



# PROSPECTUS



## Table of Contents

The Prevalence of Dental Disease

Barriers to Dental Care Access

The Future Smiles Approach

Our Programs

Track Record of Success

Return on Investment

Vision & Investment Opportunities

Closing

Financials

Contact

# There's more than just a smile at stake.



Smiles are how we first learn to interact with our world. They tell us our feelings are important and other people notice us. Our smiles help us learn to connect to others—they're the building blocks of confidence and warm, nurturing relationships.

Sadly, too many children's smiles—and lives—are hurt by tooth decay because they don't have access to basic dental health care and education. Tooth decay is one of the most prevalent issues for schoolchildren, having a direct impact on their ability to learn, affecting their risk for other systemic health issues, and keeping them from developing strong self-esteem and confidence.

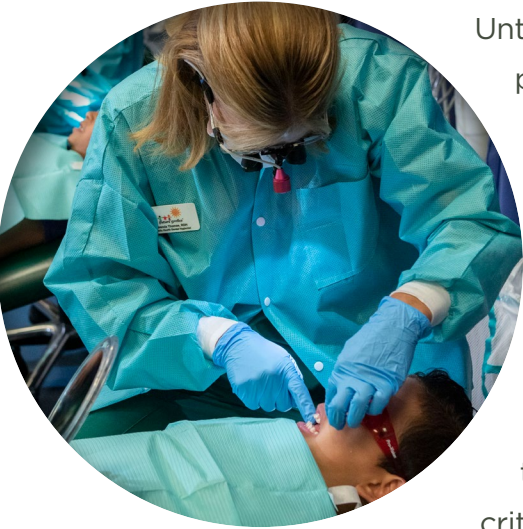
At Future Smiles, we take dental health care directly to students, offering a mobile dental clinic and oral health education that has impacted the lives of thousands of Clark County, Nevada students and families. However, there are many more young people who could benefit from our programs. To expand our reach and impact we are seeking support for program expansion, as well as for building our internal organizational capacity.





# The Prevalence of Dental Disease

According to the National Institutes of Health (NIH), tooth decay is one of the most common chronic diseases of childhood in the United States—five times as common as asthma and seven times more common than hay fever.<sup>1</sup> By age eight, more than half (52 percent) of children have a cavity in their teeth. Tooth decay is often the result of lack of access to dental care and can have devastating consequences for children—medically, socially, emotionally, and academically.



Untreated tooth decay can cause pain that may lead to problems with eating, speaking, playing, and learning. Children with poor oral health are three times more likely to miss school because of dental pain. According to the Centers for Disease Control (CDC) on average, 34 million school hours are lost each year because of unplanned (emergency) dental care.

A child who can't smile because they're in pain, because they're embarrassed and ashamed, is missing out on critical development. A child who can't smile is more likely to do worse in school and may have trouble making friends. A child with dental pain will have trouble sleeping and getting good nutrition, which are both critical for growing brains and bodies. A child who lives with dental disease is at higher risk for other health-related problems that can last a lifetime—like heart, lung, and brain disease. These children also suffer at a higher rate from COVID-19 complications.

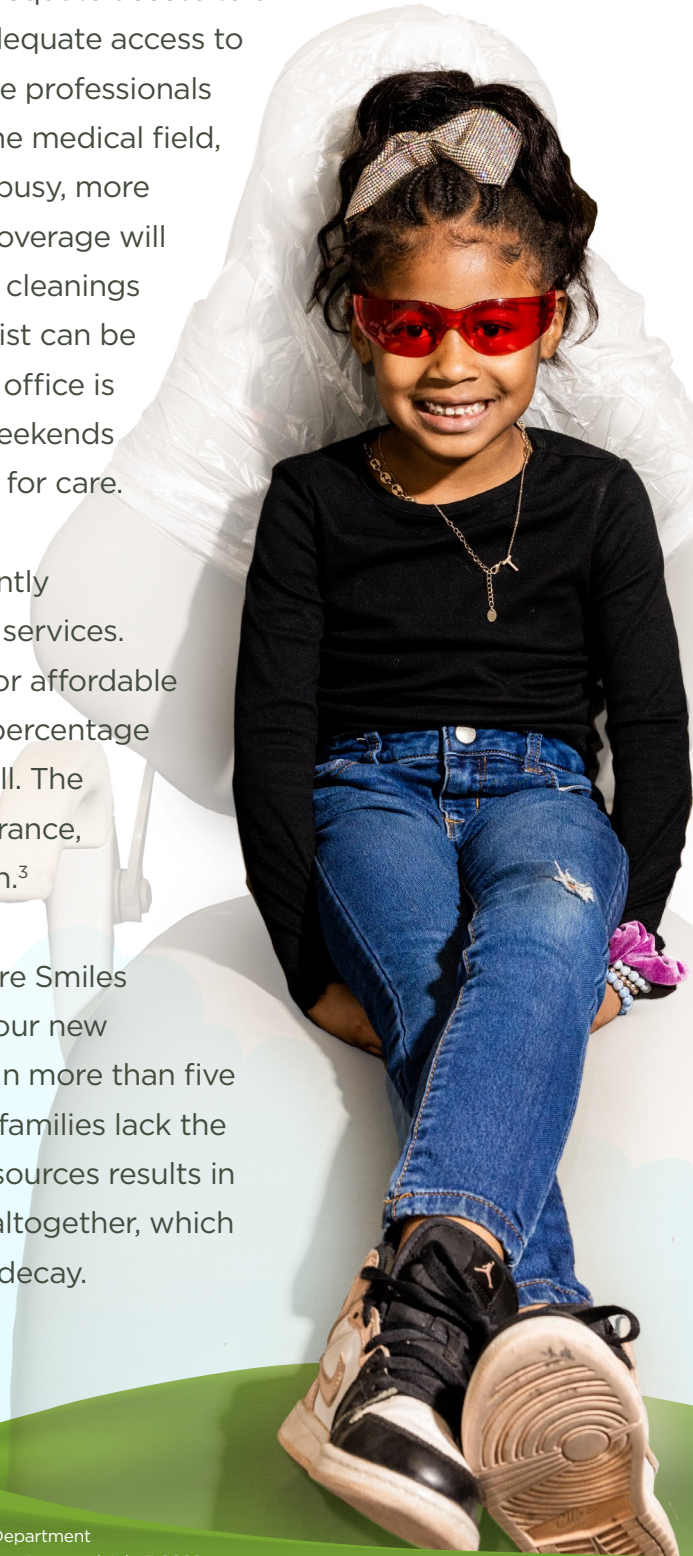
The problems stemming from tooth decay disproportionately affect children in families experiencing poverty. School-aged children from low-income families are more than twice as likely (25 percent) to have cavities as compared to children from higher-income households (11 percent). And the CDC estimates that 50 percent of children living in families with low income suffer from more severe dental disease. That's because even basic dental care is far too often inaccessible—geographically, logistically, and financially.

# Barriers to Dental Care Access

A significant number of children in southern Nevada live in dental deserts—neighborhoods where there isn't a dentist's office or access to care. Only 30 percent of Nevadan children and families have adequate access to a dentist, even lower than the 42 percent who have adequate access to primary care physicians.<sup>2</sup> Since dentists and oral care professionals have some of the highest debt-to-income ratios in the medical field, they often have to work in high-volume practices in busy, more affluent neighborhoods or where strong insurance coverage will help pay the expenses, even for preventive work like cleanings and x-rays. Poor access means just getting to a dentist can be an insurmountable challenge. And even if a dentist's office is available, most aren't open after work hours or on weekends when working parents are able to take their children for care.

In addition, cost barriers for dental care are significantly higher than for other types of childhood health care services. Insurance—when it's available through an employer or affordable on the open marketplace—only covers a very small percentage of the cost and many procedures aren't covered at all. The situation is even worse for those without dental insurance, which in Nevada is nearly one-third of the population.<sup>3</sup>

More than 55 percent of the children served by Future Smiles lack dental insurance. An astonishing 80 percent of our new patients report that they have not been to a dentist in more than five years, or never have been to a dentist because their families lack the financial resources to pay for dental care. Lack of resources results in postponing dental appointments or foregoing care altogether, which only exacerbates the problems resulting from tooth decay.



1 Benjamin RM. Oral Health: The Silent Epidemic. Public Health Rep. 2010;125(2):158-159. <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC2821841/#B3>.

2 Bureau of Health Workforce Health Resources and Services Administration (HRSA) U.S. Department of Health and Human Services <https://data.hrsa.gov/topics/health-workforce/shortage-areas>. Accessed July 7, 2022  
3 National Association of Dental Plans <https://www.nadp.org/> Accessed July 7, 2022



There’s not one problem that limits parents from getting their kids to quality, preventive oral care—there are many. For too many families, it feels like trying to walk through doors that keep closing in your face. That’s why we need to treat the kids where they are—in school.

### Founder’s Story

Terri Chandler was born in 1964. Her father served in the Navy and the family traveled a lot when she was young, including a three-year period on the island of Guam during the Vietnam War. Terri’s mother came from a Hispanic family deeply connected to Mexican culture.

Traditional Mexican healing practices include honey, and Terri’s Nana encouraged her mom to use honey in her baby bottle to help her sleep at night. Unfortunately, honey is a natural sugar that causes tooth decay. By the age of two, while on Guam, she had so many cavities that the Navy dentist could not repair her teeth.



Under hospital sedation, all of Terri’s front teeth were extracted, leaving her with a life-long fear of the dentist and long-term dental issues.

Despite—or perhaps, because of—this fear, Terri pursued a career as a dental hygienist. Says Terri: *“Because of this experience, I have profound mindfulness that my dental issues resulted from my family’s misunderstanding of cavities, not a lack of love or an absence of intention for my good health and safety. As a dental hygienist, I could personally relate to a patient’s dental anxiety and fear, doing my utmost to ease their emotional journey as they pursue dental health. I’ve infused this depth of empathy into our core values at Future Smiles, where we provide respect, dignity, and understanding for our families while we champion children’s dental health one smile and one heart at a time!”*



### The Future Smiles Approach

Future Smiles is removing barriers to dental health care by providing a full-service solution for the oral health needs of youth in our community. Our nationally recognized school dental health delivery model incorporates four pillars:

- **EDUCATION:** So children of all ages and their families are better informed about good habits that lead to strong oral health.
- **PREVENTIVE SERVICES:** To reduce common dental problems, such as tooth decay.
- **RESTORATIVE TREATMENT:** For those children in need of more advanced care, such as fillings or extractions.
- **REFERRAL CARE:** Helping families navigate to more specialized treatments through our network of referral partners.



*Typically, kids don’t want to go to the dentist, but once we started Future Smiles here at our school they are always eager to go to Future Smiles and have their teeth cleaned.*

—Klay McPeck,  
Tate Elementary  
School Teacher

### Our Programs

#### Mobile School-Based Sealant Program (SSP)

The prevention-focused Mobile School-Based Sealant Program (SSP) brings virtual and in-person oral health education programs and dental hygiene healthcare into elementary, middle, and high school settings, through a public-private partnership with Clark County School District. SSP provides each child an oral health assessment, dental sealants, and fluoride varnish applications.

Our prevention team includes both dental hygienists and dental assistants who easily transport our portable dental units on wheeled carts from school to school. The team travels to Title I schools throughout Clark County, Nevada providing our services for one to two weeks at a time. All students at these schools are eligible for Future Smiles, with positive parent consent. We aim to serve as many students as possible at each school, providing dental hygiene education, oral health supplies, dental sealants, fluoride varnish applications and, if necessary, case management for referrals.





## Community and Partner Coordination

Our Case Managers are responsible for improving the overall experience of care, reducing disease, promoting good oral health, and coordinating a continuum of care. Every day we see children who have early or urgent dental needs and require immediate care beyond what can be provided in the school setting. At the child's appointment, a level of dental urgency is assigned based on how much decay is present or if the child is in pain. The case manager works alongside the dental assistants to promptly navigate these children to a dentist for necessary dental treatment. The family is contacted and asked a set of questions to learn more about individual and family circumstances so that we can best ensure a child receives care. Each referral to a dentist is tailored to the financial status, geographic location, and preferred language for the child and family. Our case management system helps families find dental homes for their children, especially those with an urgent healthcare need for restorative dental treatment services.



Beyond care navigation, Future Smiles helps both children and families with the complicated Medicaid enrollment process. Nevadans are guided through the eligibility and enrollment process by our case managers, who have achieved the Certified Application Counselor (CAC) certification. The CAC certification requires extensive knowledge of the intricate enrollment system and evolving guidelines. This knowledge enables case managers to streamline the application, thus reducing the time-consuming and stressful enrollment process that can deter many from obtaining Medicaid.

## Nevada Women's Philanthropy (NWP) Dental Wellness Center

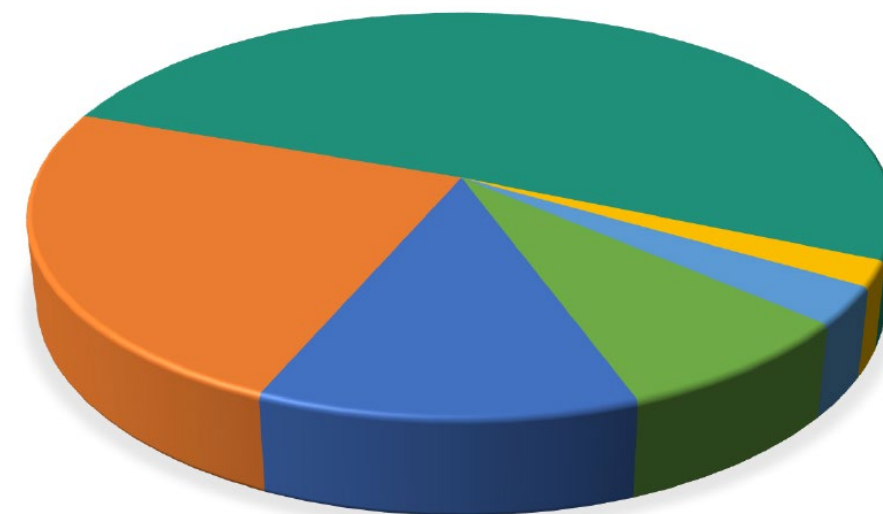
The NWP Dental Wellness Center is our brick-and-mortar facility located on the Elaine P. Wynn Elementary School campus. It is Nevada's only permanent, school-based dental facility. Here we provide complete dental diagnosis and restorative treatment to children who otherwise would have no access to quality, affordable dental care. All services are provided at low or no cost to the families through Future Smiles contracts with Medicaid and private insurance, as well as the generous support of philanthropic funders.

At Future Smiles, we are determined to advance overall health by ending oral pain and suffering and give children and their families the care and knowledge they need to create healthy smiles—and healthy futures.

*A lot of our families don't have access to dental care or have any insurance at all. Some of our kids never see a dentist or get that support until it becomes a medical situation and they have to go to the emergency room and will be out of school for several days.*

—Sarah Popek,  
Tate Elementary  
School Principal

## Race/Ethnicity of Children Served



3% Asian   24% Black   51% Hispanic/Latinx  
8% White   12% Multiracial   2% Other





“

*Future Smiles changed my life. Every person at the program cares about me and really did their best to help me. I must have had almost 50 dental appointments with Future Smiles and their specialists. I always thought that community programs were for the cute little kids, but Future Smiles cared about me, a teenager. I was unaware of all of the additional dental resources, like Smile Generation Serve Day, the annual day of service supported by Pacific Dental Services, where I got my crowns finished by Dr. Mugleston at Henderson Modern Dentistry and Orthodontics. The Future Smiles case manager, Jan, was amazing. She kept following up with me and made sure that I got my appointment by working around my work schedule and school schedule. Best of all, when I was going to the Orleans Casino to my high school graduation, Jan called to tell me that she had an appointment for me to have the crowns made for my root canal molars. I told her, “This is the best graduation present that I could have asked for!”*

”

## Track Record of Success

Through our programs, Future Smiles is increasing dental health care and knowledge and improving the lives of thousands of children and families across Clark County.

### Impact since inception in 2009 through 2022:

- **200,000 children received oral health supplies and education**
- **37,049 children screened to determine their oral health status**
- **116,900 teeth sealed and protected from tooth decay on 15,215 children**
- **5,358 children had pain and needed complex dental treatment**
- **11,100 children served did not have dental insurance, and**
- **70 percent of ALL children who had tooth decay and needed complex dental treatment plans received completed care—no more cavities!**

There is a story behind each of these numbers. Take Metztil, a 10-year-old child, for example. During the pandemic, Metztil’s mom, Alejandra, called Future Smiles to ask for help because Metztil had been in pain for three weeks and missed 10 days of school because of the pain. The family was going through a divorce and Alejandra was saving money to get a new apartment but needed first and last month’s rent. Alejandra said, “I feel awful that I don’t have the money to help Metztil, my baby is suffering, she is miserable, and I am failing her as a mom!” Future Smiles completed the dental treatment, including endodontic (root canal) treatment, which relieved Metztil’s dental pain. Alejandra said, “This means a lot to me, Future Smiles has given me peace of mind and I am so thankful!”

As another Future Smiles parent, Jamie, said: “My son was at a school that had Future Smiles and he could go out of class to get his teeth cleaned and it was very, very convenient. It is so important because as a parent when you don’t make a lot of money, you put things off that are expensive, and dental care is very expensive. Future Smiles makes it so much more affordable and easy to come in and get your kids taken care of and it would not happen if there wasn’t a program like Future Smiles.”

## Return on Investment

Future Smiles’ impact and return on investment has also been independently verified. In 2020–21 through a grant from Delta Dental Community Care Foundation, Future Smiles participated in the Impact Genome Project (IGP), an evidence-based impact data standard that uses advanced taxonomies to evaluate social outcomes. Future Smiles’ programs received an outstanding performance evaluation scorecard from IGP. Our School Sealant Program had a 100 percent efficacy rate at a cost per child of \$344 and the NWP Dental Wellness Center had a 100 percent efficacy rate at a cost per child of \$640.



## Vision & Investment Opportunities

Future Smiles’ impact is clear—and yet, we are only reaching a fraction of the students who could benefit from our services. Clark County has one of the largest school districts in the country, with 374 schools, the majority of which are eligible for Title 1 funding, reflecting the high percentage (60.8 percent) of economically disadvantaged students. Currently, Future Smiles serves 28 percent of the 224 Title 1 schools in Clark County School District, yet we strive to serve many more schools and students. To do this, we are seeking support both for program expansion and building our internal capacity.





“After many years of being covered by Medicaid, my family was not eligible and all medical and dental services ended. Without dental coverage, my teeth began to hurt and I was in pain from my dental problems that went beyond my teeth. I had earaches and headaches from the pain for about two years before I found Future Smiles. At 17 years of age, I worked part-time to help my family, I was going to school, and my family expected me to be responsible for my healthcare needs.”



“Future Smiles changed my life, and because of this program, my career goals are to go to school to be a dental hygienist and I have enrolled in Utah Tech University. Future Smiles has left a lasting impression on me and I want to have a career that helps people—not just a job!”

## Program Expansion and Support

Over the next five years, Future Smiles has set an ambitious goal to expand our program from 60 schools to 100 schools. This would provide an estimated 6,000 additional children in our community with access to a “dental home” where they will receive oral health education, brushing supplies, dental decay prevention, comprehensive dental treatment, and care navigation to more complex restorative dental services.

To realize our vision for expansion, we will need to add clinical and clinical support staff positions, dental tools and equipment, dental hygiene supplies, and support for a dental care vehicle for transport. This expansion will enable us to reach far more kids in Clark County, ensuring that tooth decay and its associated challenges don’t prevent kids from living happy, healthy lives.

## Building Internal Capacity

As Future Smiles prepares for program expansion, we will need to augment investments in our programs with other organizational supports, such as enhanced marketing and communications (e.g., website updates and renovations, school outreach materials), staffing in fundraising and finance, and consultation to lead us through our diversity, equity, and inclusion (DEI) journey to embed DEI principles into all aspects of our organization.

An investment in our internal capacity is an investment in our long-term sustainability.

## Closing

Building healthy communities takes all of us. Many different people play a role in our oral health care system—parents, teachers, school nurses, pediatricians, dentists, oral health care professionals, and yes, YOU, TOO.

Join us in achieving our vision for the future—a future where every child will live up to their potential and not be hindered by something as easily solved as tooth pain.

Healthier smiles mean healthier children. Healthier children mean stronger communities. Together, let’s build this healthier, stronger future.

## A future of smiles.

To find out more and join us in this important work, please visit [www.futuresmiles.net](http://www.futuresmiles.net)

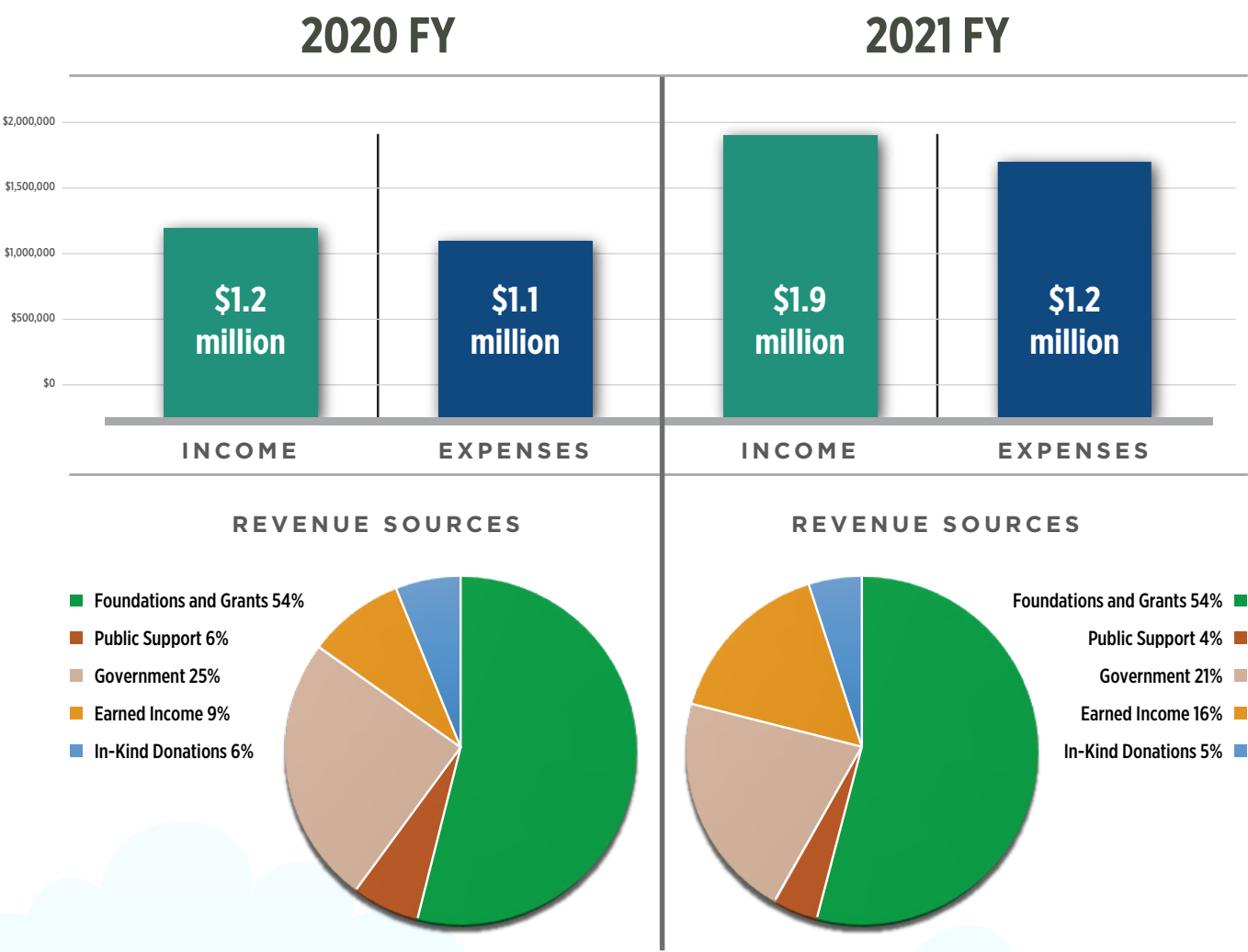
*My challenge to other potential funders or businesses is all of us are looking to invest in a winner and for me Future Smiles is that winner. There are no other options for preventive dental care in our community, there just aren’t any others.*

—Punam Mathur, Executive Director  
Elaine P. Wynn and Family Foundation





# Financials



*I have been practicing dentistry in Nevada for over twenty years. When I first arrived from Texas, I was astonished with the level of decay I saw in children within the school systems throughout the state. The decay rates were especially high in the uninsured, underserved and Medicaid populations, which represents the invisible children that most dentists do not treat. The critical evaluation, preventive care and dental education provided by Future Smiles is a vital first step at ensuring that these children receive the appropriate dental care they so desperately need.*

—Tyree G. Davis, D.D.S., Chief Medical Officer for Ancillary Services, Nevada Health Centers

# Contact

Future Smiles is a Nevada Nonprofit Corporation, IRS Code 501 (C)(3) status, EIN 27-3160598. Your donation to Future Smiles may be tax-deductible pursuant to NRS 598.

Our administrative office

**Future Smiles**

3074 Arville Street

Las Vegas, NV 89102

O: (702) 889-3763

E: [info@futuresmiles.net](mailto:info@futuresmiles.net)

W: [www.futuresmiles.net](http://www.futuresmiles.net)

Our school-based dental facility

**NWP Dental Wellness Center**

5630 Coley Ave.

Las Vegas, NV 89146

O: (702) 799-1204

Our lead smile champion

**Terri Chandler, RDH**

Founder and Executive Director

C: (702) 521-4550

E: [terri@futuresmiles.net](mailto:terri@futuresmiles.net)





# PROSPECTUS

[www.futuresmiles.net](http://www.futuresmiles.net)