



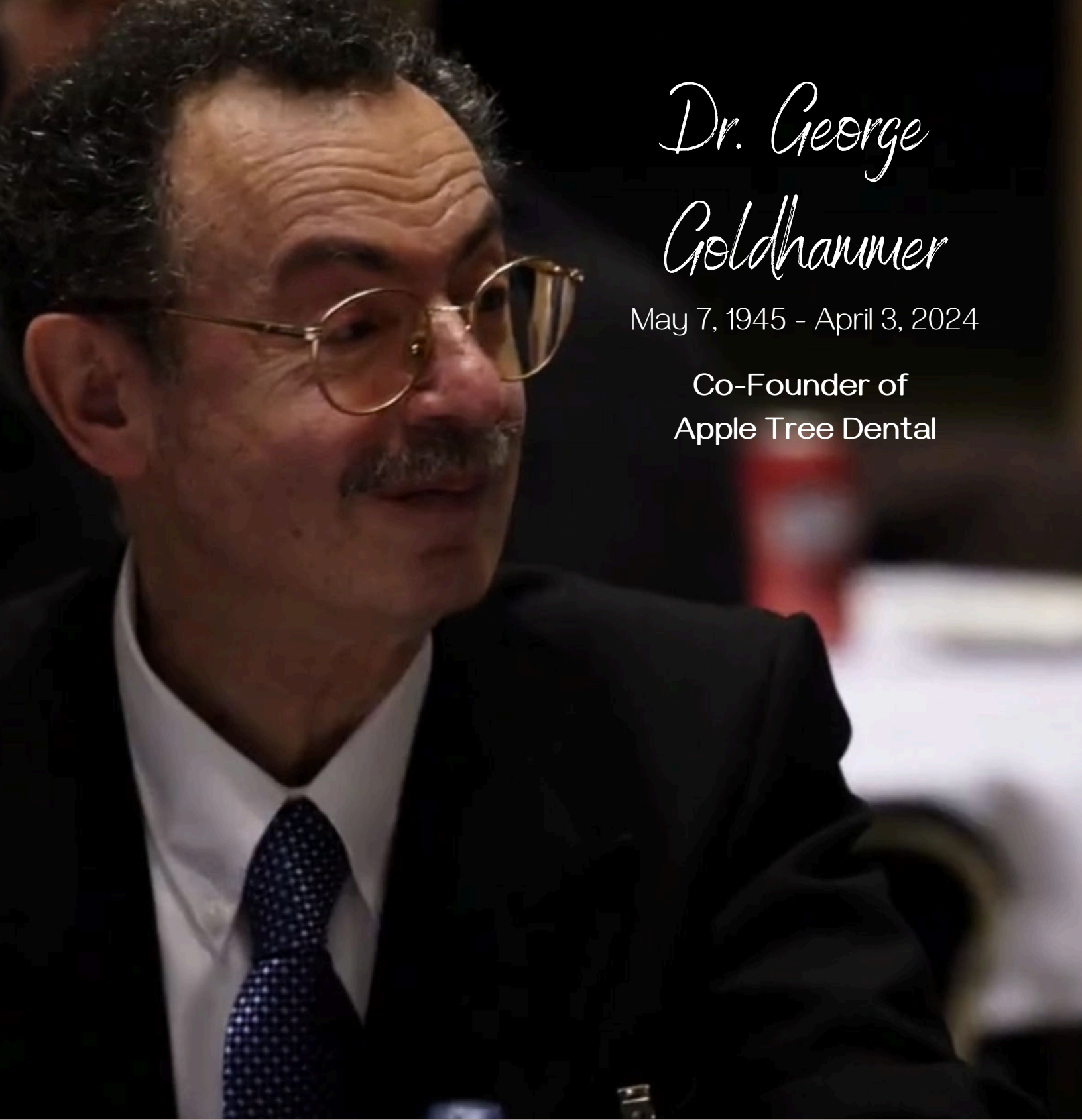
Annual Report 2023



APPLE TREE DENTAL

Access • Compassion • Excellence

www.appletreedental.org



*Dr. George
Goldhammer*

May 7, 1945 - April 3, 2024

Co-Founder of
Apple Tree Dental

“Apple Tree simply would not exist today if not for George’s leadership and perseverance.”

- From the eulogy of
Dr. George
Goldhammer
given by Dr. Michael
Helgeson, CEO and
Co-Founder

CEO's Note

I'm very excited to report that in 2023, after more than a year of planning, Apple Tree joined forces with ADT Dental, located in Minneapolis, and Ready, Set, Smile, an award-winning nonprofit that provides on-site services at preschools and schools in the Twin Cities. Dr. Adele Della Torre and Dr. Alice Ottavi, two outstanding leaders, built these two organizations and are extending their missions in collaboration with Apple Tree. With this growth, Apple Tree's teams are now close to 300 members strong.

During 2023, Apple Tree developed a new "flexible staffing" program to attract dental team members wanting extreme flexibility. Dental professionals can now choose when and where they want to work, and Apple Tree builds schedules that fit theirs. The new program is already bearing fruit.

I'm especially grateful to leaders at the University of Minnesota School of Dentistry who teamed up with us to launch rural rotations of dental and dental therapy students at our Fergus Falls Center and also partnered with our Clinical Innovations and Research Teams. Working with the Mayo Clinic, 3M, CareQuest, the Minnesota Department of Health, and others, we are helping transform health care.

With the help and support of our many community partners, Apple Tree's clinical and innovations teams are overcoming barriers and helping create healthier communities here in Minnesota and across the country.

Many thousand thanks!

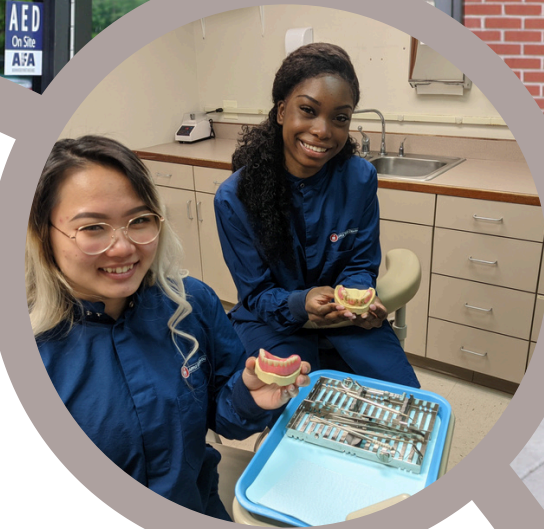


Michael J. Helgeson, DDS
Chief Executive Officer





APPLE TREE DENTAL



ABOUT APPLE TREE

MISSION

Our mission is to overcome barriers to oral health.

VISION

Our 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.

OUR HISTORY

Apple Tree was founded in 1985 to address the barriers to care experienced by older adults living in nursing homes and assisted living centers. In 2023, Apple Tree expanded to nine brick-and-mortar Centers for Dental Health and delivered mobile care at about 200 community partner sites.

Oral health challenges

Minnesota children under age 6 are **1.7 times less likely** to have a preventive dental visit than children ages 6-17.

The overall **dentist-to-population ratio** is 1 dentist per 1,641 Minnesotans. However, in **rural or isolated areas, the number is 1 dentist per 3,938 residents.**

More than **1 in 4 Minnesotans are without dental insurance.** More than 15 percent of Minnesotans had **foregone dental care within the past year due to cost.**

Every single county in Minnesota has **fewer than 55 percent of Medical Assistance enrollees** actually obtaining a **dental visit during the year.**

(Minnesota Department of Health, 2022; Minnesota Department of Human Services, 2022)





COMMISSIONER'S CIRCLE OF EXCELLENCE AWARD

In October 2023, Apple Tree Dental was honored to be one of the recipients of the Minnesota Department of Human Services (DHS) Commissioner's Circle of Excellence Award.



Commissioner Jodi Harpstead, along with esteemed guests from a number of organizations, visited Apple Tree's Mounds View Center on October 25, 2023 for an awards ceremony. The award is a testament to the constant hard work of Apple Tree's staff.

"All along, Apple Tree has been a fearless innovator recognized for your expertise in pediatric, geriatric, and special care dentistry.... I mean, who reaches out to other states in the nation to design a dental clinic? You do."

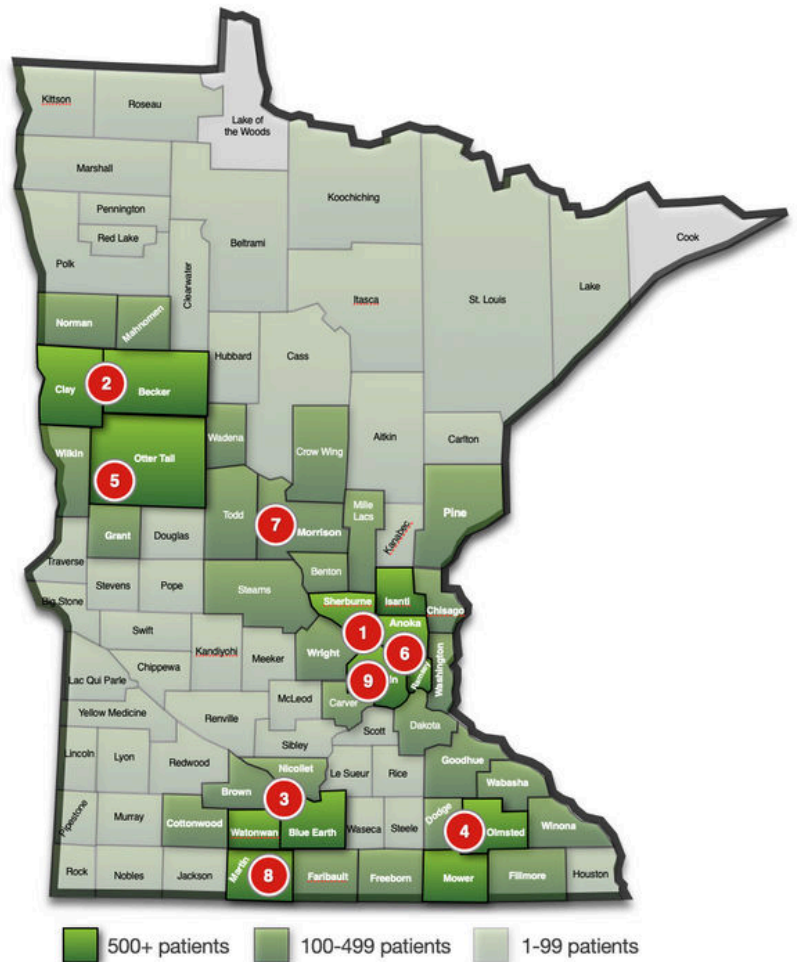
-Jodi Harpstead, DHS Commissioner

*Scan the QR code
to watch the 15-minute
award ceremony.:*



Centers for Dental Health

- 1 Coon Rapids (1985)
- 2 Hawley (1997)
- 3 Madelia (2004)
- 4 Rochester (2008)
- 5 Fergus Falls (2009)
- 6 Mounds View (2014)
- 7 Little Falls (2018)
- 8 Fairmont (2020)
- 9 Minneapolis (2023)



Always expanding access



Apple Tree Dental has six Centers in Greater Minnesota, including two in towns with fewer than 3,000 residents. In 2023, Apple Tree joined forces with ADT Dental, a private practice in Minneapolis, and welcomed their entire team onto our staff.

With ADT Dental, Apple Tree is now affiliated with ADT Dental's sister nonprofit, *Ready, Set, Smile*, which provides on-site dental care and treatment to school-aged children.

Highlights

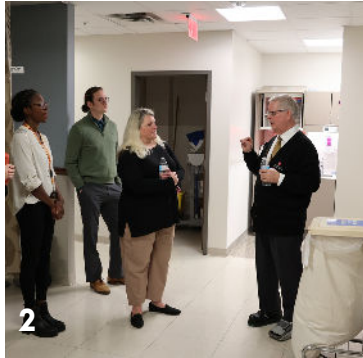
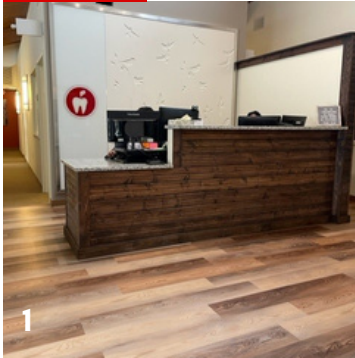
Changes, celebrations, growth, and memories!

Apple Tree Dental had a busy 2023 at all of our Centers.

Thank you to our staff, donors, and supporters for making last year's accomplishments possible!

2023

Rochester Center's updated reception area (1), CEO Dr. Michael Helgeson, provides a tour of the Mounds View Center (2), the Hawley team throws a party for Dr. Christianson's retirement (3), Rochester staff thank funders for the Center's remodel (4), Hawley wins the Walking Challenge (5), the talented ADT Dental team (6), the exterior of the New Brighton Center (7).



You Make a Difference!

Meet Lily

Lily is a 23-year-old mom from Fergus Falls looking forward to getting married this summer. Earlier this year, due to extensive damage and abscesses, a dentist in northern Minnesota removed her top row of teeth. Unfortunately, they informed her that she wouldn't be able to get her denture made, or even get a cleaning, until a year and a half out—long after Lily's scheduled wedding date.

*Scan the QR code
to watch Lily's story:*



Lily contacted every dentist in the area, but most turned down her insurance. Apple Tree's Fergus Falls Center for Dental Health was able to get her in. Not only did she get a cleaning scheduled, but she was able to get all her appointments for her dentures in the books - which means that, by the time she walks down the aisle, she will have the smile she's dreamed about.

"A lot of people have said, since I've started coming [to Apple Tree], they've seen a significant change in my confidence.... Because I know that, coming soon, I'm going to be able to smile with teeth, and I'm going to be able to feel how I've always wanted to feel."

Access | Compassion | Excellence



“

*“That’s my story here that says,
I’m gonna keep coming.”*

”

Meet Mark

Mark is from Hawley, Minnesota, where Apple Tree Dental’s second Center for Dental Health has been providing services since 1997. When Mark’s insurance changed to Medicare, he had to find a new dentist that would take his insurance. That’s where Apple Tree came in.

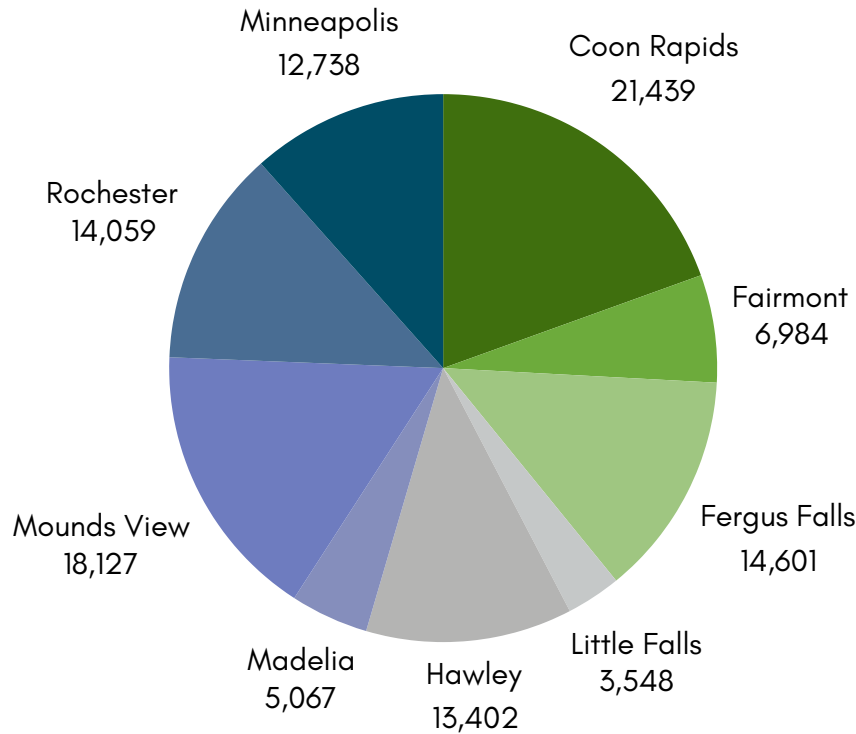
Apple Tree not only became Mark’s dental home, but our providers’ dedication to excellence and quality assurance helped prevent a problem that could have cost Mark two of his natural teeth.

*Scan the QR code
to watch Mark’s
experience:*



Impact during 2023

Total Visits and Screenings by Center



40,136

Individual Patients

109,965

Total Visits and Screenings

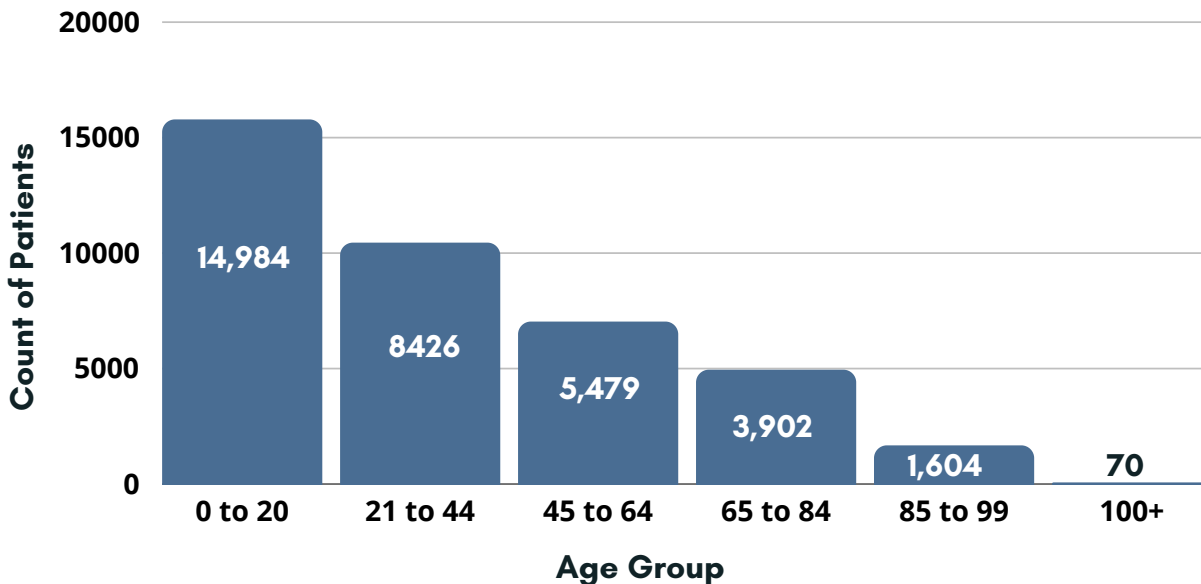
\$44M+

Value of Care Provided

\$19M+

Value of Uncompensated Care Provided

■ Number of Patients by Age Group



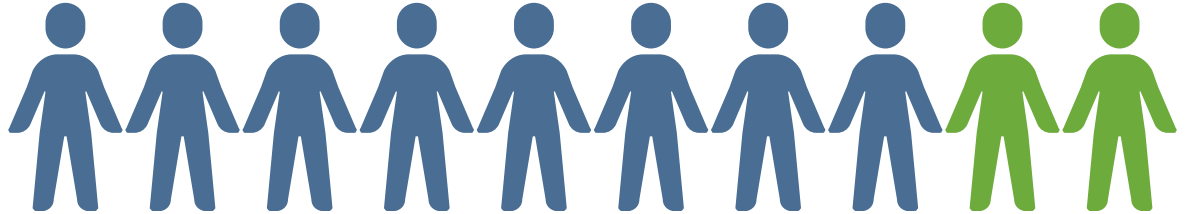
77.1%

Percentage of patients on Minnesota Health Care Programs

Financials by the numbers

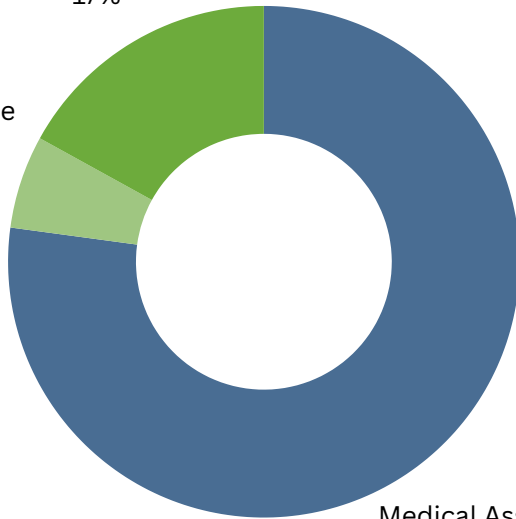
Gross Revenue - Patient Services

Almost 8 in 10
Apple Tree patients
rely on
Medical Assistance



Other Insured
17%

Private Pay/Sliding Scale
5.9%



Medical Assistance
77.1%

Medical Assistance

\$34,146,503

Private Pay / Sliding Scale

\$2,604,486

Other Insured

\$7,520,813

\$44,271,802



Funder Spotlight

In 2023, the Blue Cross and Blue Shield of Minnesota Foundation generously gave \$100,000 to support expanding on-site oral health services at preschools and schools, as well as incorporate leading practices in pediatric dentistry and establish a new “Dental Home Network” of clinics that can provide critically needed follow-up care.

The funds also made it possible to create many new pediatric educational materials, carefully designed for children, parents, teachers, and dental care delivery teams.

We look forward to continuing to work with the Blue Cross and Blue Shield of Minnesota Foundation on our future projects and thank them for their generosity!



The Blue Cross® and Blue Shield® of Minnesota Foundation is a nonprofit independent licensee of the Blue Cross and Blue Shield Association

www.bluecrossmnfoundation.org



READY, SET, SMILE STAFF WORKING WITH A CHILD ON-SITE AT A SCHOOL

Supporters 2023

- 3M Foundation
- Alex Stern Family Foundation
- Anoka County
- Becker County Public Health
- Blue Cross Blue Shield of Minnesota Foundation
- Blue Plus MinnesotaCare
- Brent and Sally Smith Donor Advised Fund
- CareQuest Institute for Oral Health
- Carl and Verna Schmidt Foundation
- Catherine and Paul Stemper Foundation
- Chief Justice Roger L. and Agnes C. Dell Charitable Trust
- Dental Associates of Detroit Lake
- Elevate Oral Care
- Frank W. Veden Charitable Trust
- Gary and Mary West Charitable Trust
- Global Health Ministries
- Health Resources and Services Administration (HRSA)
- Hennepin Healthcare
- Karim Giving Fund
- Kubo Della Torre Charitable Trust
- Mankato Area Foundation
- Mankato Clinic Foundation
- Mayo Clinic
- Medica Foundation
- Meyer Family Fund
- Minnesota Department of Health
- Minnesota Department of Human Services
- Minnesota Department of Labor and Industry

- Minnesota Occupational Safety and Health Administration
- Minnesota Office of Higher Education
- MouthWatch
- National Children's Oral Health Foundation – America's ToothFairy
- North Dakota Dental Foundation
- Otter Tail County Public Health
- Otto Bremer Trust
- Park Dental Foundation
- Patterson Dental
- Peter and Eunice Cote Donor Advised Fund
- Pew Charitable Trusts
- Rochester Area Foundation
- Schmeeckle Foundation
- Shavlik Family Foundation
- Sunset Dental Technologies
- Susan and Hugh Voigt Charitable Trust
- Think Bank
- UCare Minnesota
- West Central Initiative

Apple Tree Dental is also grateful to all of our individual and anonymous donors who support our statewide programs.

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

Total gifts in 2023

\$2,007,875

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.

Our Team

2023 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

James Wyvell

Executive Team



Michael Helgeson, DDS
CEO, Co-Founder



Karen Engstrom, LDH
COO



Nancy Schumacher
CFO



Jessica Flotterud, LDH
CSO





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