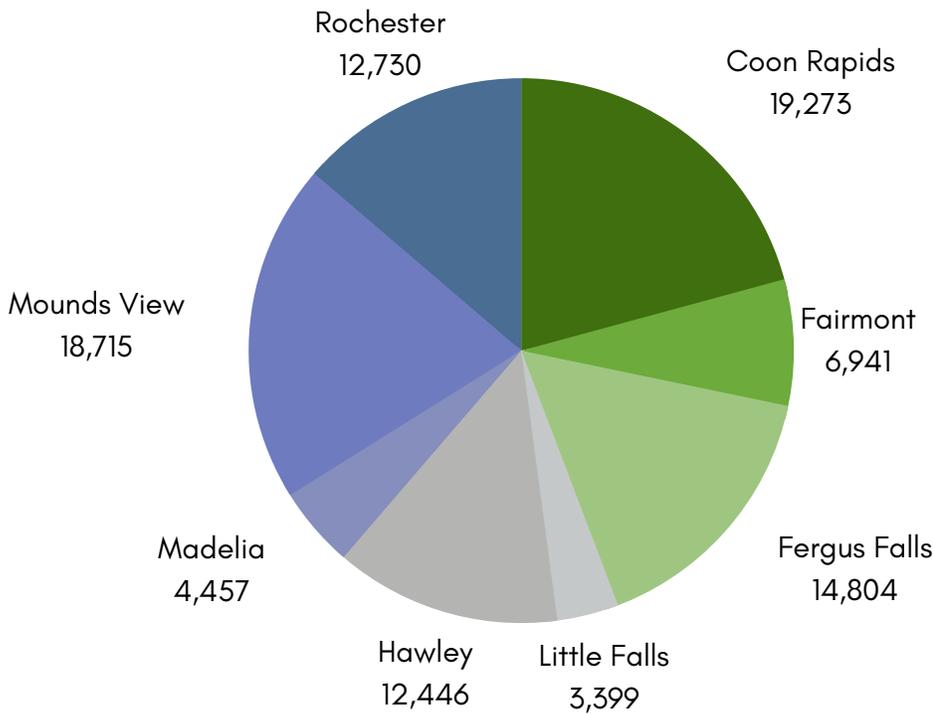
Timothy\* is a 75-year-old veteran who could no longer enjoy his favorite foods due to his oral health. "I'm 100% disabled; I hadn't seen a dentist in a long time," he said. "I had six teeth left - they were terrible."

With the help of VA funding and some Apple Tree charity care, Timothy was able to get his painful teeth extracted at the Hawley Center and get dentures. "I feel better now. I can eat steak and everything...I would recommend Apple Tree to anybody."



# Impact during 2022

Total Visits and Screenings by Center



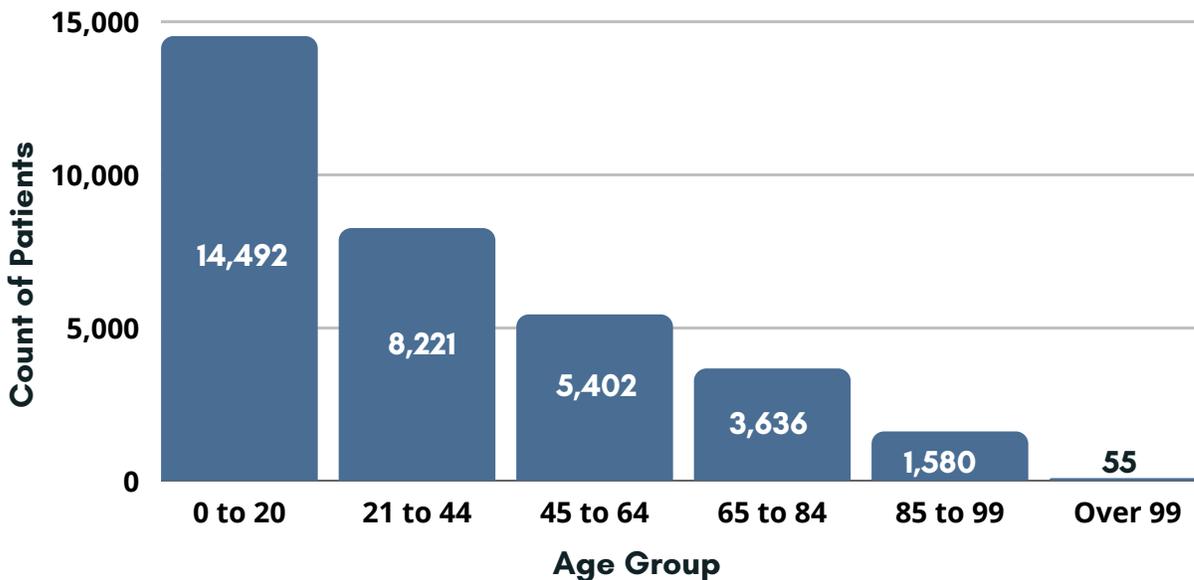
**92,765**  
Total Visits and Screenings

**\$36M+**  
Value of Care Provided

**\$15M+**  
Value of Uncompensated Care Provided

**84.3%**  
Percentage of patients on Minnesota Health Care Programs

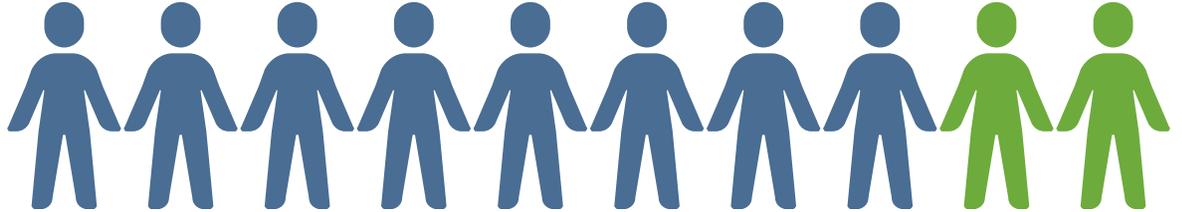
■ Number of Patients by Age Group



# Financials by the numbers

## Gross Revenue - Patient Services

More than 8 in 10  
Apple Tree patients  
rely on  
Medical Assistance



**Medical Assistance**

**\$29,335,279**

**Private Pay / Sliding Scale**

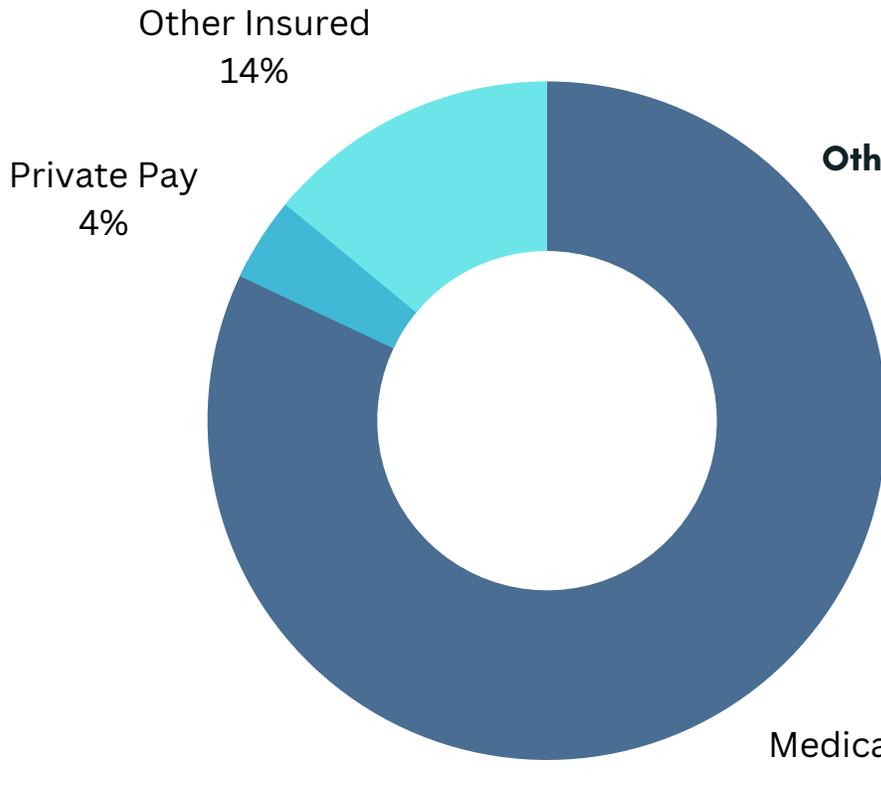
**\$1,530,979**

**Other Insured**

**\$5,134,004**

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**\$36,000,262**



Medical Assistance  
82%

# Incredible support



Apple Tree aims to cover ongoing operating costs with earned income. Grants and gifts are essential for innovations and growth.



Total gifts in 2022

\$1,370,595

## COVID-19 Crisis

With the generosity of donors and supporters, and with the hard work of staff across Minnesota, Apple Tree Dental provided care throughout the pandemic. No staff were laid off during this crisis, and Apple Tree expanded infection control policies in line with the Board of Dentistry recommendations to ensure the safety of all employees and patients.

Thank you to our supporters for making it possible to continue care during the pandemic.



# Supporters

- 3M Foundation
- A-dec
- Alex Stern Family Foundation
- American Dental Association Foundation
- American Legion of Madelia, The
- Anoka County
- Barna, Guzy, and Steffen
- Barry Foundation
- Becker County
- Bremer Bank
- Bemis Company Foundation
- Blue Cross Blue Shield of Minnesota
- Blue Plus
- Bush Foundation
- Calvary Lutheran Church
- CareQuest
- Cargill Foundation
- Catherine and Paul Stemper Foundation
- Chief Justice Roger L. and Agnes C. Dell Charitable Trust
- Cities 97 Radio
- City of Fergus Falls
- Clay County
- ClearWay Minnesota
- Cornell Insurance Services
- Dakota Medical Foundation
- Delta Dental of Minnesota Foundation
- Deluxe Corporation Foundation
- Dennison Technology Group
- Dental Trade Alliance Foundation
- DentaQuest Foundation
- Dentsply International
- Disabled American Veterans
- Dr. Martin and Mary Campion Fund
- E.M. Pearson Foundation
- Edwards Memorial Trust
- Family Housing Fund
- Fargo-Moorhead Area Foundation
- Foundation of the Pierre Fauchard Academy
- F.R. Bigelow Foundation
- Frank W. Veden Charitable Trust
- Frechette Family Trust
- Gary and Mary West Charitable Trust
- General Mills Foundation
- Gislason & Hunter
- Healthier Minnesota Community Clinic Fund
- Hennepin County
- Hennepin Healthcare
- HGA Architects & Engineers
- IBM Rochester
- Individual Donations
- James R. Thorpe Foundation

- Kanabec County
- LA Amundson Ohana Foundation
- Lake Region Electric Trust
- Lemke Lab
- Madelia Hospital
- Mardag Foundation
- Mayo Clinic
- Medica Foundation
- Medtronic Foundation
- Minneapolis District Dental Society
- Minneapolis Foundation
- Minnesota Dental Association
- Minnesota Dental Association Foundation
- Minnesota Department of Health
- Minnesota Department of Human Services
- Minnesota Department of Labor and Industry
- Minnesota Office of Higher Education
- Morrison County
- Morrison County Area Foundation
- National Children's Oral Health Foundation - America's Toothfairy
- North Dakota Dental Foundation
- North Suburban Women's Club
- Olmsted County Public Health
- OMS Specialists
- Oral Health America Foundation
- Otter Tail County
- Otto Bremer Trust
- Our Lady of Lourdes
- Park Dental Foundation
- Peter and Eunice Cote DAF of the White Bear Lake Community Foundation
- Pew Charitable Trusts
- Plato Learning
- Pohlrad Family
- Porter Instrument Company
- Prime West Health
- Richard M. Schulze Family Foundation
- Robert Wood Johnson Foundation
- Rochester Area Foundation
- Rotary Club of Madelia
- Samaritan Bethany Foundation
- SEMAAA (Southeastern Minnesota Area Agency on Aging)
- Slaggie Family Foundation
- South Country Health Alliance
- Southern MN Initiative Foundation
- SRW Products
- St. Paul Foundation
- Sunset Dental Technologies
- Think Community Foundation
- Tom's of Maine
- UCare
- United Methodist Church
- United Way of Olmsted County
- US Bank
- Voigt Charitable Trust
- Wells Memorial
- West Central Initiative Fund
- West Health Institute
- West Side Community Health Services
- Winona Community Foundation



# How can you help?

Donate today to help patients get the care they need.

**Please consider setting up a monthly recurring donation!**



**Support accessible, compassionate, excellent care.**

Your dollars go toward helping kids, families, older adults, and patients with special needs get care. You support quality dentistry for those who may struggle to find dental care elsewhere.

**Learn more about Minnesota's Dental Crisis by watching the documentary "Uncovered" at [tpt.org/uncovered](https://tpt.org/uncovered).**

# Our Team

APPLE TREE DENTAL ANNUAL REPORT 2022



Mounds View AEGD Residency site directors with the 2021-2022 and 2022-2023 class of AEGD residents



**Michael Helgeson, DDS**  
CEO, Co-Founder



**Karen Engstrom, LDH**  
COO



**Nancy Schumacher**  
CFO



**Jessica Flotterud, LDH**  
CSO

## 2022 Board of Directors

**Barbara Smith, MPH, PhD** – Board Chair  
**Leigh DeBiase, JD** – Vice Chair  
**James Lanigan, CPA** – Treasurer  
**Naimul Karim, PhD**  
**Gayle Kelly**

**Daniel Sampson, DDS, MD**  
**Karl Self, DDS, MBA**  
**Diane Thorson**  
**R. Stephen Tillitt, JD**  
**Susan Voigt**



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