ANNUAL REPORT

Apple Tree Dental
40 YEARS
OVERCOMING BARRIERS



2025

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Access • Compassion • Excellence

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CEO'S MESSAGE

Michael J Helgeson, DDS

CEO AND CO-FOUNDER



In 2025, Apple Tree Dental celebrated forty years of overcoming barriers to oral health and fostering partnerships to create healthier communities. What began in 1985 as care for older adults in nursing homes has grown into ten Centers for Dental Helath and mobile services at about 150 community sites in 2025. Over the years, we've served people from all 87 Minnesota counties, delivered more than 1.7 million dental visits, served more than 200,000 patients, and provided more than $500 million in dental services.

Along the way, we pioneered mobile dentistry and teledentistry, helped train new generations of dental professionals, advanced research linking oral and overall health, championed dental therapy in Minnesota, and inspired replication programs in five other states.

Our 40th year was also one of growth. We opened a new Center in St. Paul, launched Apple Tree Cares to provide free urgent care, and delivered $42.8 million in care, including $16.9 million in uncompensated care. We welcomed a new executive team and thanked Nancy Schumacher, CFO, and Karen Engstrom, COO, for their decades of inspirational leadership.

None of this happens alone. I am deeply grateful to our Board of Directors, teams of dental professionals, and our leadership and support teams, as well as to our extended family of community partners: the nursing homes, Head Start centers, group homes, and rural hospitals where we serve; the schools and colleges that help train our workforce; CareQuest Institute, Mayo Clinic, and all our research partners; Solventum, Patterson Dental, A-dec, and all our dental industry partners; and Otto Bremer Trust, Delta Dental of Minnesota Foundation, and the Frank W. Veden Charitable Trust, and all our generous donors. Our mission couldn't be accomplished without this broad and deep community support.

As cuts to Medicaid loom ahead, the need for Apple Tree's work has never been greater. Together, we will continue to overcome barriers by fostering partnerships for the next forty years.

With many thousands of thanks,

Michael J. Helgeson, DDS
CEO and Co-Founder

"Many thousand thanks!"



ABOUT APPLE TREE



Mission

Our mission is to overcome barriers to oral health.

Vision

Our vision is to foster partnerships that create healthy communities.

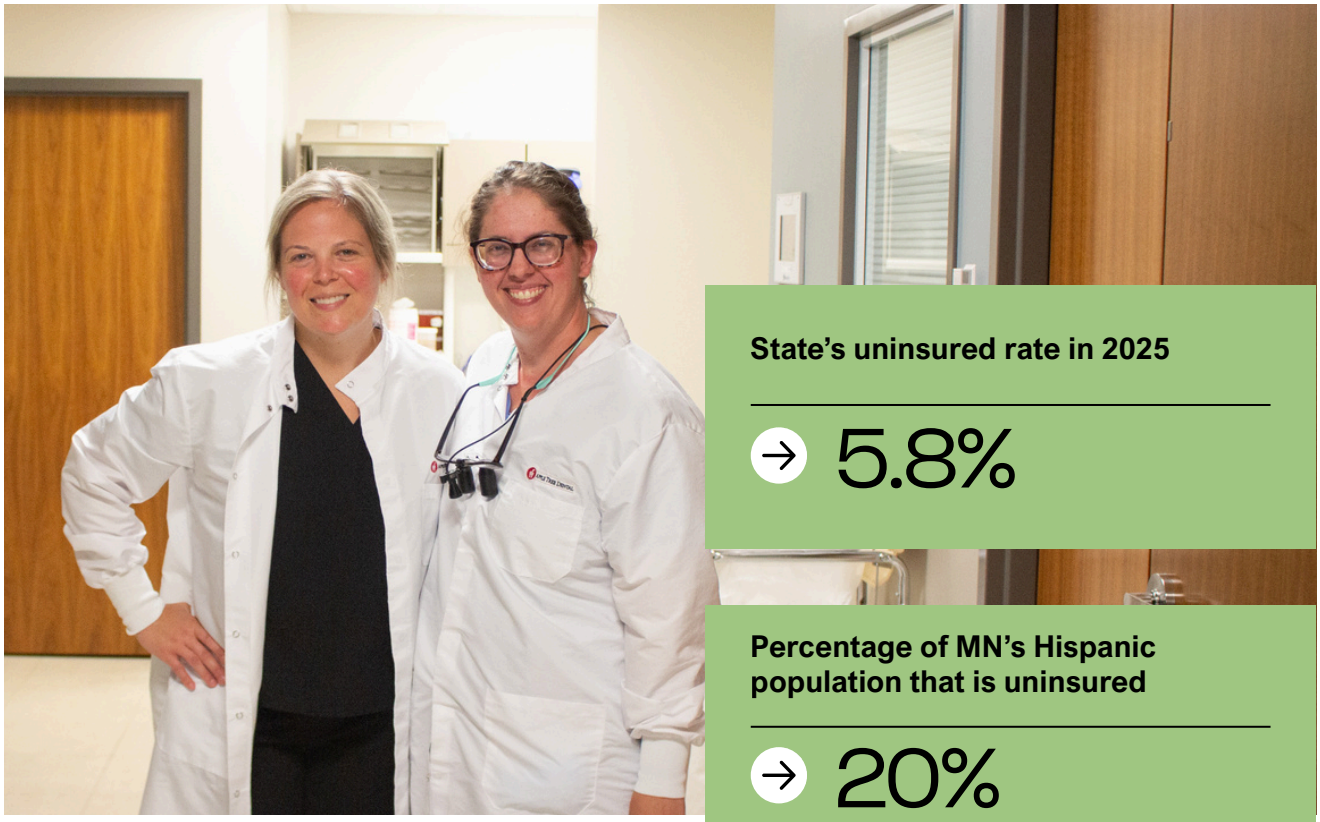
Belonging

Apple Tree Dental is committed to welcoming all! We have patients and staff from every background and we are devoted to serving everyone.

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. By 2025, Apple Tree Dental expanded to ten dental facilities across Minnesota.

ORAL HEALTH CHALLENGES



State's uninsured rate in 2025

→ 5.8%

Percentage of MN's Hispanic population that is uninsured

→ 20%

Minnesota is facing more oral health disparity than it has in years.

Decrease in public coverage in 2025

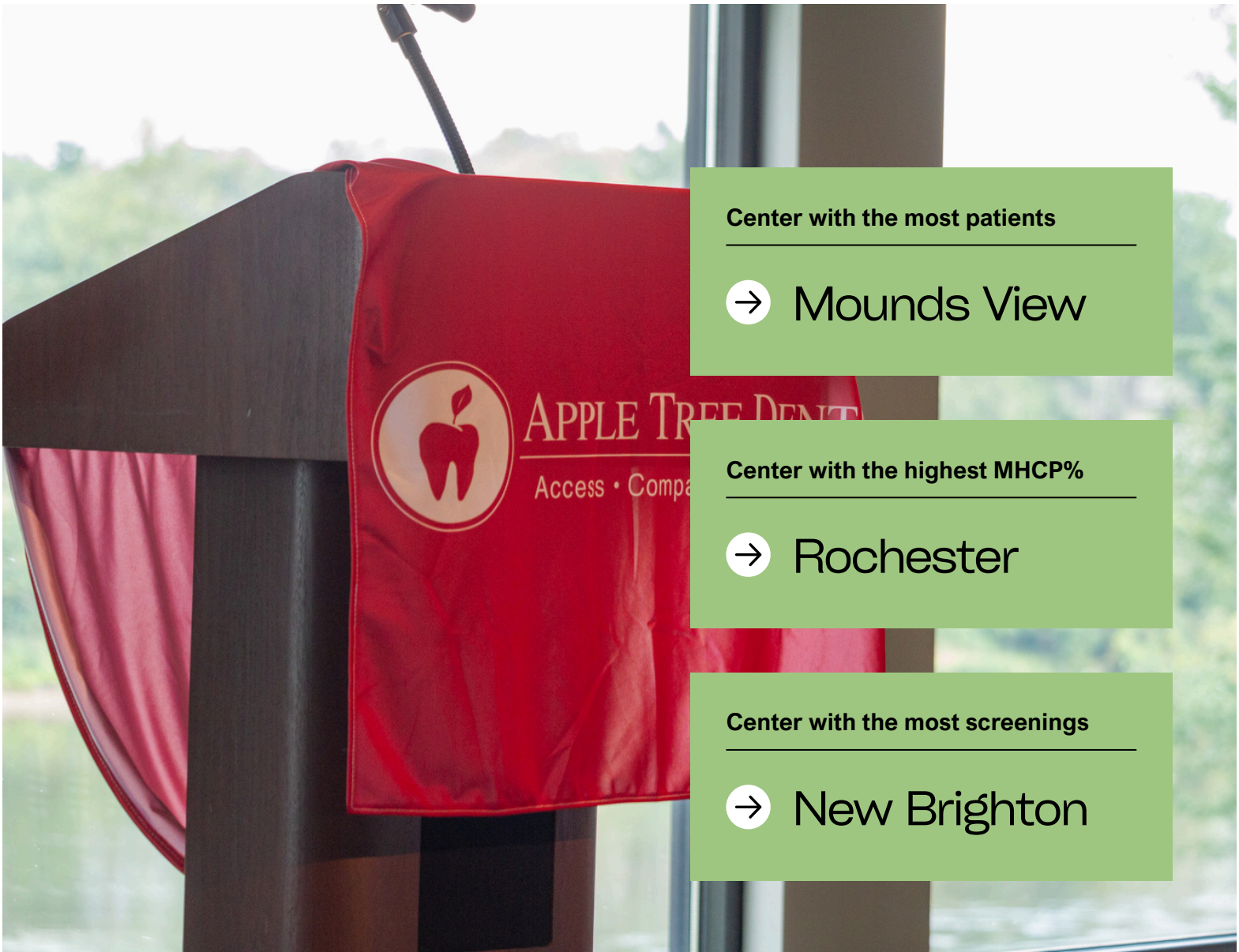
→ 4.5%



IMPACT IN 2025

In 2025, Apple Tree Dental experienced exciting new developments, including the opening of a new Center for Dental Health in St. Paul, Minnesota, launching the Apple Tree Cares program, and starting up Detroit Lakes Outreach and Zumbro Valley Health Center Outreach clinics.

While all of our Centers are making a difference in their communities, here are a few standout figures.



Center with the most patients

→ Mounds View

Center with the highest MHCP%

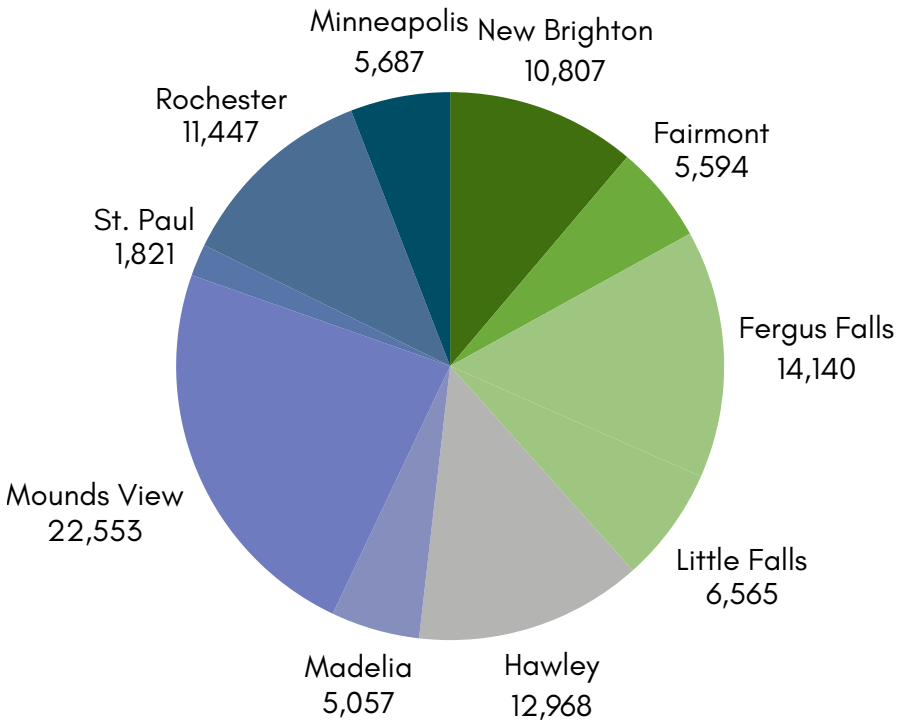
→ Rochester

Center with the most screenings

→ New Brighton

IMPACT IN 2025

Total Visits and Screenings by Center



Individual Patients

→ 35,810

Total Visits and Screenings

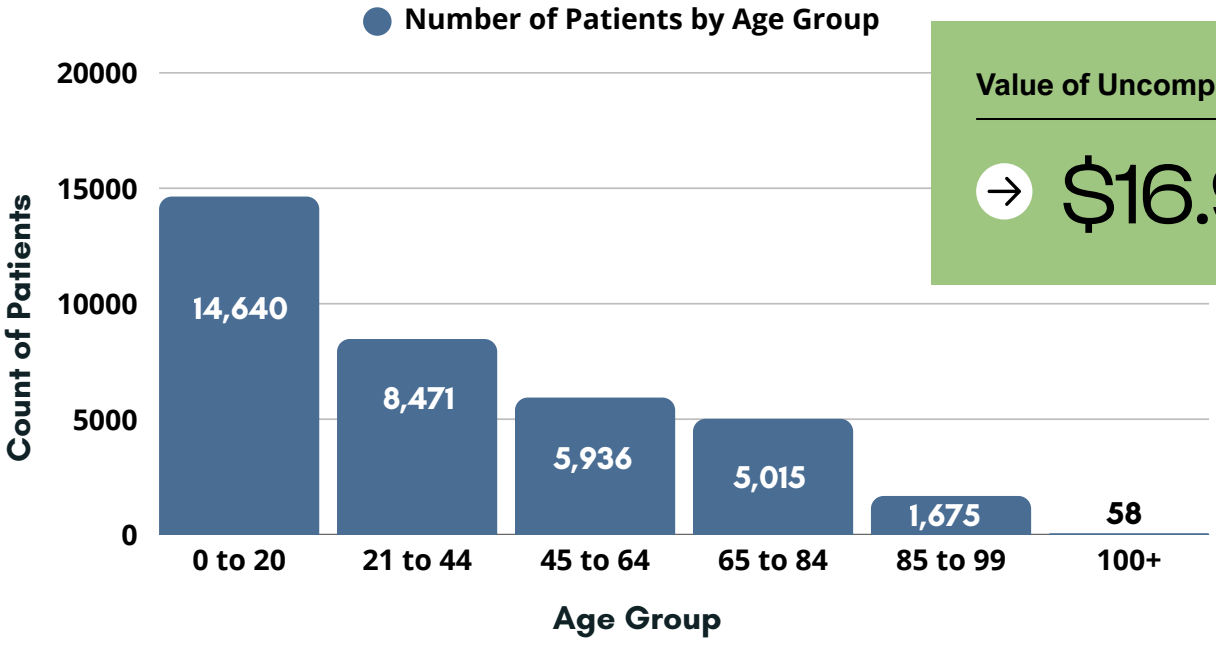
→ 96,639

Value of Care Provided

→ $42.8 M

Value of Uncompensated Care

→ $16.9 M



FINANCIALS BY THE NUMBERS

Gross Revenue - Patient Services

More than 7 in 10 Apple Tree Dental patients rely on Medical Assistance to get the care they need.

Medical Assistance

→ $33.4 M

Private Pay / Sliding Scale

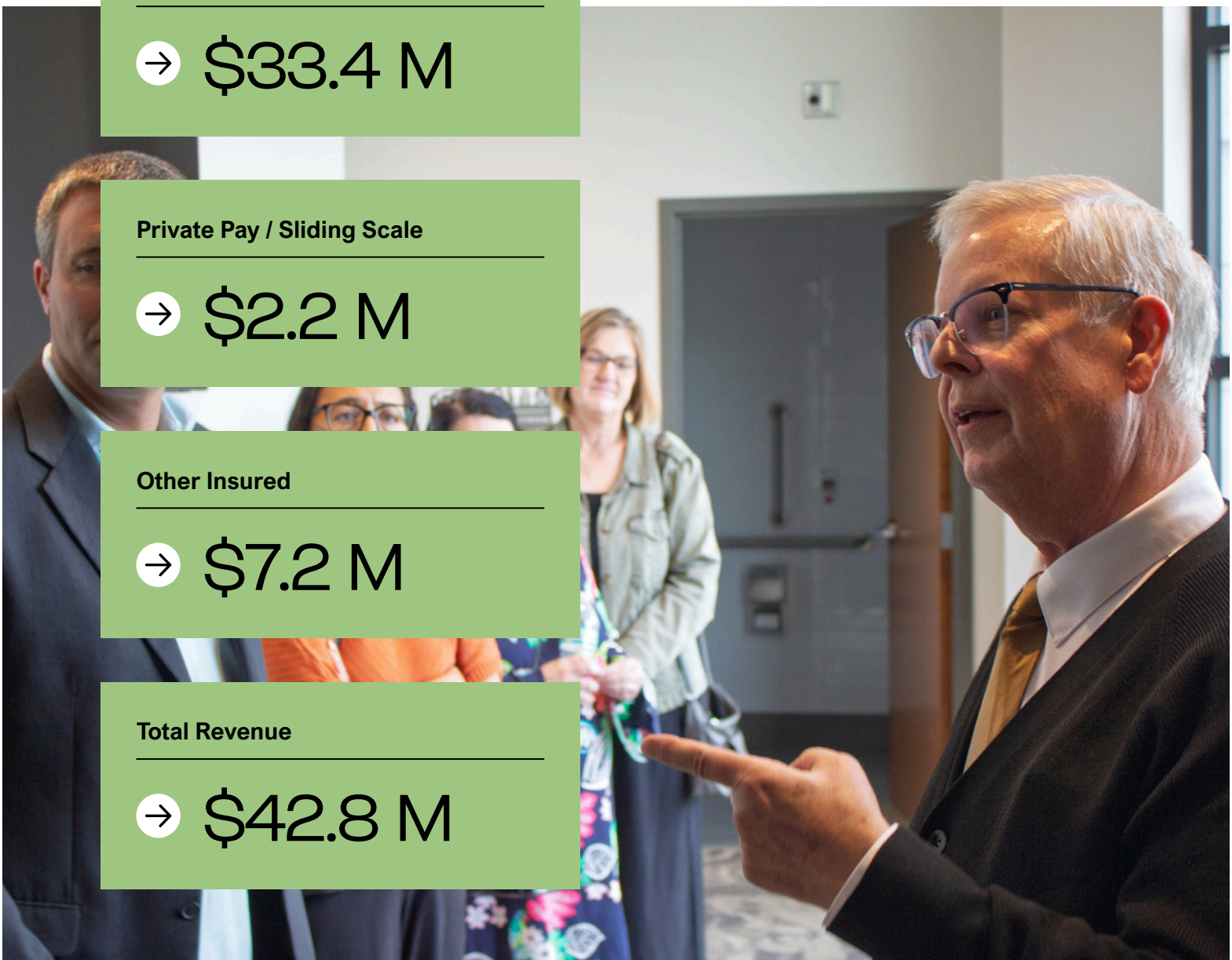
→ $2.2 M

Other Insured

→ $7.2 M

Total Revenue

→ $42.8 M



2025 IN PHOTO HIGHLIGHTS

2025 was a year for the record books and a time of celebration and determination. Thank you to everyone who helped Apple Tree Dental get to where we are today.

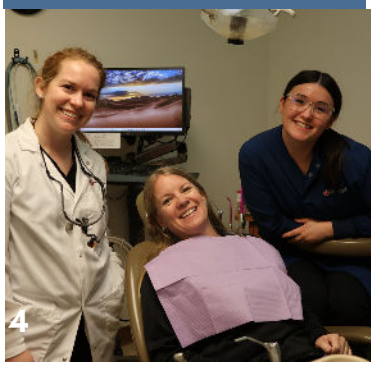
2025

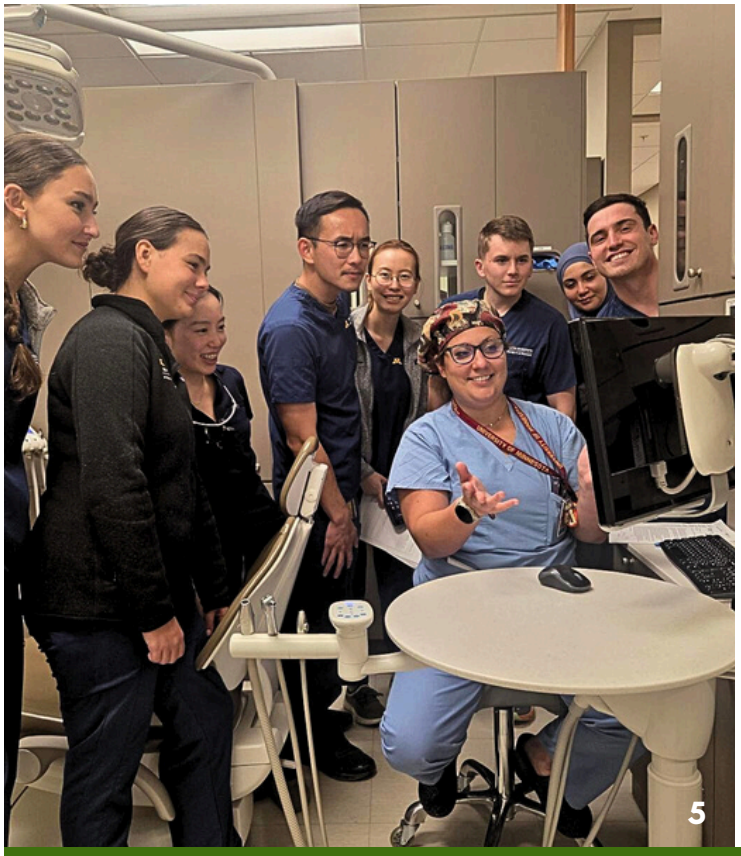
Remembering Cathy Spencer, LDH, former Coon Rapids Center Director, who passed away in 2025 (1), the Hawley team holds up their prizes for winning the quarterly Wellness Challenge (2), one of Apple Tree's skilled surgical teams poses in Mounds View's state-of-the-art surgery suite (3), the Rochester team poses with a patient (4), volunteers for Apple Tree Cares gather around a computer to prepare for the free clinic evening (5), attendees at Apple Tree's 40th Anniversary event toast the organization's long legacy (6), [from left to right] Karen Engstrom, COO; Dr. Barb Smith, Co-Founder and Board Chair; Dr. Michael Helgeson, CEO and Co-Founder; Dr. Michael Gavino, Co-Founder; Nancy Schumacher, CFO (7).


1


2


3


4


5


6


7

40TH ANNIVERSARY CELEBRATION

In 2025, Apple Tree celebrated 40 years of access, compassion, and excellence. Thank you to all of the staff, supporters, and sponsors who made the event possible and have made Apple Tree Dental successful over the last four decades!







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Kerr

YOU MAKE A DIFFERENCE

Meet Darcy and John

Darcy and John are just two of the patients who go to Apple Tree Dental's Rochester Center, but their story is shared by many.

As small business owners, they rely on dental insurance from the state of Minnesota. Unfortunately, many dentists can't afford to see patients who use state insurance.

With Apple Tree Dental's help, Darcy and John are able to have a dental home that meets their needs.



SCAN THE QR CODE TO WATCH MORE 2025 HIGHLIGHTS

EMPLOYEE HIGHLIGHTS



Connie Karjalahti

Dental Therapist

We are wishing a fond farewell to Dental Therapist Connie Karjalahti, who recently retired after almost 20 years at Apple Tree. Thank you to Connie for her years of service and dedication to overcoming barriers to oral health!



Ray Samec

Lab Manager

Ray celebrated 15 years with Apple Tree Dental in 2025. He became the lab manager in May 2016 and has been a huge asset for the organization, especially when he helped design the new Apple Tree Lab at New Brighton. Thank you to Ray for the outstanding work he does every day.



EMPLOYEE HIGHLIGHTS



10 Under 10 Award for Apple Tree's Dr. Lyubov Slashcheva

Lyubov Slashcheva, DDS
Chief Transformation Officer

In 2025, Apple Tree Dental's then-Research Director (now Chief Transformation Officer), Dr. Lyubov Slashcheva, earned the American Dental Association's "10 Under 10" Award. The 10 Under 10 Award celebrates dentists who have demonstrated excellence, especially in science, research, and education, while having graduated from dental school less than 10 years ago.

Dr. Slashcheva's interest in public health started as a child when she and her family immigrated from Kazakhstan. Today, she is Apple Tree's Chief Transformation Officer and an integral part of serving patients in rural West Central Minnesota.

APPLE TREE CARES



Patients seen Sept - Dec 2025

→ 91

Extractions provided in 2025

→ 118

Value of care in 2025

→ $50,500

“I feel I am able to make a real difference in the community and help those who need it most.”

-Merrick, U of M Volunteer

Apple Tree Dental launched the Apple Tree Cares program in mid-September, 2025. The goal of the program was to help fill the gap of free care in the Twin Cities area for community members in need of urgent extractions. The program has been hugely successful, with full schedules every Wednesday. Thank you to the volunteers and supporters who make this program possible.



APPLE TREE DENTAL
Access • Compassion • Excellence

APPLE TREE CARES

Providing urgent care tooth extractions for uninsured patients, with generous support from grant funds and donations.

Big thanks to:

solventum

SCHOOL OF DENTISTRY
UNIVERSITY OF MINNESOTA
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PARK DENTAL PARTNERS FOUNDATION

PATTERSON FOUNDATION™

Apple Tree Cares is supported by donations. Please consider making a gift **of any size** today.

Scan to Donate

SUPPORTERS AND DONORS 2025

- A-Dec Inc.
- ASTDD
- Blue Cross and Blue Shield of Minnesota Foundation
- Otto Bremer Trust
- CareQuest Institute for Oral Health
- Catherine and Paul Stemper Foundation
- Delta Dental Community Care Foundation
- Dental Trade Alliance Foundation
- Dentsply Sirona
- Dorothy M & E Milton Kleven Family Foundation
- Elevate Oral Care
- Essentia Health Foundation
- Frank W. Veden Charitable Trust
- Gary & Mary West Charitable Trust (West Health Institute)
- GC America
- Health Resources and Services Administration (HRSA)
- Helgeson Lorraine Charitable Fund
- Karim Giving Fund
- Kerr Dental
- Mayo Clinic Foundation
- Meyer Family Fund
- Minnesota Dental Foundation
- Minnesota Department of Health – Office of Rural Health and Primary Care
- Minnesota Office of Higher Education
- National Children's Oral Health Foundation (America's Toothfairy)
- Old National Bank (formerly Bremer Bank)
- Oral & Maxillofacial Surgery Specialists
- Overjet, Inc.
- Park Dental Partners Foundation
- Patterson Dental
- Rotary Club of Fergus Falls - Noon
- Rotary Club of Pelican Lakes
- Shenohon Company
- Solventum Corporation (formerly 3M)
- South Country Health Alliance
- Sunset Technologies
- Susan & Hugh Voigt Charitable Trust
- Think Bank
- vVardis
- West Central Initiative (WCI)

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	$2,052,665

FUNDER SPOTLIGHT

solventum

Solventum is a relatively new company (formerly 3M Oral Health) that is making a big impact in the dental world. They create innovative products that transform patient experiences and can impact millions of lives.

Solventum has been a critical supporter for several of Apple Tree's initiatives, including the Apple Tree Cares program, which utilizes volunteers to do free tooth extractions for the community on Wednesday nights. Solventum, along with the University of Minnesota, provides volunteer staff for the clinic, allowing Apple Tree to provide care for no cost to patients.

Not only has Solventum generously supported Apple Tree Dental's mission to overcome barriers to oral health, but they were also the top sponsor for Apple Tree's 40th anniversary event in September 2025. They have also worked directly with Apple Tree staff on donor outreach, and continue to prove to be an incredibly valuable partner in oral health advancement.



A Solventum volunteer works with a U of M volunteer at Apple Tree Cares

Innovation

According to Solventum, they "create innovative products and services that touch millions of lives, transform the patient experience and save time for healthcare professionals."

Thank you to Solventum for all you do!

BOARD OF DIRECTORS 2025

Barbara Smith, MPH, PhD
Board Chair

Leigh DeBiasse, 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

Dr. Barbara Smith, Apple Tree's Board Chair,
at the 40th Anniversary Event in Sept 2025



GROWING INTO THE FUTURE

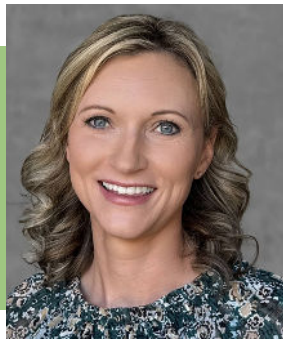
New Executive Team

Michael J. Helgeson, DDS
Chief Executive Officer
Co-Founder



Missy Herbst, LDA

Chief Operating Officer





Bin Zhu

Chief Financial Officer



Brenda Prosa

Chief Information Officer

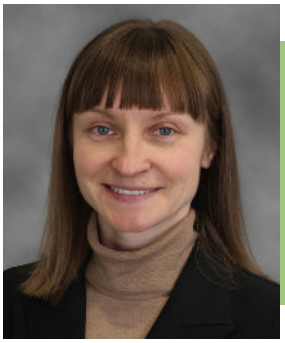
Teresa Johnson, DDS
Chief Dental Officer



Mary Larkin, CRFE

Chief Development Officer





Lyubov Slashcheva, DDS
Chief Transformation Officer



Kristina Olson

Chief People Officer

LEADERSHIP TRANSITIONS



Nancy Schumacher

Chief Financial Officer Emeritus

At the end of 2025, Nancy wrapped up her amazing 20+ career at Apple Tree Dental. Over the years, Nancy played a leading role guiding Apple Tree's growth while maintaining the organization's financial health, and fostered strong partnerships with bankers, auditors, business and fundraising partners, legal teams, and more. We are so appreciative of all that she made possible, and we wish her an incredible, well-deserved retirement!



Karen Engstrom, RDH

Chief Operating Officer Emeritus
West Central Regional Director

After more than 20 years of service, including as a collaborative practice hygienist and as COO, Karen passed the leadership baton to Missy Herbst and is continuing to be a part of the organization as the West Central Regional Director. As COO, Karen has been at the forefront of leading teams, building new Centers, and keeping the organization running smoothly. We congratulate her on her partial retirement and thank her for her years in leadership!



HOW CAN YOU HELP?

Scan to Donate



Donate today to help patients get the care they need.

Please consider setting up a monthly recurring donation. Scan the QR code above to donate and set up your monthly donation now.

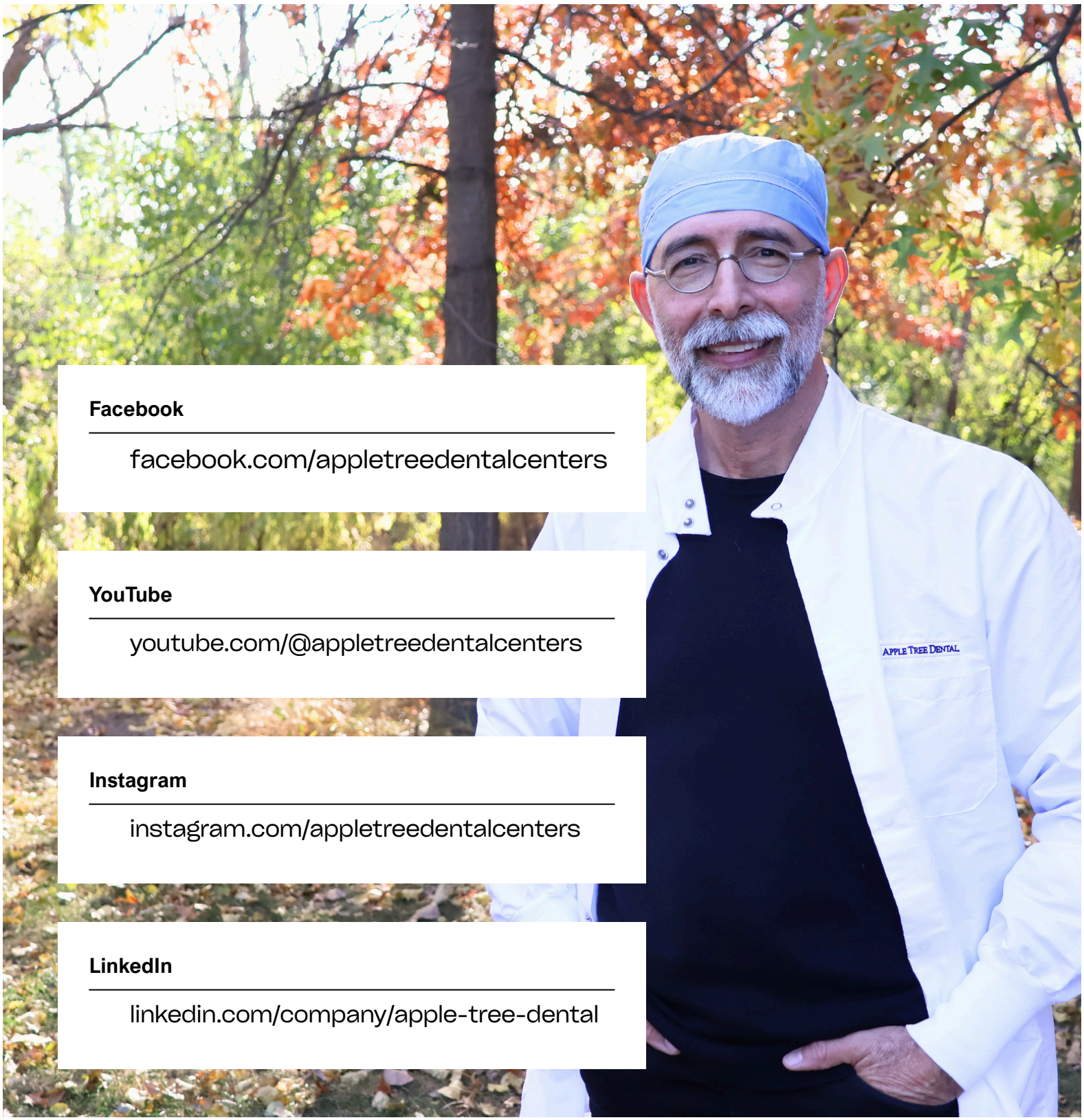
Support accessible, compassionate, excellent care.

Your dollars go toward helping kids, families, older adults, and patients with special needs get care. Our goal is also to help each of our team members grow within their career, which expands access to care for our patients.

Pictured: Board Certified Pediatric Dentist Quentin Knutson, DDS, advocating for dental health at the US Capitol.

Apple Tree Dental

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