

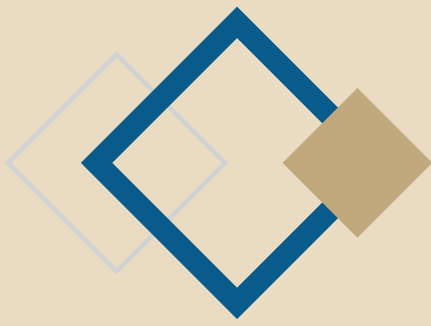
# 2024 ANNUAL REPORT

---

Pennsylvania Dental Association



3501 N. Front St. Harrisburg, PA 17110  
717-234-5941



## FROM THE EXECUTIVE DIRECTOR

*Ward Blackwell*  
Ward Blackwell, Executive Director

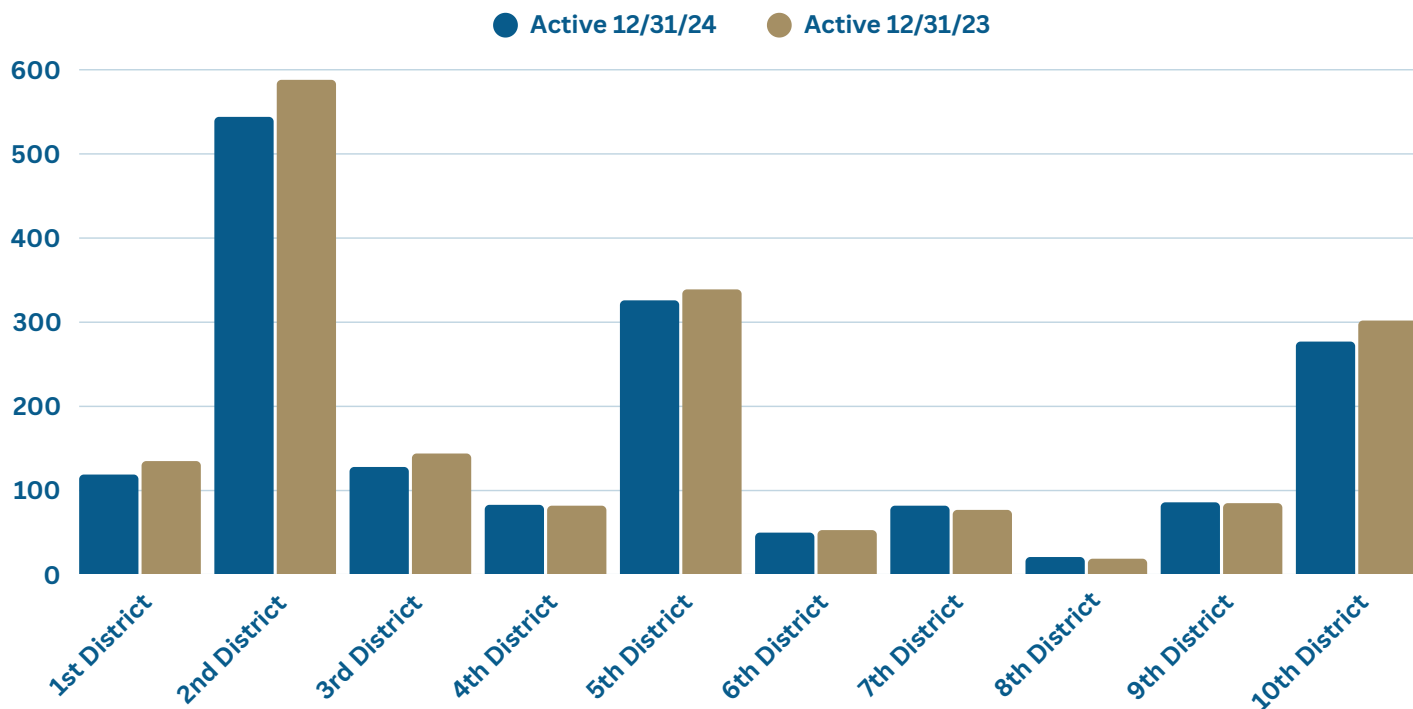
### ***PDA Channels Johnny Appleseed***

As I reported last year in this space, the trend of fewer Pennsylvania dentists and fewer PDA members each year is continuing. While there are numerous contributing factors, the manifestation of it is more PA dentists retiring or dying each year than begin practicing in our state. But as I also reported, PDA last year planted the seeds of several new initiatives to increase the value of membership. Still more seeds have been planted this year, even as those earlier plantings grew and began to bear fruit:

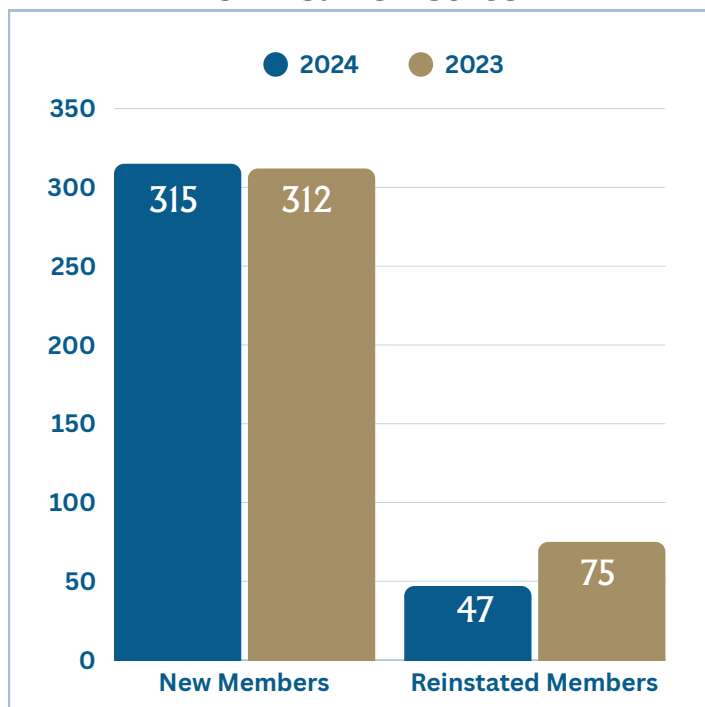
- The number of events and audiences (now high school and college students in addition to school counselors) where **PDA is promoting careers** in dentistry has greatly multiplied.
- The **PALMM member legal services program** has provided expert legal advice for free to about 20 members since starting last summer, and new resources will be added soon.
- **PDA Member Advantage** now includes **The Dentists' Supply Company (TDSC)**, saving you money on some of your most frequent purchases.
- Millions in new funding for the dental Medical Assistance program are now being used to **increase reimbursement** on the most common codes.
- PDA's bill prohibiting dental insurers from **reimbursing only by virtual credit card was passed**, and more insurance reform bills were filed this year.
- The **transition to a tripartite** should increase efficiency and paves the way for major IT upgrades.
- PDA's steadily expanding resources protecting members' personal mental, physical and financial well-being included the January launch of the **Financial Wellness Academy**.
- As with the first group, most of PDA's second **Leadership Academy** class are now serving in leadership roles at the local, state and national levels.

# Here's to a fabulous 2025!

# MEMBERSHIP



## New vs. Reinstated



## Choose eDues

**\$50 CREDIT/INCENTIVE FOR NEW ENROLLEES!**

Sign up for hassle free, automatic payments.

Never miss a due date again.



*Congratulations!*

to all who received awards and  
recognition at this year's  
Pennsylvania's Dental Meeting.

# FINANCE

**PENNSYLVANIA DENTAL ASSOCIATION (PDA)**  
**Balance Sheet**  
For the Year End December 31, 2024 and 2023

	2024 (Unaudited)	2023 (Reviewed)
Current Assets	\$ 7,557,264	\$ 2,189,354
Fixed Assets	897,524	1,021,447
Other Assets	13,348,180	16,971,143
<b>Total Assets</b>	<b>\$ 21,802,968</b>	<b>\$ 20,181,944</b>
Current Liabilities	\$ 2,649,300	\$ 2,236,683
<b>Net Assets</b>	<b>19,153,668</b>	<b>17,945,261</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 21,802,968</b>	<b>\$ 20,181,944</b>

**PENNSYLVANIA DENTAL ASSOCIATION (PDA)**  
**Statement of Revenue and Expenses**  
For the Year End December 31, 2024 and 2023

	2024 (Unaudited)	2023 (Reviewed)
<b>Administrative Revenue:</b>		
Dues and Contributions	\$ 1,811,736	\$ 1,941,927
Grant Revenue	55,386	57,100
Rental Income	68,833	69,833
Other Income	74,106	76,930
<b>Total Administrative Revenue</b>	<b>\$ 2,010,061</b>	<b>\$ 2,145,790</b>
<b>Governance Revenue PDM - Registrations &amp; Sponsorships</b>	<b>\$ 47,807</b>	<b>\$ 39,918</b>
<b>Program Revenue</b>		
Membership & Communication Programs	11,103	4,257
Journal	84,818	88,774
Continuing Education - Registrations & Sponsorships	181,359	191,243
Other Program Income	3,324	6,280
<b>Total Program Revenue</b>	<b>\$ 280,604</b>	<b>\$ 290,554</b>
<b>Total Revenue</b>	<b>\$ 2,338,472</b>	<b>\$ 2,476,262</b>

**Thank you PDM sponsors!**



<b>Administrative Expenses:</b>		
Salaries, Wages & Benefits	\$ 1,763,624	\$ 1,704,529
Dues, Meals & Travel	41,938	40,514
Professional Services	264,143	285,801
Building, Depreciation & Equipment Expenses	272,593	274,390
Office & IT Expenses	165,876	145,400
Rental Expenses	37,882	39,795
Business Taxes	12,083	3,456
Other Administrative Expenses	65,964	70,747
<b>Total Administrative Expenses</b>	<b>\$ 2,624,103</b>	<b>\$ 2,564,632</b>
<b>Governance Expenses:</b>		
ADA Annual Session	\$ 121,898	\$ 108,820
Board of Trustees	86,917	72,365
PA Dental Meeting (PDM)	41,250	41,265
Other Governance Expenses	76,888	-
<b>Total Governance Expenses</b>	<b>\$ 326,953</b>	<b>\$ 222,450</b>
<b>Program Expenses:</b>		
Membership Programs	\$ 34,176	\$ 32,471
Communication Programs	-	5,975
Government Relations Programs	1,107	-
Journal	115,778	113,504
Continuing Education	172,356	162,665
Other Program Expenses	24,196	23,662
<b>Total Program Expenses</b>	<b>\$ 347,613</b>	<b>\$ 338,277</b>
<b>Total Expenses</b>	<b>\$ 3,298,669</b>	<b>\$ 3,125,359</b>
<b>Other Revenue (Expenses):</b>		
Net Investment Income	\$ 702,063	\$ (55,085)
Unrealized Investment Gain (Loss)	1,445,294	2,359,964
Income from Subsidiary	21,247	13,510
<b>Total Other Revenue (Expenses)</b>	<b>\$ 2,168,604</b>	<b>\$ 2,318,389</b>
<b>Change in Net Assets</b>	<b>\$ 1,208,407</b>	<b>\$ 1,669,292</b>



# For Members Only

*Programs for personal and professional development*

Ask any PDA staff member  
about these programs!

## PALMM



Professional Advice on Legal Matters for Members



Leadership  
Academy  
PENNSYLVANIA DENTAL ASSOCIATION



 **PROSITES®**

More Patients,  
Less Hassle

**PDA Members  
Save Big!**



**PDA members save up  
to 70%** on everything you  
need to grow effortlessly.

**Scan to start saving today!**

 **iCoreConnect**

**PDA-Endorsed** Cloud Software for  
Increased Security & Improved Workflow.

**NEW!**



**iCoreRx**  
Cloud ePrescribing

**SINCE 2023**



**iCoreHIPAA**  
HIPAA Risk Assessment



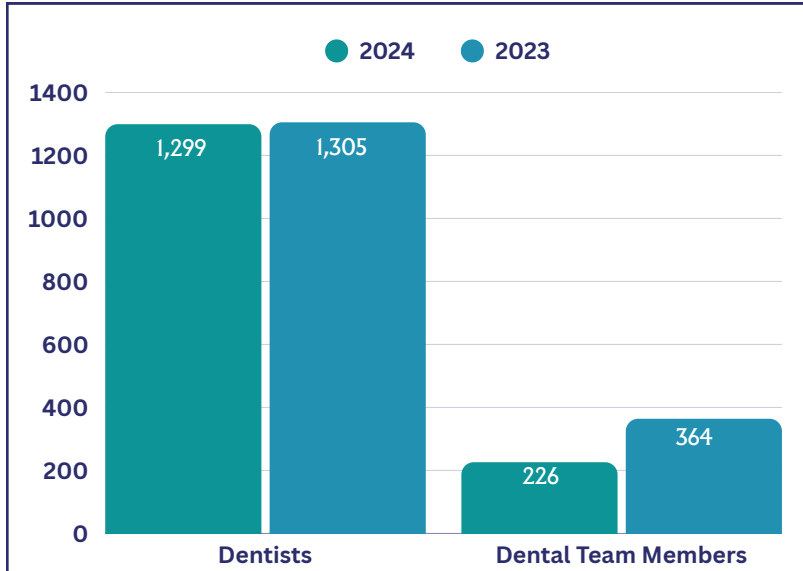
**iCoreExchange**  
Encrypted HIPAA Email

**PDA**  
Member Advantage

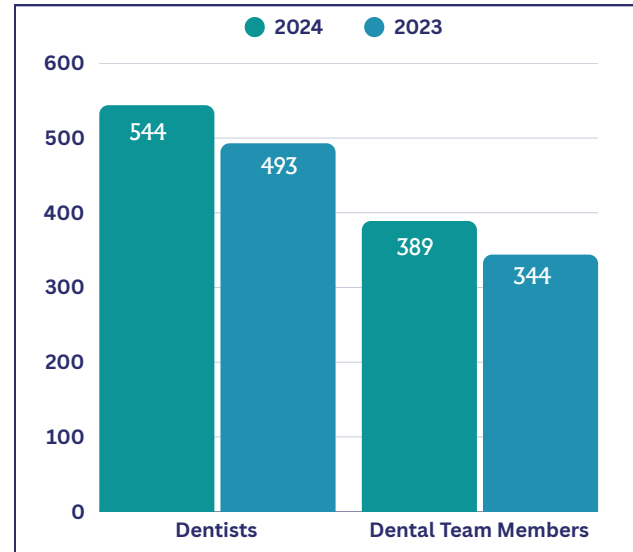
**Substantial Member Discounts**  
[iCoreConnect.com/PA33](https://iCoreConnect.com/PA33)  
888.810.7706

# CONTINUING EDUCATION

## Online (Self-Study) CE

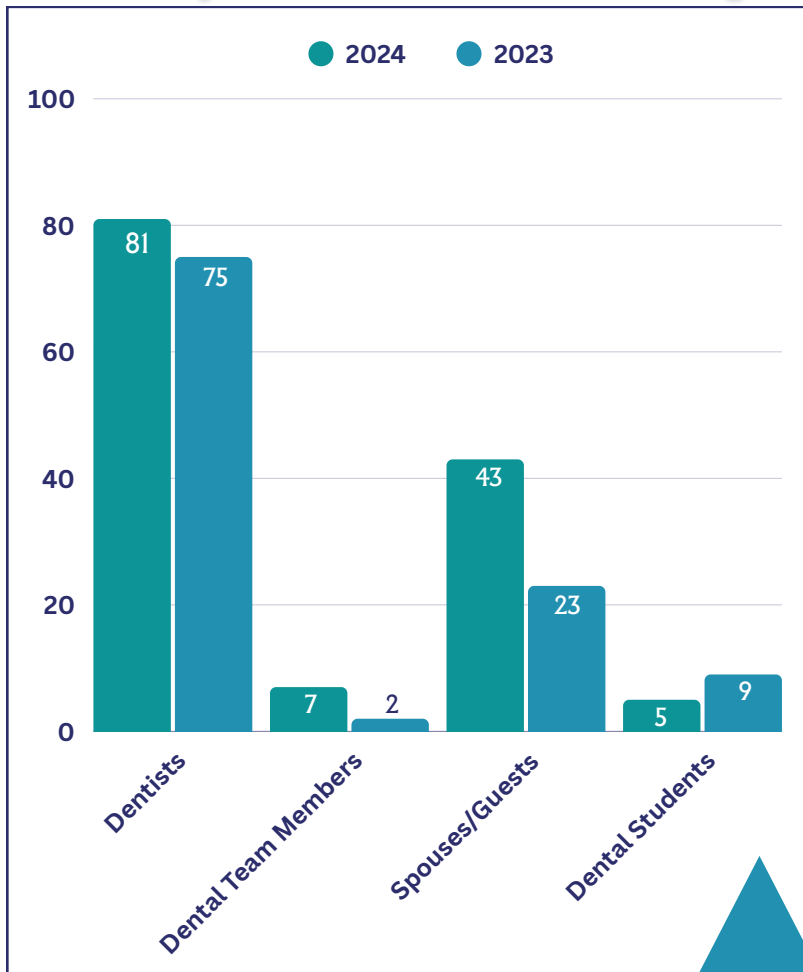


## In-Person CE



## Live Virtual Courses 1<sup>st</sup> Quarter - 2025

## Pennsylvania's Dental Meeting

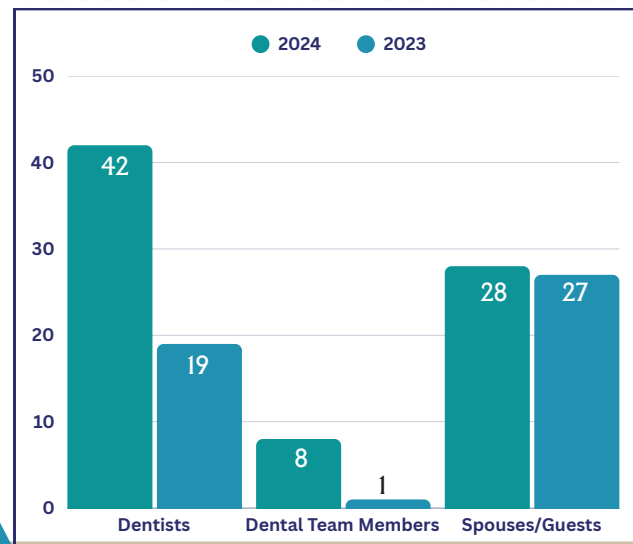


## Dental Team Members 86



## Dentists 509

## Vacation Dental Conference



Platinum  
Level



Silver  
Level



Bronze  
Level



PDAMA  
Partners



ADA  
Partners

Cyracom - Interpretation &  
Translation Services  
ODP - Office Supplies  
Lands' End - Apparel for Staff  
Lenovo - Computers & Technology

Mercedes-Benz - Luxury Vehicles  
Panacea - Practice Financing  
US Bank - Credit Card  
Volvo - Sustainable Vehicles

Your PDA-Endorsed  
Insurance Agency

**PDAIS**™

Pennsylvania Dental Association  
Insurance Services  
AN ALERA GROUP COMPANY

PDAIS.com | (877) 732-4748



© Copyright 2018, Alera Insurance Agency, LLC. All Rights Reserved. PDAIS is a registered trademark of Pennsylvania Dental Association Insurance Services.

Interested in promoting dental  
careers? Is there a career fair in  
your area?



Scan the QR and  
give us the details.

We can help by providing approved  
materials for you to hand out and  
talk about with attendees.



**WE CAN MAKE YOUR PRACTICE  
OWNERSHIP DREAMS A REALITY.**

Exclusive discounts for **PDA** members.

**Michael Seeling, DMD, MS**

My wife and I envisioned running a dual-specialty practice together. Panacea understood the unique requirements of our non-traditional setup and made the entire process smooth from start to finish.

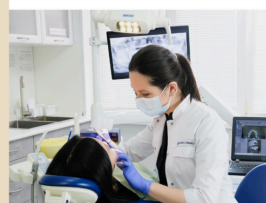


**LEARN  
MORE**

Panacea Financial is a division of Primis Bank. Member FDIC

**Consider Dentistry!**  
A **Top Ten** Ranked Profession

Hot Job Market



**Work/Life Balance  
Team Environment**

Learn More



**Comfortable Lifestyle  
Satisfaction from  
Serving Others**



**PDA**  
Pennsylvania Dental Association  
[padental.org/careers](http://padental.org/careers)



[padental.org/careers](http://padental.org/careers) 🔍



# \$6,671 / 28% AVERAGE ANNUAL MEMBER SAVINGS



[compare@bestcardteam.com](mailto:compare@bestcardteam.com)  
Fax 866.717.7247

Send a recent credit card processing statement for a complimentary comparison and receive a \$5 Amazon gift card.

Specially designed features like Text-to-Pay, Card Vault, Payment Plans, Web Payments, Auto Posting and more.

# Legislative Victories in 2024

## Virtual Credit Card (Act 58)

PDA sparred with the dental insurers and credit card lobbyists and came out on top—our **No. 1 dental insurance reform issue passed on July 15!**

## Telehealth (Act 42)

Defines telehealth and requires health insurers and managed care plans to pay for covered services that are rendered through telehealth.

## Noncompete Covenants (Act 74)

### *How did we lobby for an amendment?*

One of PDA's contact dentists just happens to be good friends with the bill's primary sponsor. One phone call explaining the differences between dental and medical practice models helped pave the way for an amendment to the bill. This is a perfect illustration of the power of just one PDA contact dentist advocating for the dental profession!

## Medicaid Funding for Fee Increase

### *How did we convince legislators to provide more funding for dentistry in the budget?*

Our public health and Medicaid dentists did an awesome job reaching out to legislators. PDA also joined forces with other dental organizations to lobby for funding and comprehensive adult services. We're still working on the latter! A bill restoring adult services passed the House and is in a Senate committee.

## Donated Dental Services

PDA successfully lobbied for a continuation of funding from the state for **Dental Lifeline Network's (DNL) Donated Dental Services** program.

*All possible in part  
with your support of*

**PADPAC**

Have you made your  
2025 contribution yet?

**You can help us have  
another successful year!**

SCAN HERE

