

March 6, 2024



Silver Lake Dental

The focus is on you

Theresa M. Snell, D.D.S., P.A. | Joseph S. Fink, D.D.S.

Chair Klein and members of
The Senate Commerce and
Consumer Protection Committee

Re: Bill SF1040

Dear Chair Klein and Senate Commerce and Consumer Protection Committee:

I am respectfully requesting that you vote YES on bill number SF1040. This bill passing is an important change that needs to happen in the dental community.

Currently, the dental benefit companies are dictating to dental providers what they can or cannot charge for their fees despite not covering the benefit. This range of the procedures could be on something fairly inexpensive and not-time consuming, such as a fluoride treatment to something that is very time consuming and has expensive lab costs associated with it such as cosmetic veneers.

There are also limitations that the dental benefit providers place on the patients that are unreasonable cost containment measures. This can result in patients not following through with necessary treatment. The dental benefit company will state, they are not dictating the care necessary, however, they frequently will only cover a style of crown that is prone to break if done on a back tooth instead of the style of crown that is more predictable. This can lead to confusion with the patient as to the necessity of the style of crown that is best for their situation. This can then lead to the patient thinking their doctors are opting for more expensive treatment for no reason. Many dental benefit companies are also opting to refuse to pay for normal standard of care treatment such as composite fillings, which is now the norm, and limits the number of x-rays they will cover.

Dental benefit providers should have zero say on treatment cost that a patient is opting to do if they will not cover the treatment. We frequently run into issues of a wait period, or a missing tooth clause. Very often the dental benefit companies are not clear on these restrictions to the patient or the dental office resulting in a breakdown of the relationship between the dental provider office and the patient.

This bill would solve a TINY issue in a situation that needs HUGE reform and is a very necessary change. I would bet my life that a plastic surgeon's fees for a facelift or implants are not being dictated by medical insurance. This shouldn't happen in dentistry either.

A YES vote on SF1040 is the right decision to support your Minnesota dental practices and Minnesota small business.

Sincerely,

Aimee Melne, Office Manager

President, Twin Cities Dental Executives Connect (a local dental office manager group)