



October 23, 2023

VIA ELECTRONIC MAIL

HIGHLY CONFIDENTIAL / CONTAINS PROPRIETARY & SENSITIVE INFORMATION

Oregon Health Authority
421 SW Oak St.
Portland, OR 97204
Attn: Sarah Bartelmann, MPH
Email: HCMO.info@odhsoha.oregon.gov

Re: Response to One-Year Follow-Up Review – 004 SDB

To Whom it May Concern:

This letter is written in response to the letter dated September 15, 2023 (the “OHA Letter”) received by SDB MTN West Partners, LLC and SDB Partner Aggregator, LLC (collectively, “SDB”) from the Oregon Health Authority (“OHA”) relating to the one-year follow-up review of the material change transaction of SDB, which was approved by OHA on September 9, 2022. Below, we are including responses to the requests received in Attachment A and Attachment B to the OHA Letter. Should you have any questions, please direct inquires to me.

Due to the competitively and commercially sensitive nature of the information contained herein, which reflects current and forward-looking information regarding managed care contracting, rates, wages/compensation, and strategic plans, SDB requests that the entirety of this submission, including all information attached hereto, be designated as CONFIDENTIAL pursuant to ORS 415.501.13(c).

Very Truly Yours,

A handwritten signature in black ink, appearing to read "Matthew Thompson", is written above a horizontal line.

Matthew Thompson, Esq.

cc: SDB Legal (via email)
File

1610 54th Avenue North
Nashville, Tennessee 37209

Attachment A: 004 – SDB

Please see the below and attached responses to the requests included in Attachment A to the OHA Letter. The numbering of the responses below corresponds to the numbering of the requests included in Attachment A. Any capitalized terms not defined herein shall have the meaning ascribed to them in the OHA Letter.

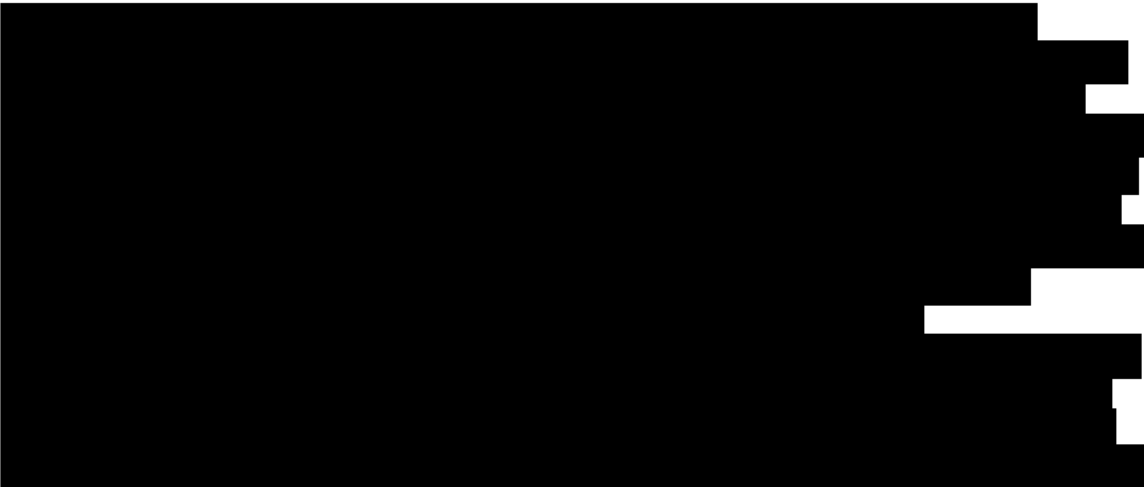
1. There have been no material changes in SDB’s operation, structure, policies, business, board members, officers, employees or any other area of corporate activity impacting Oregon since September 16, 2022.
2. There have been no material changes in SDB MTN West’s operation, structure, policies, business, board members, officers, employees or any other area of corporate activity impacting Oregon since September 16, 2022.
3. There have been no material changes in Aggregator’s operation, structure, policies, business, board members, officers, employees or any other area of corporate activity impacting Oregon since September 16, 2022.
4. Please see attachment titled “Organizational Chart (#4)”. The total number of staff of OR Specialty Dental is currently 29. There are 3 dentists employed by OR Specialty Dental and there are there are 2 practice managers, one allocated to Willamette Valley Oral & Maxillofacial Surgery and one allocated to Yenne & Schofield Orthodontics. All other clinical and administrative staff report to their respective practice manager.
5. Willamette Valley Oral & Maxillofacial Surgery located at 250 Church Street SE, Suite 102, Salem, Oregon 97301 and Yenne & Schofield Orthodontics with locations at (i) 160 Ramsgate Square, Suite 100, Salem, Oregon 97302; (ii) 580 Main Street, Suite E, Dallas, Oregon 97338; (iii) 5099 River Rd. N, Keizer, Oregon 97303; and (iv) 470 Glen Creek Road NW, Suite 150, Salem Oregon 97304 (“Existing Facilities”).

6. [REDACTED]

7. [REDACTED]

8. [REDACTED]

9. Please see attachment titled “SDB Oregon Financials”.
10. Please see attachment titled “SDB Oregon Financials”.
11. There have been no changes to dental services provided by SDB-affiliated providers in Oregon since September 16, 2022.
12. Below is a description of any changes to the operations, structure, policies, business, or employees of SDB-affiliated dental practice locations in Oregon since September 16, 2022:
 - a. Locations – There have been no changes to the Existing Facilities since September 16, 2022.
 - b. Hours of operations- There have been no changes to the hours of operations at the Existing Facilities since September 16, 2022.
 - c. Billing and payment practices- There have been no changes to the billing and payment practices of the providers at the Existing Facilities since September 16, 2022.
 - d. Types of insurance accepted- There have been no changes to the types of insurance accepted at the Existing Facilities since September 16, 2022.
 - e. Availability of translation and interpretation services- There have been no changes to the availability of translation and interpretation services at the Existing Facilities since September 16, 2022.
 - f. Number and composition of clinical staff – The Existing Facilities have hired 1 additional clinical employee.
 - g. Number and composition of administrative staff - There has been no change to the number and composition of administrative staff.
 - h. Ask for staffing ratios, FTE (before, after transaction)? – The staffing ratio is substantially the same as before the transaction.
13. There have been no changes the management services agreements between OR Specialty Dental and (i) Aggregator and (ii) SDB MTN West since September 16, 2022.

14. 

[REDACTED]

15. [REDACTED]

16. OR Specialty Dental, the dentists employed by OR Specialty Dental and representatives of the SDB entities work together to create an annual budget for the practices. The budget is for internal use only. [REDACTED]

17. At this time the Existing Facilities do not have specific metrics tied to quality or patient experience, but they do request online reviews from patients via google ratings. Since September 16, 2022, OR Specialty Dental practices have maintained solid patient satisfaction with an average of 4.8 out of 5-star third-party online reviews. Informal patient feedback continually points towards positive experiences at the Existing Facilities. Based on patient feedback via these reviews, patient quality has remained constant given these Existing Facilities were high performing prior to their affiliation with SDB and this high level of quality has been maintained since September 16, 2022.

18. [REDACTED]

19. SDB representatives are routinely in contact with the dentists and the clinical staff to make sure they have access to all of the materials and resources necessary for them to continue to provide the highest level of care. In these communications the dentists and staff have indicated that they are happy with the support provided by SDB and the office locations continue to operate efficiently and provide their clients with quality dental services.
20. All charitable and community-based giving and programs that existed for the Existing Facilities prior to affiliating with SDB are still in place today.
21. Please see attachment titled “Attachment B: Data Template.”
22. TSG is not involved in the day-to-day decisions impacting the Existing Facilities, including decisions such as how the Existing Facilities are managed, the services provided at these locations and the methods by which these services are provided.
23. MTN West and Aggregator interacts with the Dentists and OR Specialty Dental to provide support services, such as billing/collections, HR, IT, legal services, etc. The office manager, clinical staff and dentists are all employees of OR Specialty Dental and the representatives of MTN West and Aggregator are there to support the Existing Facilities and help address any problems they may experience.