



Your CADP Membership

2020 EXECUTIVE SUMMARY





CADP members prepare for visits with elected officials during the CADP 2020 Annual Conference + Capitol Day. (Left to Right) Dr. Mark Kahn, Anthem; CADP Board President Brian Watts, California Dental Network; and Mike Trebold, Ameritas.

ADVOCATING FOR YOU

On the Feb. 26 Capitol Day, 25 CADP members voiced your concerns in nearly 20 face-to-face meetings in legislative offices, connecting with senators, assembly members and staff. In addition to Capitol Day, CADP represented you on a variety of industry issues throughout the year including:

- Telehealth regulations in response to global pandemic
- Proposed reductions in Medi-Cal Dental benefits
- Provider directory update requirements
- Legislation proposing reimbursement for personal protective equipment
- Premium credits legislation

In addition, CADP provided members with updated bill tracking summaries and resources to use in their outreach to government officials, including the CADP California Fact Sheet and “Who We Are” document.

Legislative and Regulatory Committee

With representatives from almost every dental plan member, the Legislative and Regulatory Committee (LRC) analyzed and prioritized hundreds of issues throughout the year. The LRC works closely with CADP lobbyists and the board to develop comment letters and strategies regarding the issues facing the dental benefits industry.

In 2020, the LRC was instrumental in gathering data on the multitude of activities plans were implementing to support providers and consumers during unprecedented shutdowns of dental offices in California. The California Dental Association (CDA) developed proposed legislation, which would have required grants to dentists, extremely high reimbursement rates for personal protective equipment (PPE) and potentially implemented a loss ratio for dental plans. The LRC, working in tandem with CADP’s excellent lobby team, was able to negotiate with CDA and educate policy makers that resulted in CDA pulling back their proposal. CADP worked collaboratively with health care trade associations in California, including Association of California Life and Health Insurance Companies, America’s Health Insurance (ACHLI) Plans (AHIP), and National Association of Dental Plans (NADP), to develop a legal white paper to address the numerous constitutional problems with the CDA proposal.

EDUCATION

Annual Conference + Capitol Day

With interactive volunteer meetings, impactful face-to-face appointments with legislators, thought-provoking educational sessions, and ample networking opportunities, CADP's 2020 Annual Conference and Capitol Day delivered on all fronts.

The event began on Feb. 25 with a Quality Management Committee meeting featuring a CE presentation, "Barriers involved in the application of evidence-based dentistry principles (3 CE hours)" and a California Dental Association (CDA) presentation regarding Peer Review. Additional highlights included training for Capitol visits, CADP Business Meeting and Opening reception.

On Feb. 26, Capitol Day, 25 CADP members, organized in five teams, visited 18 legislative offices and met with Senators, Assembly members and staff in the state Capitol where they offered to serve as a resource regarding the dental benefits industry.

On Feb. 27, Professional Development Day, attendees learned more about the emerging California healthcare landscape, technology leading to disruption, trends in the US dental market, and bundling payments and achieving savings through prevention. In addition, sessions provided updates on federal and state trends.

Quality Assurance Consultant Course

Thirty-four registrants gathered for the February CADP Quality Assurance Consultant Course in Los Angeles, offering 16 hours of continuing education credits. Unfortunately, the COVID-19 pandemic prevented additional offerings of the QA Course. To maintain the program and certifications of past attendees, CADP extended expiration dates for one-year for all consultants with 2020 expiration dates and posted an updated list on CADP.org.

AUDIT WAREHOUSE

To provide added value to our members, CADP offers the Shared Audit Warehouse Program, saving you time and money on mandated reviews of dental offices. Through the Shared Audit Warehouse, members coordinate on the scheduling of dental offices, which participate in multiple members' networks. This reduces the interruptions for the dental office while increasing savings and efficiency for member carriers. Everyone wins!

In 2020, the warehouse allowed CADP plan members to extract audits of offices and remain in full compliance with their quality management programs even during the COVID 19 pandemic. Many dental practices were closed and even after re-opening, they had restricted access to the office by anyone other than the patient. The extraction of audits via the Warehouse allowed the quality processes to continue uninterrupted.

In response to the unique challenges of 2020, CADP is offering a one-time only reduction in Audit Warehouse assessments for 2021. Members will receive warehouse and membership invoices at the same time.





MEMBERSHIP ROI

The following Membership ROI was developed by your fellow CADP members to demonstrate value in association membership. The following monetary values, based on the actual or estimated costs, show what it would cost a member company to provide similar services *on their own*, without the benefit of CADP membership.

VALUE OF YOUR CADP MEMBERSHIP IN MONETARY TERMS	
State Lobbyists* Cost to hire your own California lobbyist to represent your company on issues like DLR, network adequacy & more	\$144,000
Avoiding Legal Costs** through collaborating on the Legislative & Regulatory Committee (LRC) @\$10,000 per issue Some Key 2020 issues: telehealth, provider directories, PPE reimbursement, premium credits	\$40,000
Savings on database consultant** Cost to hire outside consultant to submit your company's feedback on CA Cost Transparency Database	\$5,000
Audit Warehouse: Average savings over last 5 years. Offers means to maintain and keep Quality Assurance programs viable during pandemic when dental offices were closed & during recovery when offices are open <i>only</i> to patients.	\$30,906
Total Monetary Value	\$219,906
INVALUABLE BENEFITS	
Added Advocacy Values	
Anonymity in presenting your views on legislative and regulatory issues	
Being part of the conversation and adding your views to the CADP collective voice	
Effective tracking and representation on critical issues such as PPE reimbursement, DLR, Provider Directories & more	
Advocacy program advancing your positions through testimony & comment letters	
Added strength, access and credibility through CADP, our collective industry voice	
Value Added Benefits	
Larger scope and expertise through association management by national organization	
Enhanced advocacy efforts resulting from in-person meetings during CADP Capitol Day	
Timely distribution of information and opportunities to connect through MyCADP	
Continuing education and certification opportunities through Quality Assurance Courses	
Additional CE credits & education for your dental director through the Quality Management Committee	
CADP NewsBrief, MyCADP & CADP.org providing news and information about the association and industry	

*Actual costs paid to vendors to deliver services

**Estimated costs for your company to provide similar service on its own