

Annual **Report** **2022**



From the Executive Director

This is PDA's first post-pandemic annual report. Of all that transpired in that challenging time, the event with the most enduring impact may have been our sale of the Bell Insurance Agency (a.k.a. PDAIS). The deal PDA made placed the association in an exceedingly strong financial position. Nearly two years later, non-dues revenue has actually increased, reserves are way up and members still have a benefit from Bell/PDAIS since PDA maintains an endorsement relationship with the agency.

When looking just at 2022, though, a few key numbers pretty well sum things up:

- **\$50,000** = amount PDA contributed to the successful effort to pass a medical loss ratio referendum in MA, setting key precedent for the rest of the country.
- **\$10,000** = amount **PA Dental Foundation** donated to assist Florida dentists recovering from Hurricane Ian.
- **\$5,516** = annual savings members typically realized after switching to **Best Card**, the PDA Member Advantage credit card processing company, in the first full year (2022) it was available to PDA members.
- **8** = transformative ideas considered by the new **Innovative Projects Task Force** seeking to identify superior ways to invest in new member benefits (The PDA board should soon be asked to fund at least 1 or 2 of these).
- **3** = hours of CE credit PA dentists can receive for providing pro bono care following passage of **Act 159 of 2022** (SE 1173).
- **1** = event "takeover" by members to mark the 2022 debut of PDA's **Instagram** page.
- **0** = no. of dollars PDA members still pay to get **Act 31** and **Act 124** required **CE credit**.

Here's looking to an even better 2023!



[Ward Blackwell, PDA Executive Director](#)


Did you know?



PDA's Instagram account has grown to 503 followers. Are you one of them? If not, you're missing the exciting takeovers from our enthusiastic members which keep you in the loop on events when you're not there in person.


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Membership

Member Types

SO	Resident/ Year of Graduation
S1	First Full Year Out
S2	Second Year Out
SP	2022 Special Promotion Incentive, 50% reduction in ADA/PDA dues
TFW	Temporary Full Waiver
TPW	Temporary Partial Waiver
PFD	Permanent Full Disability

	PFD	Retired	Retired Life
ADA Dues	\$ -	\$146	\$ -
PDA Dues	\$ -	\$182	\$ -
1st District	5	0	121
2nd District	19	8	366
3rd District	5	0	77
4th District	0	0	66
5th District	7	5	195
6th District	2	0	45
7th District	4	0	57
8th District	0	1	14
9th District	2	2	65
10th District	14	3	205
Total	58	19	1211

As of December 31, 2022, **294** new members joined the PDA and **66** former members were reinstated.

December 2022 Membership Statistics

	Active 12/31/22	Active 12/31/21	Active Life >65 years of age	Active Life <65 years of age	SP	S1	S2	SO	TFW	TPW	2021 S3 and S4 to 2022 AX	Total 12/31/22	Total 12/31/21	YTD Over/Under	Total 12/31/21
ADA Dues	\$ 582.00		\$ 582.00	\$ 582.00	\$ 291.00	\$ -	\$ 291.00	\$ -	\$ -	\$ 291	\$ 582.00				
PDA Dues	\$ 727.00		\$ 545.00	\$ 727.00	\$ 364.00	\$ -	\$ 364.00	\$ -	\$ -	\$ 364	\$ 727.00				
1st District	139	142	54	22	7	48	8	125	11	1	4	541	625	-84	625
2nd District	626	744	176	125	7	59	22	61	22	3	16	1494	1522	-28	1522
3rd District	151	180	56	34	4	10	1	16	7	0	3	361	362	-1	362
4th District	84	98	23	21	0	6	2	6	2	0	1	210	221	-11	221
5th District	343	392	81	47	6	15	10	27	3	2	6	741	782	-41	782
6th District	51	64	24	16	1	6	3	7	0	0	0	155	163	-8	163
7th District	75	108	28	23	2	4	1	4	3	1	2	202	220	-18	220
8th District	21	28	13	7	1	2	2	2	0	2	0	65	63	2	63
9th District	87	108	35	26	1	5	1	4	0	2	1	230	236	-6	236
10th District	316	391	122	71	6	41	15	70	3	0	5	866	921	-55	921
Total	1893	2255	612	392	35	196	65	322	51	11	38	4865	5115	-250	5115



The impact of the **174** active member non-renews is a loss of **\$126,498** in revenue for PDA.

	Active	# of 2022 Active Non-renews	% of 2022 Active Non-renews	Active Life >65	# of 2022 Active Life >65 Non-renews	% of 2022 Active Life >65 Non-renews	Active Life <65	# of 2022 Active Life <65 Non-renews	% of 2022 Active Life <65 Non-renews	# of 2022 New Members	# of 2022 Reinstated Members
ADA Dues	\$ 582.00			\$ 582.00			\$ 582.00				
PDA Dues	\$ 727.00			\$ 545.00			\$ 727.00				
1st District	139	32	23%	54	7	13%	22	1	5%	88	8
2nd District	626	51	8%	176	10	6%	125	0	0%	72	17
3rd District	151	9	6%	56	1	2%	34	0	0%	20	8
4th District	84	4	5%	23	0	0%	21	0	0%	6	2
5th District	343	25	7%	81	10	12%	47	2	4%	28	13
6th District	51	5	10%	24	1	4%	16	0	0%	7	0
7th District	75	6	8%	28	4	14%	23	0	0%	5	1
8th District	21	2	10%	13	1	8%	7	1	14%	5	0
9th District	88	4	5%	35	3	9%	26	0	0%	6	3
10th District	316	36	11%	122	8	7%	71	3	4%	57	14
Total	1894	174	9%	612	45	7%	392	7	2%	294	66
PDA resulting revenue loss:		\$ 126,498			\$ 24,525			\$ 5,089			

PDA Balance Sheet - 2022 - 2021 Comparison

	2022 (Unaudited)	2021 (Audited)
Current Assets	\$ 2,050,974	\$ 4,220,993
Fixed Assets	1,061,474	1,158,188
Other Assets	15,933,498	16,380,096
Total Assets	<u>\$ 19,045,946</u>	<u>\$ 21,759,277</u>
Current Liabilities	\$ 2,667,979	\$ 2,509,229
Net Assets	<u>16,377,967</u>	<u>19,250,048</u>
Total Liabilities & Net Assets	<u>\$ 19,045,946</u>	<u>\$ 21,759,277</u>

2022 (Unaudited) 2021 (Audited)

PDA Statement of Revenue and Expenses - 2022 - 2021 Comparison

Administrative Revenue:

Dues and Contributions	\$ 2,066,308	\$ 2,128,363
Grant Revenue	109,786	432,400
Investment Income	(209)	424,644
Rental Income	41,500	4,000
Other Income	66,728	157,902
Total Administrative Revenue	<u>\$ 2,284,113</u>	<u>\$ 3,147,309</u>

Governance Revenue, PDM - Registrations & Sponsorships

\$ 38,593 \$ 2,480

Program Revenue:

Membership Programs	\$ 5,379	\$ 8,075
Journal	76,130	80,839
Continuing Education - Registration & Sponsorships	179,470	133,082
Other Program Income	2,190	4,847
Total Program Revenue	<u>\$ 263,169</u>	<u>\$ 226,843</u>

Total Revenue

\$ 2,585,875 \$ 3,376,632

Administrative Expenses:

Salaries, Wages & Benefits	\$ 1,646,726	\$ 1,533,017
Department Expenses - Continuing Education,		
Dues, Meals & Travel	33,004	31,804
Professional Services	357,611	378,557
Building, Depreciation & Equipment Expenses	239,950	218,652
Office and IT Expenses	166,978	134,486
Rental Expenses	43,056	824
Business Taxes	16,606	21,710
Other Administrative Expenses	180,989	510,258
Total Administrative Expenses	<u>\$ 2,684,920</u>	<u>\$ 2,829,308</u>

Governance Expenses:

ADA Annual Session	\$ 97,271	\$ 66,096
Board of Trustees	118,648	64,184
PA Dental Meeting (PDM)	36,745	504
Other Governance Expenses	-	56
Total Governance Expenses	<u>\$ 252,664</u>	<u>\$ 130,840</u>

Program Expenses:

Membership Programs	\$ 28,015	\$ 13,949
Communication Programs	7,247	8,417
Government Relations Programs	-	-
Journal	109,589	91,546
Continuing Education	130,320	82,353
Other Program Expenses	35,385	26,028
Total Program Expenses	<u>\$ 310,556</u>	<u>\$ 222,293</u>

Total Expenses

\$ 3,248,140 \$ 3,182,441

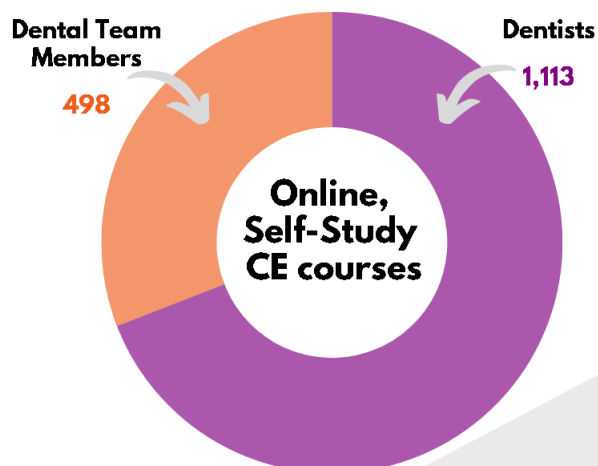
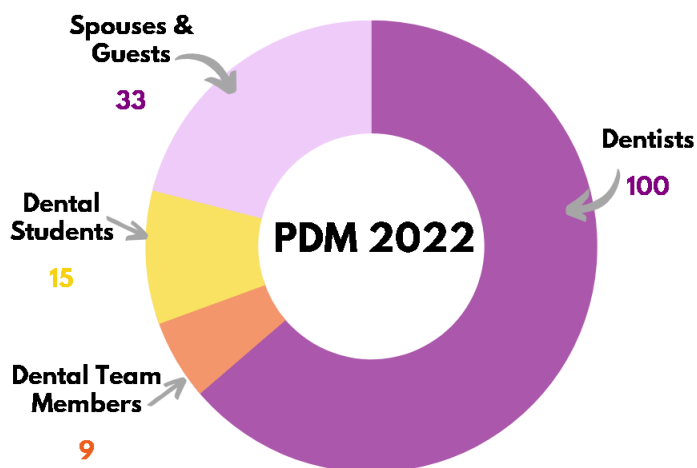
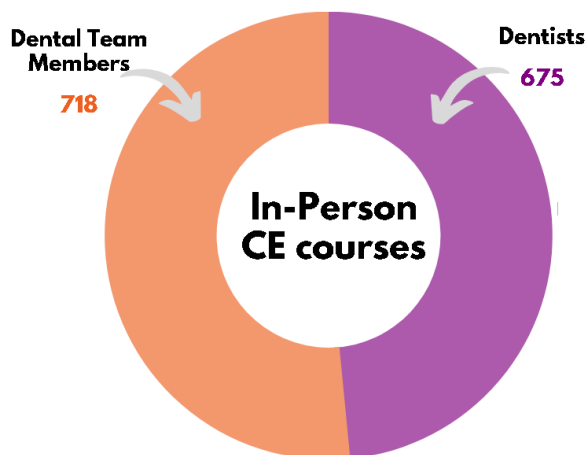
Other Revenue (Expenses):

Unrealized Investment Gain (Loss)	\$ (2,266,203)	\$ 707,007
Gain on Sale of Bell	-	10,318,323
Income from Subsidiary	75,303	296,084
Total Other Revenue (Expenses)	<u>\$ (2,190,900)</u>	<u>\$ 11,321,414</u>

Change in Net Assets

\$ (2,853,165) \$ 11,515,605

Continuing Education



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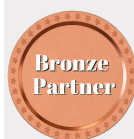
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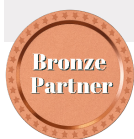
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