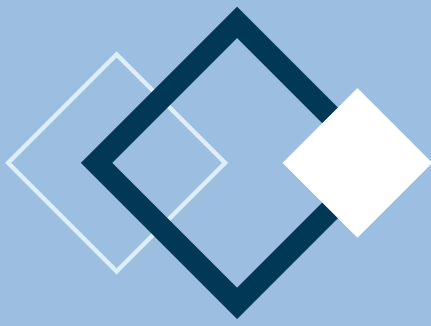


2023 ANNUAL REPORT

Pennsylvania Dental Association





FROM THE EXECUTIVE DIRECTOR

Ward Blackwell

Ward Blackwell, Executive Director

Good News Tops Bad News – For Now

First the bad news: Pennsylvania and PDA have lots of baby boomer dentists and members, but there are far fewer in each of the generations that follow: X, Y and Z. So, retirements over the coming years will likely mean fewer dentists and members in PA. This is exacerbated by more dentists leaving our state than coming in since the pandemic. PDA can't successfully address these challenges by "doing what we've always done."

Now the good news: PDA made progress this past year in effecting change to address these issues:

- Outreach began to school counselors to promote dental careers.
- PDA's sound reserves position allowed investment in new benefits like member legal services (to debut in Q2 of 2024).
- **PDA Member Advantage** values can now collectively save members more than \$42,000.*
- Online courses were added to bring the total to nine that are free to PDA members.
- A **Strategic Forecasting** program was developed to make PDA planning more nimble and forward-looking.
- We successfully lobbied for \$36 million in new funding for the dental **Medical Assistance program**.
- Dental Insurance Reform bills are finally moving, with one likely to pass soon and another gaining steam.
- **Pennsylvania Dental Foundation's** merger with **MOM-n-PA** = stronger PDA support for best-known charitable dental program in the Commonwealth.

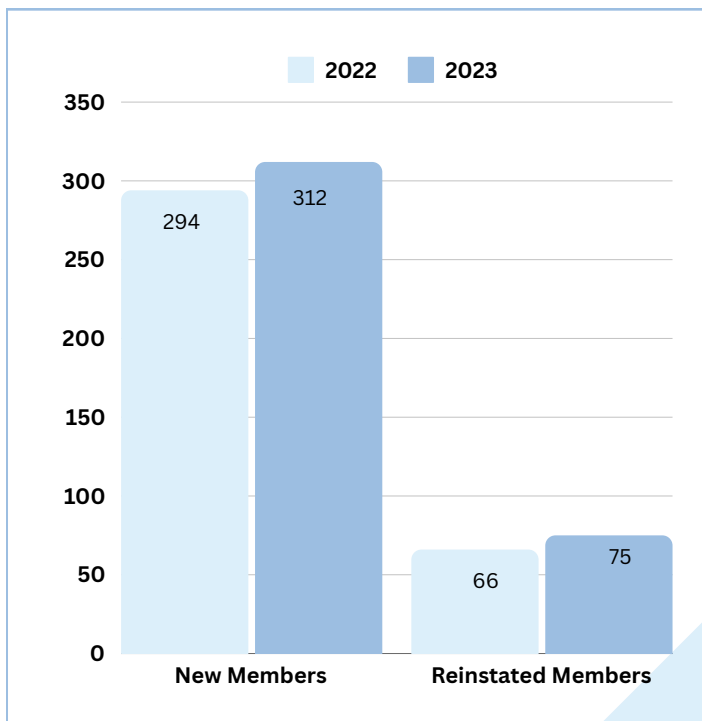
*Savings amount is estimated and depends on a variety of factors. Actual amount saved will vary by PDA member.

Here's to a great 2024!

MEMBERSHIP

	Active	# of 2023 Active Non- renews	% of 2023 Active Non- renews	Active Life >65	# of 2023 Active Life >65 Non- renews	% of 2023 Active Life >65 Non- renews	Active Life <65	# of 2023 Active Life <65 Non- renews	% of 2023 Active Life <65 Non- renews	# of 2023 New Members	# of 2023 Reinstated Members
ADA Dues	\$ 600.00			\$ 600.00			\$ 727.00				
PDA Dues	\$ 727.00			\$ 545.00			\$ 600.00				
1st District	134	16	12%	50	4	8%	19	0	0%	99	6
2nd District	582	44	8%	166	5	3%	111	4	4%	68	22
3rd District	144	6	4%	53	3	6%	34	0	0%	10	2
4th District	82	3	4%	19	2	11%	20	1	5%	13	4
5th District	336	27	8%	74	5	7%	46	2	4%	38	16
6th District	53	0	0%	20	1	5%	14	0	0%	10	0
7th District	77	2	3%	28	2	7%	17	0	0%	8	5
8th District	19	3	16%	13	0	0%	8	0	0%	1	1
9th District	85	2	2%	36	3	8%	26	0	0%	7	4
10th District	301	28	9%	120	5	4%	57	4	7%	58	15
Total	1813	131	7%	579	30	5%	352	11	3%	312	75
PDA resulting revenue loss:		\$ 95,237			\$ 16,350						

New vs. Reinstated



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PENNSYLVANIA DENTAL ASSOCIATION (PDA)
Balance Sheet
2023-2022 Comparison

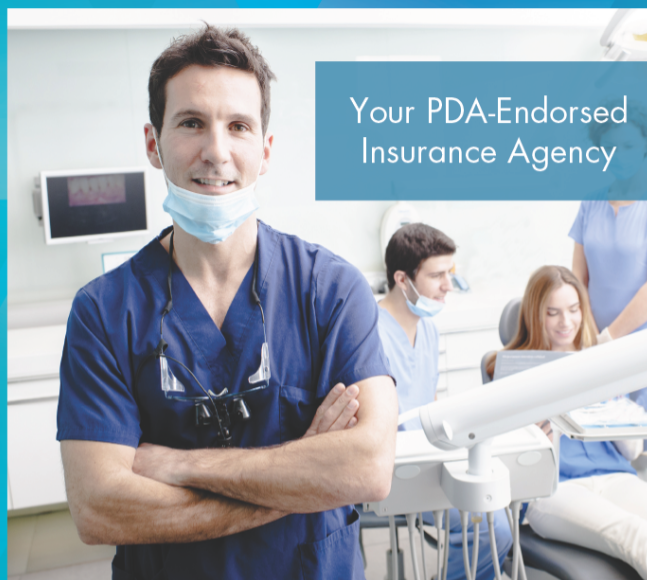
	2023 (Unaudited)	2022 (Audited)
Current Assets	\$ 1,174,621	\$ 2,707,460
Fixed Assets	995,487	1,149,558
Other Assets	17,989,633	15,282,012
Total Assets	\$ 20,159,741	\$ 19,139,030
Current Liabilities	\$ 2,197,459	\$ 2,726,699
Net Assets	17,962,282	16,412,331
Total Liabilities and Net Assets	\$ 20,159,741	\$ 19,139,030

FINANCE

Thank you PDM sponsors!


PENNSYLVANIA DENTAL ASSOCIATION (PDA)
Statement of Revenue and Expenses
For the Period End December 31, 2023

	2023 (Unaudited)	2022 (Audited)
Administrative Revenue:		
Dues and Contributions	\$ 1,941,927	\$ 2,066,308
Grant Revenue	18,000	94,383
Investment Income	-	-
Rental Income	69,833	42,000
Other Income	73,489	9,135
Total Administrative Revenue	\$ 2,103,249	\$ 2,211,826
Governance Revenue PDM - Registrations & Sponsorships	\$ 36,910	\$ 38,733
Program Revenue		
Membership Programs	4,257	5,379
Journal	88,519	83,180
Continuing Education - Registrations & Sponsorships	200,491	196,690
Other Program Income	-	38,733
Total Program Revenue	\$ 293,267	\$ 323,982
Total Revenue	\$ 2,433,426	\$ 2,574,541
Administrative Expenses:		
Salaries, Wages & Benefits	\$ 1,672,184	\$ 1,647,503
Dues, Meals & Travel	33,198	34,264
Professional Services	267,596	270,073
Building, Depreciation & Equipment Expenses	292,594	266,206
Office & IT Expenses	145,266	148,488
Rental Expenses	39,795	31,200
Business Taxes	3,456	16,607
Other Administrative Expenses	63,090	110,885
Total Administrative Expenses	\$ 2,517,179	\$ 2,525,225
Governance Expenses:		
ADA Annual Session	\$ 108,820	97,271
Board of Trustees	72,365	118,648
PA Dental Meeting (PDM)	29,644	25,252
Total Governance Expenses	\$ 210,829	\$ 241,171
Program Expenses:		
Membership Programs	\$ 44,561	\$ 36,584
Communication Programs	2,398	7,247
Government Relations Programs	2,691	6,434
Journal	113,505	116,387
Continuing Education	175,097	141,813
Other Program Expenses	17,644	28,951
Total Program Expenses	\$ 355,897	\$ 337,416
Total Expenses	\$ 3,083,905	\$ 3,103,812
Other Revenue (Expenses):		
Net Investment Income	\$ 376,005	\$ 403
Unrealized Investment Gain(Loss)	1,932,338	(2,335,360)
Income from Subsidiary	13,510	56,389
Total Other Revenue (Expenses)	\$ 2,321,853	\$ (2,278,971)
Change in Net Assets	\$ 1,671,374	\$ (2,808,242)



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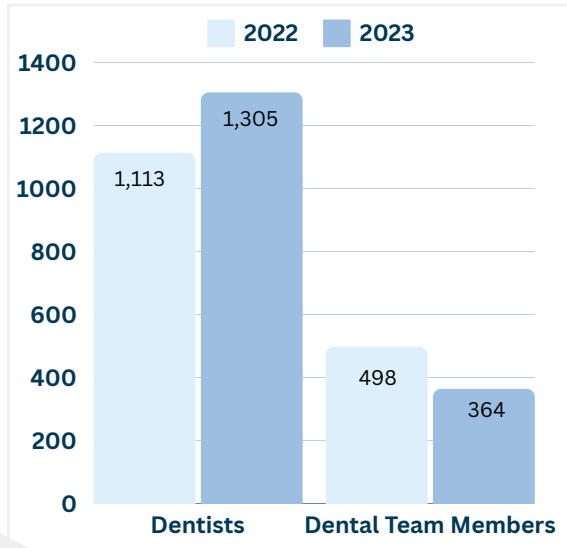


SCAN ME

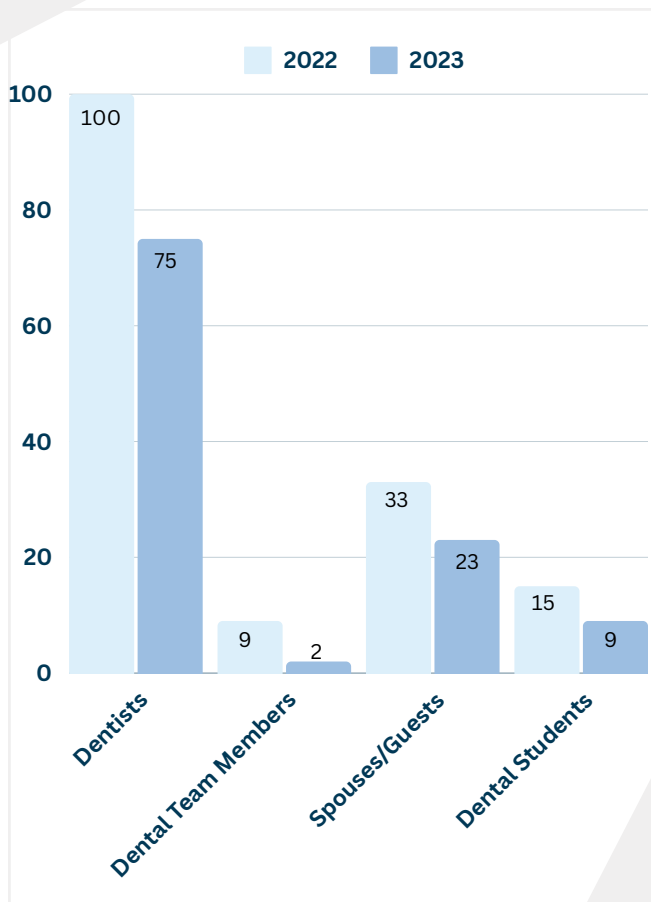


CONTINUING EDUCATION

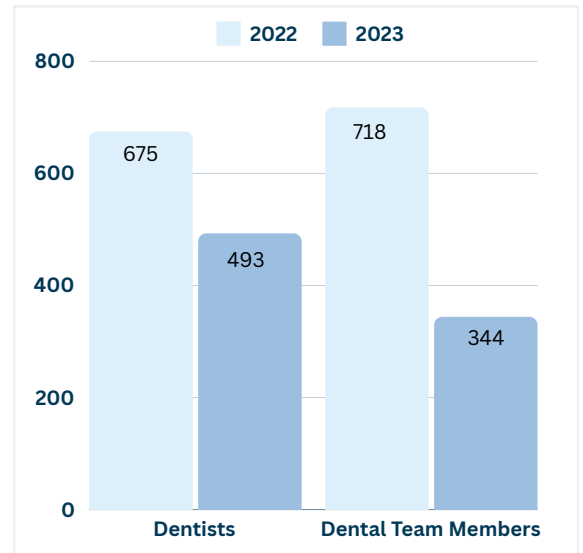
Online (Self-Study) CE



PDM

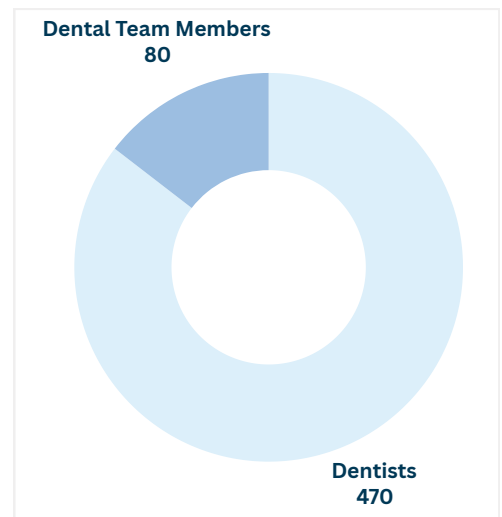


In-Person CE



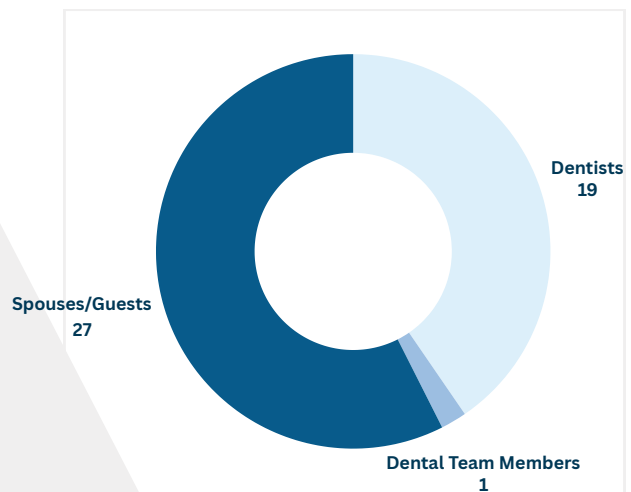
Live Virtual Courses

2023 only



Vacation Dental Conference

2023 only





PDA members have access to *exclusive values* on secure, high-quality products and services through the *PDA Member Advantage program*.



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