

From: Plain, Daniel (DMAS) <Daniel.Plain@dmass.virginia.gov>
Sent: Wednesday, July 31, 2024 6:51 AM
To: Lunardi, Jeff (DMAS) <Jeff.Lunardi@dmass.virginia.gov>; Gist, Justin (DMAS) <Justin.Gist@dmass.virginia.gov>; Richardson, Hope (DMAS) <Hope.Richardson@dmass.virginia.gov>; McClellan, Emily (DMAS) <Emily.McClellan@dmass.virginia.gov>
Cc: Fegans, Adrienne (DMAS) <Adrienne.Fegans@dmass.virginia.gov>
Subject: RE: Dental/Tribal Clinics Meeting

Thanks Jeff. We will push the meeting out a couple of weeks and have DentaQuest sit tight with any movement on the provider.

From: Lunardi, Jeff (DMAS) <Jeff.Lunardi@dmass.virginia.gov>
Sent: Tuesday, July 30, 2024 4:25 PM
To: Gist, Justin (DMAS) <Justin.Gist@dmass.virginia.gov>; Plain, Daniel (DMAS) <Daniel.Plain@dmass.virginia.gov>; Richardson, Hope (DMAS) <Hope.Richardson@dmass.virginia.gov>; McClellan, Emily (DMAS) <Emily.McClellan@dmass.virginia.gov>
Cc: Fegans, Adrienne (DMAS) <Adrienne.Fegans@dmass.virginia.gov>
Subject: RE: Dental/Tribal Clinics Meeting

Thank you so much Justin, this is very helpful.

We will have a better idea of where we are with both Tribes after the next couple of weeks. Let's reconvene on this discussion when we're ready.

From: Gist, Justin (DMAS) <Justin.Gist@dmass.virginia.gov>
Sent: Tuesday, July 30, 2024 3:12 PM
To: Lunardi, Jeff (DMAS) <Jeff.Lunardi@dmass.virginia.gov>; Plain, Daniel (DMAS) <Daniel.Plain@dmass.virginia.gov>; Richardson, Hope (DMAS) <Hope.Richardson@dmass.virginia.gov>; McClellan, Emily (DMAS) <Emily.McClellan@dmass.virginia.gov>
Cc: Fegans, Adrienne (DMAS) <Adrienne.Fegans@dmass.virginia.gov>
Subject: Re: Dental/Tribal Clinics Meeting

Good Afternoon,

We began discussions with in 2023. I was introduced to Steven Tupponce who is the Director at Upper Mattaponi Indian Tribe Health Services. We had one discussion in 2023 regarding Steven's intent to bring on dental services at his clinic. There was a collective pause and the conversation resurfaced when Steven's group reached out and asked if we could continue the conversation and included two new members of their team (Donna Kellum and Nicole Beverly). We met again with UMIT and they discussed their desire to "go live" with their dental clinic in October of this year. They also briefly discussed their AIR (all inclusive rate) and the uniqueness of their program because of their 638 contract. In addition to meeting with UMIT, we also met with Nansemond Nation who operates in Portsmouth. They are looking to bring on dental services in October of this year as well. Both clinics requested the necessary credentialing paperwork to begin credentialing their dental provider.

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Justin Gist
Dental Program Manager,
Health Care Services Division
Department of Medical Assistance Services (DMAS)
804-638-8765
justin.gist@dmass.virginia.gov
Availability: M-Fri 7:00a.m - 5:00 p.m. (Flex every other Friday)



From: Lunardi, Jeff (DMAS) <Jeff.Lunardi@dmass.virginia.gov>
Sent: Tuesday, July 30, 2024 2:43 PM
To: Plain, Daniel (DMAS) <Daniel.Plain@dmass.virginia.gov>; Richardson, Hope (DMAS) <Hope.Richardson@dmass.virginia.gov>; Gist, Justin (DMAS) <Justin.Gist@dmass.virginia.gov>; McClellan, Emily (DMAS) <Emily.McClellan@dmass.virginia.gov>
Cc: Fegans, Adrienne (DMAS) <Adrienne.Fegans@dmass.virginia.gov>
Subject: RE: Dental/Tribal Clinics Meeting

Thanks all. Yes, I think we need to fold this into the tribal consultation we are working through.

I think it would be helpful to have an internal discussion about what they are planning so we can be aligned internally.

From: Plain, Daniel (DMAS) <Daniel.Plain@dmass.virginia.gov>
Sent: Tuesday, July 30, 2024 1:24 PM
To: Richardson, Hope (DMAS) <Hope.Richardson@dmass.virginia.gov>; Gist, Justin (DMAS) <Justin.Gist@dmass.virginia.gov>; McClellan, Emily (DMAS)

<Emily.McClellan@dmass.virginia.gov>

Cc: Lunardi, Jeff (DMAS) <Jeff.Lunardi@dmass.virginia.gov>; Fegans, Adrienne (DMAS) <Adrienne.Fegans@dmass.virginia.gov>

Subject: RE: Dental/Tribal Clinics Meeting

Justin can confirm but I believe it is the Mattaponi

From: Richardson, Hope (DMAS) <Hope.Richardson@dmass.virginia.gov>

Sent: Tuesday, July 30, 2024 1:24 PM

To: Plain, Daniel (DMAS) <Daniel.Plain@dmass.virginia.gov>; Gist, Justin (DMAS) <Justin.Gist@dmass.virginia.gov>; McClellan, Emily (DMAS) <Emily.McClellan@dmass.virginia.gov>

Cc: Lunardi, Jeff (DMAS) <Jeff.Lunardi@dmass.virginia.gov>; Fegans, Adrienne (DMAS) <Adrienne.Fegans@dmass.virginia.gov>

Subject: Re: Dental/Tribal Clinics Meeting

Thank you, Dan. Can you share which tribe this is? My understanding was that some payment has taken place for dental services with a reimbursement structure based on the AIR. But maybe those were just discussions that didn't result in actual billing.

From: Plain, Daniel (DMAS) <Daniel.Plain@dmass.virginia.gov>

Sent: Tuesday, July 30, 2024 1:18 PM

To: Richardson, Hope (DMAS) <Hope.Richardson@dmass.virginia.gov>; Gist, Justin (DMAS) <Justin.Gist@dmass.virginia.gov>; McClellan, Emily (DMAS) <Emily.McClellan@dmass.virginia.gov>

Cc: Lunardi, Jeff (DMAS) <Jeff.Lunardi@dmass.virginia.gov>; Fegans, Adrienne (DMAS) <Adrienne.Fegans@dmass.virginia.gov>

Subject: RE: Dental/Tribal Clinics Meeting

Thanks Hope. We wanted to talk through impact before moving further given recent tribal discussions. The tribal clinic it is getting credentialed into the DentaQuest network in order to serve the CardinalSmiles (former Smiles for Children) population. They would be paid like any network dental provider.

From: Richardson, Hope (DMAS) <Hope.Richardson@dmass.virginia.gov>

Sent: Tuesday, July 30, 2024 1:00 PM

To: Gist, Justin (DMAS) <Justin.Gist@dmass.virginia.gov>; McClellan, Emily (DMAS) <Emily.McClellan@dmass.virginia.gov>

Cc: Plain, Daniel (DMAS) <Daniel.Plain@dmass.virginia.gov>; Lunardi, Jeff (DMAS) <Jeff.Lunardi@dmass.virginia.gov>

Subject: Re: Dental/Tribal Clinics Meeting

Hi everyone -

Unfortunately I think we need to hold off on discussion/planning of new tribal services for now. We're in a period of consultation with the tribes to understand what services they are currently providing and changes that may need to be made to structure reimbursement appropriately. I'm looping in Jeff for any additional thoughts.

Could one of you fill me in on any discussions that you've had with the tribes about dental? Are they waiting for something from us (information, instruction on how to bill)? I think we will want to fold this into the broader tribal consultation process, but I want to make sure they're aware so we don't leave them hanging without explanation/warm handoff.

Hope

From: McClellan, Emily (DMAS) <Emily.McClellan@dmass.virginia.gov> on behalf of Gist, Justin (DMAS) <Justin.Gist@dmass.virginia.gov>

Sent: Tuesday, July 30, 2024 12:35 PM

To: Richardson, Hope (DMAS) <Hope.Richardson@dmass.virginia.gov>

Cc: Plain, Daniel (DMAS) <Daniel.Plain@dmass.virginia.gov>; Gist, Justin (DMAS) <Justin.Gist@dmass.virginia.gov>

Subject: Fw: Dental/Tribal Clinics Meeting

When: Thursday, August 1, 2024 3:00 PM-4:00 PM.

Where: Microsoft Teams Meeting

Dear Hope,

I just wanted to make sure that it is okay for us to meet (internally only) about dental services at the tribal clinics. Could you please let us know?

Thanks! –Emily

From: Gist, Justin (DMAS) <Justin.Gist@dmass.virginia.gov>

Sent: Tuesday, July 30, 2024 12:04 PM

Cc: McClellan, Emily (DMAS) <Emily.McClellan@dmass.virginia.gov>

Subject: Dental/Tribal Clinics Meeting

When: Thursday, August 1, 2024 3:00 PM-4:00 PM.

Where: Microsoft Teams Meeting

Meeting to discuss two tribal clinics (UMIT and Fishing Point) bringing on dental services for their members.

Microsoft Teams [Need help?](#)

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