

# 2019 ANNUAL REPORT





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- Business banking and cash management services

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# 2019 ANNUAL REPORT

# PDA's annual report is a snapshot of our 2018 activities and accomplishments and provides a look at where we're headed for 2019.

**In 2018,** PDA launched **PDAPerksSupplies.com** to help members address rising practice operational costs. This member-only, online group purchasing program helps members save up to 19 percent or more on dental supplies.

PDA hosted a Leadership Conference with nearly 50 established and new dentists and dental student attendees. The conference demonstrated that PDA's future is bright with many young professionals interested in serving organized dentistry.

PDAIS and PDA concluded the consolidation of PDAIS (Pennsylvania Dental Association Insurance Services) and Bell Insurance.

We hired an outside consultant to evaluate member needs and assist with developing "outside the box" ideas for new benefits and services to increase membership. Based on the consultant's findings and survey results, PDA is working to develop programs and services to meet member needs. With support from staff at the American Dental Association, we formed a Regional Development Task Force (RDTF) and are conducting an evaluation of the effectiveness of PDA's current district and local structure. A final report from the RDTF is expected in July 2019.

PDA's 2018 survey results indicate that out of 36 benefits, 85 percent of respondents ranked advocacy as number one. PDA's legislative goal for the current legislative session will be passing SB 373, assignment of benefits legislation.

#### For 2019, we are pleased to announce the availability of our own online continuing education (CE) platform available at www.padental.org.

At the recommendation of the Membership Committee, the Board of Trustees approved funding for a PDA mobile app, MyPDA. The app will feature practice management information, a calendar of events and newsfeeds and peer interaction in the forums and resource areas. It will be available for Apple and android mobile devices.

# Also in the works for 2019: PDA leaders will draft a new Strategic Plan for PDA.

At the business meeting on April 28, 2018, I shared my vision and goals so the members in attendance knew what I wanted to achieve. Connectivity and engagement were at the heart of my presidential vision, and that continues with a challenge to all members to become involved in PDA.

# Want to become more familiar with PDA's plans and initiatives? Plan to attend PDA's Business Meeting.

SATURDAY, APRIL 6 AT THE GETTYSBURG HOTEL. PENNSYLVANIA'S DENTAL MEETING.

There are all levels of participation from listening and learning what your association is doing for you or shaping the direction of the organization from a seat on a committee or an advisory group.

Want to become more familiar with PDA's plans and initiatives? Plan to attend PDA's Business Meeting on the afternoon of Saturday, April 6 at The Gettysburg Hotel. The Business Meeting is held annually as part of Pennsylvania's Dental Meeting.

The meeting schedule includes an update on PDA's legislative agenda at 1:30 p.m., followed by:

- An overview of PDA's finances and the shareholders meeting for Bell/PDAIS (PA Dental Association Insurance Services).
- Town Hall Open Forum to exchange ideas and hear members' concerns.

For more information and to register to participate in PDA's annual meeting visit **www.padental.org/pdm**. If you're able to join us in Gettysburg, it's not too late to register for one of the sessions on Saturday morning:

8:00 a.m. to Noon – Drugs and Supplements Affecting Patient Care presented by Dr. Richard Wynn, or

**8:30 a.m. to 11:30 a.m. – Volunteer Dental Projects**, a complimentary program presented by Francis G. Serio and co-sponsored by the USA Sections of the International College of Dentists and Academy of Dentistry International.

And, join the PDA Board of Trustees and your colleagues from across the state at the Welcome Reception, sponsored in part by the Pennsylvania Society of Oral and Maxillofacial Surgeons, on Friday, April 5 from 8:30 p.m. to 10:30 p.m.

Connect and engage with PDA at Pennsylvania's Dental Meeting!

- James M. Boyle, III, DDS, MS, President 2018-2019



# FROM YOUR PDA PRESIDENT-ELECT



#### Dr. Charles J. Incalcaterra

Your PDA Board of Trustees (BOT) has made significant strides over the past four years as we transitioned from a House of Delegates governance system to one that is driven by the board with input from the Council of Presidents. Many governance issues were not addressed by the final House of Delegates, and initially the board took on the task of resolving those policies and procedures.

Over the past two years our focus has shifted to member benefits. Having said that, we are now looking into the geographic distribution of our members and how any further changes in our current system can enhance membership growth and retention. A deep dive into our statewide distribution of members is underway, guided by our ADA membership liaisons. We expect the results of their work to be shared with the board this summer.

We continue to focus more and more on benefits for our members and the public rather than the mundane tasks of governance.

One of the most significant benefits is the PDA Buyer's Club, an idea submitted by incoming President-elect Dr. Jim
Tauberg and implemented last summer. PDA members are realizing significant savings on dental supplies over some of the major supply houses, and a small portion of those sales comes back to the PDA as non-dues income. We expect that online continuing education (CE) for state-mandated required courses will be available shortly. Our Membership Committee has approved a mobile app that will be available soon to help members more easily connect with PDA. This app will allow for CE registration, posting of practice management resources,

forums and member-to-member outreach. It will enhance PDA communication with our members and make it simpler to access PDA resources.

Our Government Relations Committee (GRC) has been hard at work. Last year we were very close to passing Assignment of Benefits legislation. The GRC has committed to reviving that legislation this year and will also support a student loan financing bill aimed at keeping Pennsylvania residents from PA dental schools in the state, while at the same time helping to provide care in qualified dental shortage areas. In addition they are monitoring telemedicine legislation. Please pay attention to emails from PDA asking you to contact your legislator about upcoming legislation.

A personal visit to your state representative or senate member in their home office is a great way to connect with them, and our PDA staff will give you talking points in support of your visit. Another way is a simple phone call to their office. I have been told by Sen. Pat Browne's staff that emails - especially blast emails - are often ignored due to the sheer volume of emails received in a legislator's offices. So a face-to-face meeting or your voice over the phone is an effective method to move our legislation forward. In addition, we need financial support from our members in the way of contributions to PADPAC. Supporting legislators who support our position is key to passing our legislation, no matter their political party.

Access to care is another hot topic in Pennsylvania. *The Morning Call* newspaper recently ran a series of articles about this problem by following individuals and families as they attempted to access dental, medical, addiction, and mental health care. PDA has been at the table with the PA Coalition on Oral Health to increase access to care, but there are forces out there pointing their fingers at organized dentistry for the lack of any solution to this problem. Our support for community water fluoridation, MOM-n-PA Dental Missions, Dental Lifeline Network, Give Kids A Smile and Student Loan Forgiveness are just a few of the many examples of our support for better access to care for the underserved. In addition, some local societies have supported programs for our vulnerable military veterans. We must do a better job of communicating these efforts to the public.

We need to have a serious, comprehensive conversation about Dental Health Aid Therapists (DHATs) in Pennsylvania. Pew Research and the Kellogg Foundation are pushing this method of dental care delivery in many states throughout the nation as an answer to the access to care issue. They say that this model is similar to nurse practitioners and other advanced practice clinicians. Some states have been successful in blocking these practitioners but others have not.

Some states have limited them to Native American lands or to areas where there are qualified dental shortages. We have to be proactive in Pennsylvania and see how the majority of members in our association feel about this and how we should approach it. ADA has resources available to assist us and we need to consider how much help we want. We must be prepared now so that we are not caught by surprise when these forces target Pennsylvania.



Some of my President-elect campaign goals from last year are already being addressed by the BOT and our committees/advisory groups. I offer the following for your review:

 Provide coordinated resources for locals and district societies to improve membership growth and retention with the assistance of PDA.

The Regional Membership Task Force is focused on how best to approach membership growth. PDA or ADA can provide ideas for growth in membership, but the local societies are really the best place to start new initiatives. Just like the term "all politics is local," so too is membership. We should focus our financial resources on the locals to help them develop programs that will attract and retain members. We are also working closely with our American Student Dental Association leaders to enhance their membership experience.

 Proactively face the challenge of access to dental care in order to best determine our response to DHATs.

As mentioned above, we have to decide what is best for our members and the public and determine how much help we need from the ADA in assisting us with our plans. We need to consider if this is a viable method to address the access to care issue for our underserved population.

 Drive members to take full advantage of PDA,
 PDAIS and ADA benefits, especially for new dentists and those contemplating practice transitions.

The new mobile app will be designed to help our newer and more seasoned members (as well as dental students) find and take advantage of resources that will help them to succeed. We need to be sure that our members get value for their dollars so that when someone asks "why should I join organized dentistry?" the answer is at our fingertips. There are so many benefits available to our members, but digging through the wealth of information on our website to find them can be daunting. This app is one of many initiatives designed to help our members succeed.

 Foster leadership development by engaging the local, district and PDA committee members to be actively involved at all levels.

Recently President Dr. Jim Boyle determined that some of our advisory groups were not functioning at their fullest capacity and he asked the BOT designate them as committees. This means that the board is dedicated to spending money on programs to ensure success of our members. We held a Leadership Development conference in 2018 to help enhance leadership skills, and we are pleased to now announce that we are planning a PDA Congress this fall in Harrisburg. Members of all PDA committees, advisory groups and local/district leaders as well as our general membership will be invited to meet face-to-face to discuss their committee's initiatives, share their programs with everyone and set the course for PDA over the next several years. Growth in leadership will come from those involved in guiding the PDA now.

 Continue to promote support for PADPAC and ADPAC and develop a legislative agenda to help our members succeed.

It should come as no surprise to anyone that those legislators who receive support from PADPAC are most supportive of our legislative initiatives. It is easy to drop \$100 or more on a nice dinner at a local restaurant – so it is just as easy for me to ask you to support PADPAC in the same manner. How much does a cup of coffee at Starbucks cost? Could you give up a few of those to contribute to the future of your profession? Put in another way, can you give just \$8.33 per month or 28 cents a day to make sure our association's goals are put in front of House and Senate members in Harrisburg? Please consider making a donation of any amount to support our lobbying efforts.

#### FROM YOUR PDA PRESIDENT-ELECT

 Develop a statewide effort to provide dental care for underserved military veterans.

This is a new initiative that I am asking our Access to Oral Health Advisory Group to consider. While serving on the ADA Council of Government Affairs (CGA), I learned that military veterans who are not 100 percent disabled or who have not suffered war wounds to the maxilla or mandible were not eligible for dental care at any of the VA facilities in our nation. I saw this in person as a site visitor for the Commission on Dental Accreditation at a nearby VA hospital's General Practice Residency program in 2016. At our Harrisburg MOM-n-PA event, I screened a young military veteran who served in the desert, whose molars and premolars were decayed to the point of no return. I started an initiative in the Lehigh Valley to serve these indigent military veterans in private offices and hospital dental clinics, for free or for significantly reduced fees.

This is not a one-day "Give Vets a Smile" type of program, but a comprehensive care program donated by local dentists. Our veterans have sacrificed to serve our nation, and we need to give back to those less fortunate than we. My own brother served in Vietnam, returned safely and is financially stable - but he put his life at risk. Most of us do not have to face that kind of peril, but we certainly can help those who did and are now suffering from dental conditions that they cannot afford to treat. This will be a statewide program and I am sure that our members will respond to this by donating their time and talents.

# In closing,

I want to say thank you to the talented and dedicated team of staff members who work at the PDA Central Office to ensure that our programs run smoothly. From the buyer's club, to online CE, the new mobile app, meeting planning, government relations and other initiatives, we need to recognize those who work behind the scenes ensuring our success. If you need anything from PDA, feel free to call and they will be very willing to help you out.

On a final note, I would like each of you to take a look at the PDA's Purposes Statement (Article II of our Constitution, see below) and decide if this truly reflects today's PDA. I want to hear from you and get your opinion as to which direction we should be taking in the future. I would like to see the success of our members and the health of the public to be our focus, and I welcome any feedback that will help move your PDA forward.

Charles J. Incalcaterra, DMD PDA President 2019-2020

# CONSTITUTION OF THE PENNSYLVANIA DENTAL ASSOCIATION

#### **Article II - Purposes**

The purposes of PDA are: to improve oral and dental health services to the public by cultivating and promoting the art and science of dentistry; by encouraging and providing for dental research; by disseminating among the profession advanced scientific knowledge; by elevating and sustaining the education of dentists in formal institutions of learning, and by establishing devices that provide opportunities for continuing education after graduation; by promoting the enactment and enforcement of just dental laws, designed to serve the health interests of the people; by enlightening public opinion with respect to the prevention of oral diseases and the care of oral health, as it relates to general health; by directing the procedures and energies of the members of the profession in the interests of public health and welfare; by providing services for the advancement of the profession of dentistry.



# REPORT FROM ADA TRUSTEE Dr. Linda K. Himmelberger

Since the program inception in 2015, ADA members have refinanced more than 2,500 loans and members on average save \$33,000 over the life of the loan. ADA members receive an extra .25% rate discount on already low rates.

The ADA as an organization has looked hard at the concept of a Medicare dental benefit and how this would impact our practices. Based on action by the ADA House of Delegates, a work group is being convened this year to examine the issue of access to care for the elderly broadly, not limited to Medicare. On the advocacy front, the ADA-championed Action for Dental Health Act—which aims to improve access to oral health care in rural, underserved and Native American communities—became law. The new law will allow organizations to qualify for oral health grants to support activities that improve oral health education and prevent dental disease. It will also enable groups to develop and expand outreach programs that facilitate establishing dental homes for children and adults, including the elderly, blind and disabled.

Our work is paying dividends. Total dentist membership—excluding students—for 2018 reached 163,156, an increase of 1,689 over 2017. In addition, the total number of active license dentists was 129,008 for 2018, a 588 increase over 2017. Of course, we must continue to focus on recruiting new members and retaining our current members, but we are headed in the right direction.

Next year, the ADA will launch its next strategic plan. We will build on our work over recent years and strengthen the partnership among the national and state organizations. Your ADA continues to work for you and for the profession in many ways.

These are exciting times for our profession. Technology is changing how the ADA interacts with the PDA, how ADA interacts with our members and even how our members interact with patients. With change come both challenges and opportunities, but I know that we have the drive, passion and resources necessary for success. As President Lincoln said, "The best way to predict your future is to create it." Let us create our future together.

As always, I appreciate the opportunity to serve our profession and thank you for your service. Let me know what you see in our future and how the ADA can help us all...I want to hear from you!

I am proud to represent the PDA on ADA's Board of Trustees and I am proud of our organization and what we have accomplished.

The ADA continues to work diligently on your behalf to assure a better professional life and a better organization. We all keep the mission statement, "Help All Members Succeed" as the guide to our actions. Let me offer you some examples. Over the last year, we have continued our efforts to make Find-A-Dentist a success. As of the end of 2018, nearly three-quarters of a million searches were completed on Find-A-Dentist; there were more than one million public views; and nearly 70,000 ADA members have uploaded a photo to their profiles. All of these exceed our targets.

In 2018, the ADA continued its pursuit of a business model initiative that will ensure that the organization maintains its relevance while maintaining financial sustainability. A new subsidiary for-profit corporation was established, ADAPT (ADA Practice Transitions). ADAPT will offer state-of-the-art technology to help new dentists and established dentists connect for mentorship. ADAPT will also address a key member need, helping established dentists experiencing difficulty find a quality buyer for their practice. This year, ADAPT will go live in two states as part of the process to test and assess this concept. The ADA will consider the results of this testing and make changes to the platform and program as necessary, leading to what we expect to be a full launch of the business in the coming year. While much work remains to be done, this is a very exciting opportunity for our members.

The ADA is also working hard to address the needs of new dentists for help with student debt. ADA members refinanced more than 560 loans in 2018 with Laurel Road, an ADA endorsed provider that allows ADA members to refinance their student loans at a lower rate.

The members of the Pennsylvania Society of Oral and Maxillofacial Surgeons are pleased to support PDA and sponsor the Welcome Reception at Pennsylvania's Dental Meeting. And, we wish to recognize and thank Jim Boyle for all his efforts on behalf of organized dentistry.



Congratulations on a successful year as president of the Pennsylvania Dental Association 2018-2019.



# PDA STAFF DIRECTORY

(800) 223-0016 or (717) 234-5941

#### Administration

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# **PDA LEADERSHIP**



James M. Boyle, III President



Nancy R. Rosenthal Second District



Thomas C. Petraitis Eighth District



Charles J. Incalcaterra President-elect



Matthew A. Zale Third District



Samer Mansour Ninth District



Nicole M. Quezada Treasurer



Maria J. Tacelosky Fourth District



Dennis A. Zabelsky Tenth District



Stephen T. Radack, III Editor



Gary S. Davis Secretary Fifth District



The installation ceremony for PDA's elected officers and trustees will be held on Friday, April 5, 2019, as part of the Board of Trustees' Dinner at The Gettysburg Hotel. The dinner is open to any member who wishes to purchase a ticket. President, Dr. Charles J. Incalcaterra, President-elect, Dr. James A.H. Tauberg and Treasurer, Samuel E. Selcher, will be installed along with new trustees for the Third, Fourth and Ninth Districts.



Linda K. Himmelberger **ADA Trustee** 



John R. Coole Sixth District



David A. Schimmel Seventh District



Stanley W. Markiewicz First District

# FORMER PRESIDENTS

*A. B. Robbins	1868-69	*R. Hamill D. Swing	1920-21	*Donnel M. McHenry	1973-74
*Thomas L. Buckingham	1869-70	*John Flocker Biddle	1921-22	*William A. Booth	1974-75
*John McCalla	1870-71	*Emerson R. Sausser	1922-23	*Alex J. McKechnie Jr.	1975-76
*James G. Templeton	1871-72	*William L. Fickes	1923-24	*John L. Bomba	1976-77
*M. E. Gillespie	1872-73	*Otto John Specker	1924-25	F. Eugene Ewing	1977-78
*C.W.Klump	1873-74	*Charles Root Turner	1925-26	*Edmund R. Mihalski	1978-79
*John Hugh McQuillen	1874-75	*P. V. McFarland	1926-27	William B. Trice	1979-80
*Edwin Tyler Darby	1875-76	*John Calvin Nugent	1927-28	*David S. Wagner	1980-81
*James Stewart King	1876-77	*Walter H. Fordham	1928-29	*Arthur C. McFeaters Jr.	1981-82
*Charles Sidles Beck	1877-78	*Zachary T. Jackaway	1929-30	Lester L. Levin	1982-83
*Cyrus Newlin Pierce	1878-79	*Alfred C. Young	1930-31	*Nicholas D. Saccone	1983-84
*William D. Magill	1879-80	*H. M. Kirkpatrick	1931-32	*Frank J. Sammartino	1984-85
*Henry Gerhart	1880-81	*George A. Coleman	1932-33	*Simon A. Horkowitz	1985-86
*Charles B. Ansart	1881-82	*Harry C. Metz	1933-34	*Charles M. Ludwig	1986-87
*Jesse C. Green	1882-83	*Walter E. Lotz	1934-35	*Eugene S. Czarnecki	1987-88
*Simeon H. Guilford	1883-84	*F. S. E. Rusca	1935-36	*George W. Brett	1988-89
*George Elliott	1884-85	*Walter E. Mendel	1936-37	*Kay F. Thompson	1989-90
*J. W. Rhone	1885-86	*Fred D. Miller	1937-38	*Herman M. Aqua	1990-91
*Edward Payson Kremer	1886-87	*R. M. Walls	1938-39	*John B. Lathrop	1991-92
*Walter F. Fundenberg	1887-88	*Glen S. Phillips	1939-40	Stephen L. Kondis	1992-93
*Henry C. Register	1888-89	*W. J. Robinson	1940-41	*Jack H. Neff	1993-94
*James C. N. Hamilton	1889-90	*Boyd A. Lowry	1941-42	*John W. Staubach	1994-95
*L. Ashley Faught	1890-91	*Fred C. Robinson	1942-43	Donald P. Lavely	1995-96
*Louis Jack	1891-92	*LeRoy M. Ennis	1943-44	*Gaetan J. Lavalla	1996-97
*William Van Orsdell	1892-93	*Herbert K. Cooper	1944-45	Ronald B. Gross	1997-98
*Franklin L. Bassett	1893-94	*W. Earl Craig	1945-46	*Harry A. Snyder	1998-99
*James A. Libbey	1894-95	*Milon P. Eaton	1946-47	Ronald D. Bushick	1999-00
*Edward Cameron Kirk	1895-96	*Harry K. Willits	1948	William G. Glecos	2000-01
*Henry Newton Young	1896-97	*John S. Oartel	1949	George A. Kirchner	2001-02
*Wilbur Fisk Fitch	1897-98	*Charles S. Patton	1950	Michael D. Cerveris	2002-03
*Thos Cook Stellwagen	1898-99	*Paul E. Bomberger	1951	Stephen J. Jaworski	2003-04
*Robert Huey	1899-00	*Frederick W. Herbine	1952	Charles R. Weber	2004-05
*Samuel Blair Luckie	1900-01	*Walter F. Wade	1953	Craig A. Eisenhart	2005-06
*Matthew Henry Cryer	1901-02	*Homer D. Butts Jr.	1954	Linda K. Himmelberger	2006-07
*Robert Hodgson Nones	1902-03	*Thomas P. Fox	1955	Jon J. Johnston	2007-08
*George L. S. Jameson	1903-04	*E. Harold Finnerty	1956	Thomas W. Gamba	2008-09
*T. Norman Broomell	1904-05	*Isaac Sissman	1957	Andrew J. Kwasny	2009-10
*Hugh Wilson Arthur	1905-06	*Victor H. Frank	1958-59	William T. Spruill	2010-11
*J. T. Lippincott	1906-07	*Earl H. Albert	1959-60	Dennis J. Charlton	2011-12
*Peter K. Filbert	1907-08	*Robert W. McEldowney	1960-61	Bernie P. Dishler	2012-13
*Charles B. Bratt	1908-09	*Reuben E. V. Miller	1961-62	R. Donald Hoffman	2013-14
*Wilson D. DeLong *Charles C. Walker	1909-10	*Charles F. McDermott	1962-63	Stephen T. Radack, III Wade I. Newman	2014-15
	1910-11	*Jay H. Eshleman	1963-64		2015-16
*Walter H. Fundenberg	1911-12	*John E. Whittaker	1964-65	Herbert L. Ray, Jr.	2016-17
*Cyrus V. Kratzer  *Howard Shimer Sain	1912-13 1913-14	*Naysh C. Brennan *George P. Boucek	1965-66 1966-67	Bruce R. Terry	2017-18
*Howard Shimer Seip *James Grant Lane	1913-14	*Kenneth E. Neiman	1967-68		
*H. Edmond Friesell		*Laurence L. Lathrop			
*Samuel P. Cameron	1915-16 1916-17	*Willis J. McCormick	1968-69 1969-70		
*Chris P. VanHorn	1917-18	*Bernard Shair	1970-71		
*Walter Abel Spencer	1917-16	*W. Arthur George	1971-72		
*George S. Schlegel	1919-20	*Waldo G. Gamba	1972-73		
deorge 3. scrileger	1212 <sup>-</sup> 2U	vvaluo J. Jalliba	1714-13		

# **FORMER TRUSTEES**

# **ADA Third District Trustees**

Term	Name	Place of Residence/office
1913-22	Clarence J. Grieves	Baltimore, MD
1922-25	John F. Biddle	Pittsburgh, PA
1925-28	John F. Stephan	Cleveland, OH
1928-29	Reuben E. Denney	Philadelphia, PA
1929-32	James A. Brady	Philadelphia, PA
1932-44	Emanuel G. Meisel	Pittsburgh, PA
1944-50	Leroy M. Ennis*	Philadelphia, PA
1950-53	W. Earle Craig	Pittsburgh, PA
1953-59	Charles H. Patton*	Philadelphia, PA
1959-65	Laurence L. Lathrop	Emporium, PA
1965-71	Jay H. Eshleman	Philadelphia, PA
1971-77	George P. Boucek	Pittsburgh, PA
1977-83	John L. Bomba*	Haverstown, PA
1983-89	Alex J. McKechnie Jr.	Camp Hill, PA
1989-93	William A. Booth	Sharon, PA
1993-97	Kay F. Thompson	Carnegie, PA
1997-01	John W. Staubach	York, PA
2001-05	Ronald B. Gross	Pottstown, PA
2005-09	William G. Glecos	Erie, PA
2009-13	Charles R. Weber	West Chester, PA
2013-17	Andrew J. Kwasny	Fairview, PA

\*Dr. Leroy M. Ennis served as ADA president from 1951 to 1952, Dr. Charles H. Patton from 1960 to 1961 and Dr. John L. Bomba from 1984 to 1985.

<sup>1</sup> Compiled by Andrea Matlak, Archivist, American Dental Association Archives. Source: Transactions of the American Dental Association, 1913-2000. 2 The ADA's constituent societies were originally (1913-1927) grouped into nine districts for the purpose of electing the Board of Trustees. The 3rd district represented the states of Pennsylvania, Delaware, Maryland, West Virginia and Ohio. 3 In 1928 the Board of Trustees was reorganized into 13 trustee districts. Pennsylvania became the only state represented by the 3rd district.

# PAST AWARD RECIPIENTS

#### **Distinguished Service Award**

_	vice F
Dr. George T. Gregg	1946
Dr. John J. Stetzer Sr.	1947
Dr. R. Hamill D. Swing	1948
Dr. Milon P. Eaton	1949
Dr. Cris S. Van Horn	1950
Dr. George S. Schlegel	1952
Dr. Joseph D. Whiteman	1953
Dr. W. Earle Craig	1954
Dr. Zachary Jackaway	1955
Dr. Cloyd S. Harkins	1956
Dr. Albert R. Pechan	1957
Dr. Leroy M. Ennis	1958
Dr. Herbert K. Cooper	1959
Dr. William F. Swanson	1960
Dr. Walter Wade	1961
Dr. Charles H. Patton	1962
Dr. Gerald D. Timmons	1963
Dr. George A. Coleman	1964
Dr. Harry K. Willits	1965
Dr. Clarence Hagan	1966
Dr. Thomas P. Fox	1967
Dr. Albert Goho	1968
Dr. R. E. V. Miller Sr.	1969
Dr. W. Harry Archer	1970
Dr. Homer D. Butts Jr.	1971
Dr. Albert L. Borish	1972
Dr. Victor H. Frank	1973
Dr. Isaac Sissman	1974
Dr. Lester W. Burket	1975
Dr. Jay H. Eshleman	1976
Dr. Charles F. McDermot	1977
Dr. Laurence L. Lathrop	1978
Dr. Bernard Shair	1979
Dr. Dale F. Roeck	1980
Dr. W. Arthur George	1981
Dr. Edward J. Forrest	1982
Dr. John L. Bomba	1983
Dr. George P. Boucek	1984
Dr. Alex J. McKechnie Jr.	1985
Dr. Waldo G. Gamba	1986
Dr. William A. Booth	1987
Dr. Eugene E. Katz	1988
Dr. James W. Smudski	1989
Dr. William B. Trice	1990
Dr. Nicholas D. Saccone	1991
Dr. Lester L. Levin	1992
Dr. Marvin Sniderman	1993
Dr. Frank J. Sammartino	1994

Dr. Simon A. Horkowitz

1995

Dr. George W. Brett	1996
Dr. Marlin A. Miller	1997
Dr. Kay F. Thompson	1998
Dr. Herman M. Aqua	1999
*Dr. Jack H. Neff	2000
Dr. John B. Lathrop	2001
Dr. Stephen L. Kondis	2002
Dr. John W. Staubach	2003
Dr. Eli Stavisky	2004
Dr. Augustine J. Chialastri	2005
Dr. Ronald B. Gross	2006
Dr. Ronald D. Bushick	2007
Dr. George A. Kirchner	2008
Dr. William G. Glecos	2009
Dr. Judith A. McFadden	2010
Dr. Richard J. Galeone	2011
Dr. Charles R. Weber	2012
Dr. Craig A. Eisenhart	2013
Dr. Robert S. Runzo	2014
Dr. Linda K. Himmelberger	2015
Dr. Jerrold H. Axler	2016
Dr. Andrew J. Kwasny	2017
Dr. William T. Spruill	2018
	_

### **Recognition Award**

Dr. George P. Boucek	1977
Mr. Henry Thornton	1978
Dr. Gerald J. Cox	1983
*Dr. Arthur C. McFeaters	1986
Dr. H. William Gross	1987
Dr. Anthony L. Checchio	1988
Dr. Emanuel Ploumis	1990
Dr. Betty J. McWilliams	1991
Dr. Manuel M. Album	1992
Dr. C. Everett Koop	1993
Dr. Benedict Kimmelman	1994
Dr. Samuel B. Detweiler	1995
Dr. David C. Hamilton	1996
Dr. Gregory D. Pence	2002
Dr. Susan E. Calderbank	2003
Dr. Leonard Abrams	2004
Dr. Dennis N. Ranalli	2006
Dean Marjorie K. Jeffcoat	2008
Dr. Elliot V. Hersh	2009
Dr. Thomas W. Braun	2012
Dr. Steven R. Jefferies	2015
Dr. Susan M. Chialastri	2016
Dr. Paul Moore	2017
Dr. Thomas P. Sollecito	2018

#### **Public Service Award**

Mrs. Ann Bixler	1976
Mr. Stearl Sponaugle	1977
The Honorable Anita Kelly	1977
The Honorable Marvin Miller Jr.	1977
Dr. Maurice K. Goddard	1989
*Dr. Eugene Czarnecki	1991
Pennsylvania Dental Association	
Team Members	1995
Dr. Eli Stavisky	1996
Dr. Edwin Weaver	1998
Dr. Julius Eingorn	2001
Dr. Joseph J. Kohler III	2002
Dr. David Shapter	2002
Mr. William Sesler, Esq.	2002
Dr. John M. Bush	2005
Dr. Joseph R. Greenberg	2006
Dr. Craig S. Pate	2007
Dean Martin F. Tansy	2008
Dental Society of Chester County &	
Delaware County	2009
Dr. Philip T. Siegel	2010
Dr. Peter J. Carroll	2011
Dr. David A. Tecosky	2011
Dr. Andrew D. Gould	2012
Dr. John H. Kiessling	2012
Dr. Harry P. Meyers	2012
Dr. E. Steven Moriconi	2013
Dr. Gary S. Davis	2014
Dr. David R. Russell	2015
Patricia Lee Atno, CDA	2016
Dr. Charles A. Kosteva	2016
Dr. Kenneth A. Fetter	2017
Community Volunteers	
in Medicine (CVIM)	2018



# 2018-2019 AWARD RECIPIENTS

# 2018 PDA Distinguished Service Award

Dr. William Spruill's natural leadership qualities, strong convictions and energetic approach have all been instrumental in the extraordinary service he has provided to the dental profession, his community and all levels of organized dentistry spanning a 40-year career as a general dentist.

Whether taking the lead on challenging grassroots advocacy efforts to bolster the profession or organizing charitable missions to help the underserved, Dr. Spruill always exhibits the same exemplary qualities that have inspired his colleagues throughout our state.

"Dr. Spruill has been a positive force in both the preservation of our profession as well as an encouraging mentor to those who will lead in the future. Bill is a well-respected colleague to all who know him," said Fifth District Dental Society president Dr. John Grimes.

After graduating from the University of Maryland, Baltimore College of Dental Surgery in 1977, Dr. Spruill served in the United States Army, completing a general practice residency in 1978 before entering private dental practice in Carlisle in 1980.

In addition to terms as president of the Harrisburg Area Dental Society, Fifth District Dental Society, PDA and the Pennsylvania Academy of General Dentistry, Dr. Spruill has been one of the key team members who established the annual MOM-n-PA dental mission, a two-day free dental care event each spring. In five years, MOM-n-PA has provided more than \$4 million dollars of dental care to underserved Pennsylvanians.

Passionate about education, he achieved Mastership and Lifelong Learning and Service Recognition from the Academy of General Dentistry; served as an instructor in the Dental Hygiene Program at the Harrisburg Area Community College and continues to lecture to dental organizations on a variety of relevant topics.

"Dr. Spruill is a welcoming face to members. He is a champion for organized dentistry and the power it has to connect and support dentists through all stages of their careers," added Dr. Brian Lorei, president of Harrisburg Area Dental Society. "He has been a friend an advisor to so many involved in our local dental society. I can think of no one more deserving of the PDA Distinguished Service Award than Dr. Bill Spruill."

Beyond the dental profession, his leadership and service extends to his church in Carlisle and his local Rotary Club.

Congratulations to Dr. Spruill on his prestigious recognition as recipient of the 2018 PDA Distinguished Service Award.



The 2019 annual award winners, Dr. Bernie Dishler and Dr. Raymond R. Lancione, will be recognized on Friday, April 5, 2019, during the Board of Trustees' Dinner at The Gettysburg Hotel.

The dinner is open to any PDA member who wishes to purchase a ticket and join the celebration of their accomplishments. **Visit www.padental.org/PDM** to register for the event.

Dr. Dishler is the recipient of the 2019 Recognition Award, and Dr. Lancione is the recipient of the 2019 Distinguished Service Award.

#### 2018 PDA Public Service Award

#### **COMMUNITY VOLUNTEERS IN MEDICINE (CVIM)**

was founded in 1998 in Chester County, as the first community-based volunteer clinic of its kind in Southeastern Pennsylvania.

The clinic has expanded and evolved over the years, but CVIM's vital mission has remained the same, to provide "compassionate primary medical and dental care and health education to people who live or work in the Chester County region who lack access to insurance, in order to support their goals to lead productive, healthy, and hopeful lives."

CVIM has continued to do that with the help of a vast army of volunteers and donors, providing a tremendous safety net to thousands of people. For the last 20 years CVIM has been supported entirely through philanthropy, starting back with funding from Paoli Hospital Women's Auxiliary in the 1990s. The clinic is located in a converted and renovated warehouse in West Chester and is open five days and one evening a week. CVIM maintains seven dental operatories, 10 medical exam rooms and the Moran Family Conference Center for patient education and wellness programs.

In 2015 CVIM launched its Mobile Dental Program, which expanded access to its services, emphasizing exams and



oral health education at its satellite locations. In 2017, CVIM provided \$6.9 million of care to the community, with close to 4,000 patients receiving care, education and medication during 41, 416 visits. In addition to the generous private funding from individuals, foundations, corporations and faith-based organizations, this effort was made possible by more than 400 licensed clinical and support volunteers, who donated more than 54,000 hours of their time and services.

It is fitting that in the year CVIM is celebrating its 20th anniversary of providing health care, hope and healing to the uninsured of Chester County, CVIM is being honored with PDA's 2018 Public Service Award.

### 2018 PDA Recognition Award

Dr. Thomas P. Sollecito has made great contributions to the art and science of dentistry with his important work as an educator, author and researcher.

An educator for the past 25 years, Dr. Sollecito has focused on numerous areas, including TMD, oral mucosal diseases, head and neck tumors/cancer, HIV dental treatment and Diabetic type 2 children. Since 1991, Dr. Sollecito has authored five books and authored or co-authored more than 120 articles, abstracts and reports. Throughout his education and research he has provided research support for 31 grants.

A 1989 graduate of the University of Pennsylvania, Dr. Sollecito's career as an educator began at Temple University, where he was a Clinical Assistant Professor of Oral Medicine, and continued with several positions at Penn Dental and the University of North Carolina, progressing to today where he is a professor and specialist in Oral Medicine at Penn Dental and the Perelman School of Medicine, Clinical Professor at the Medical College of Georgia, and has consulting positions at the National Naval Center and the University of Hong Kong.

Dr. Sollecito has been honored with a multitude of awards, such as the 2009 Distinguished Service Award from the Alumni Society at the University of Pennsylvania School





of Dental Medicine, and in 2014 he won the International College of Dentists/American Association of Dental Editors and Journalists' Golden Pen Award for Dental Journalism.

In a nominating letter from the Second District Valley Forge Dental Association, Dr. Joel Funari, president, said that, "As a Pennsylvania educator, Dr. Sollecito's contributions to the dental profession have had a huge impact on the next generation of dental leaders as he has laid a very solid foundation for the future."

PDA is delighted to name Dr. Sollecito as the 2018 PDA Recognition Award winner.

# MEMBERSHIP GROWTH & OUTREACH

# 2018 ADA Engagement Program Summary

The ADA Engagement Program allows societies to apply for grant funding to conduct new programs that aid in membership recruitment and retention, with a focus on dental students, residents and new dentists. In 2018, ADA's Engagement Program funded the National Signing Day lunch event at the University of Pennsylvania.

Aiming to increase senior attendance at the lunch event, PDA raffled three gift cards, created a special geofilter on the popular app, Snapchat and provided a hearty lunch. The Snapchat filter was a simple, fun way for students to take pictures during the event with a filter noting they are attending ADA National Signing Day, which we hoped would increase awareness and attract more attendees. Thanks to ADA's support of Penn's National Signing Day, we exceeded our goal of 50 percent participation at the event. PDA collected a total of 90 applications from Penn seniors during the National Signing Day campaign.

# **New Dentist Survey**

In February 2018, the Membership Committee emailed a survey link to members who graduated from dental school within the last 15 years. Approximately 24% of new dentists who received the email completed the survey.

Participants rated the top two most important benefits as assistance with complying with laws and regulations and advocacy. The top two benefits that motivated members to initially join include networking opportunities and information and updates. Over 66% of participants indicated they have discussed these member benefits with their peers.

The survey also revealed that new dentists have an interest in micro-volunteering opportunities, or volunteer opportunities with minimal time commitment or a short-term obligation.

Approximately 65% of participants indicated interest in at least one micro-volunteering opportunity. Of the participants who indicated interest, over 60% selected multiple opportunities.

A breakdown is below (participants were able to select more than one opportunity):





### **2018 New Dentist Receptions**

The PDA New Dentist Committee hosts New Dentist Receptions twice a year that invite new dentist members and nonmembers to join state, district and local leaders for drinks, appetizers and conversation. The receptions provide a great opportunity for new dentists to meet colleagues, learn more about membership benefits, and also discuss issues important to them as new dentists.

Second District – King of Prussia, PA: 22 dentists

> 17 new dentists

Tenth District - Pittsburgh, PA: 38 dentists

> 33 new dentists

### 2018 Match Programs

In October 2018, PDA hosted two MATCH programs in King of Prussia and Pittsburgh. MATCH is a speed interviewing program where dentists looking for career opportunities have seven-minute interviews with dentists who are looking to hire or sell their practice. This program is open to PDA member dentists, including residents and new dentists, as well as fourth year dental students. PDA plans to host two more MATCH events in the fall of 2019 in King of Prussia and Pittsburgh.

#### MATCH 2018, King of Prussia: 19 total attendees



7 job providers

6 job seekers (four D4's and two new dentists)

#### MATCH 2018, Pittsburgh: 23 total attendees



11 job providers

6 job seekers (four new dentists, and two D4's)





# MEMBERSHIP GROWTH & OUTREACH

#### **Member Benefits and Initiatives**

#### MyPDA App

PDA has teamed up with the company Clowder and will be launching an app (MyPDA) to provide members a new way to access their benefits. The app will offer many features including a newsfeed, push notifications, an events tab and a one-time login. MyPDA will also provide a welcoming space for users to post questions, engage in forum discussions and have friendly interactions. Members will also have quick and easier ways to volunteer. For example, sharing advice with students and responding to forum discussions. The MyPDA app will soon be available and can be downloaded on any smart or mobile device.

#### **PDA Perks Supplies**

This brand new members-only program launched in August 2018. PDA Perks Supplies leverages the group buying power of more than 5,000 PDA members and offers savings of up to 19 percent or more on dental supplies.

As of mid-January 2019, more than 328 PDA members have registered their Perks Supplies account, with 688 orders placed. The average savings for members is 17.7 percent.

**PDAPerksSupplies.com** features more than 60,000 products from more than 350 dental brands – most available through dealers, including 3M Dental Products\*, Dentsply and Kerr, and product lines of more than 60 direct manufacturers that don't sell their products through any dealer. Other benefits of Perks Supplies are:

- FREE ground shipping on every order, regardless of size.
- Vendors ship exactly what a dentist orders no alternative brands.
- Vendors must sell products pursuant to manufacturer guidelines.
- Receive products from direct manufacturers or authorized distributors. No gray market, expired or counterfeit items.

Receive a comparative price estimate by sending competitor invoices or a list of items using the SKU or distributor item numbers via:

Email: support@pdaperkssupplies.com

Phone: (844) 515-9195 Fax: (844) 515-7100

# PDA's Online Continuing Education Platform

After receiving an overwhelming response from our membership expressing interest in online continuing education, PDA is pleased to announce the availability of our own online continuing education (CE) platform. PDA member dentists will receive complimentary registration for several clinical courses including Act 31, Act 124 and radiology. Hygienists, assistants and EFDAs will be able to access PDA's online CE once they have their own record in our database. The online CE platform also offers additional clinical and practice management courses for a nominal fee. Most importantly, PDA's online CE software will help track all of your CE courses, allowing you to upload credits from external courses.

PDA's online continuing education software is now available and it is certain to be a valuable benefit for all members.

#### **Association Labs**

In 2018 PDA hired an outside consultant to evaluate member needs. A key finding of the consultant's research identified younger dentists, who are a growing under recruited market segment, are more likely to be an employee dentist with different membership needs. While PDA was aware of the trend of under recruited new dentists, we weren't aware of the difference in needs between older members who are likely to be practice owners/partners and younger dentists who may be an employee dentist. These details are important because a large percentage of PDA member are over the age of 50.

Age and Experience showed consistent differences. Younger dentists are more likely to be an employee while more seasoned dentists are likely to be an owner/partner. Experience and Age are frequently related to ownership stake, and therefore, are important contributing factors to the needs of Pennsylvania dentists.

#### **National Children's Dental Health Month**

Every February, PDA celebrates and recognizes National Children's Dental Health Month. We provide ADA supplied posters to our member dentists and elementary schools across the state. In addition, third grade students in Pa. schools are eligible to participate in PDA's sponsored poster contest. The grand prize winner receives his/her original poster, matted and framed, along with a check for \$500. Also, the school and teacher of the winning student each receive \$250. Second and third place prizes are awarded monetary prizes of \$250 and \$100 respectively. We are proud to offer this in exchange for the enthusiasm and participation of more than 150 schools each year.



**Congratulations!** 

#### First Place Winner

Ruth Young St. Nicholas-St. Mary's Diocese of Scranton Luzerne County





#### Second Place Winner

Jaxson Lagace Elk Valley Elementary Girard School District Erie County



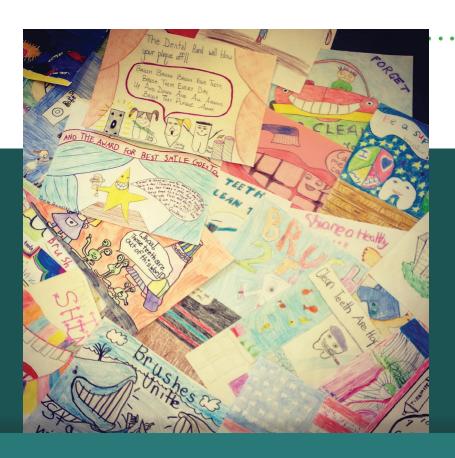


#### Third Place Winner

Kelvin Gonzalez-Atiles Daniel J. Flood Elementary Wilkes-Barre Area School District Luzerne County







More than 150 Schools in Pennsylvania submit poster entires to PDA's **Annual Poster Contest** 

padental.org/ncdhm

# **COMPONENT RESOURCES**

PDA's Component Resources are available to assist district and local dental societies with a variety of activities, like social event or CE course promotion and increasing volunteer interest. PDA staff and society leadership work together to identify membership needs, address areas of improvement and strive toward achieving membership goals.

#### www.padental.org/componentresources

#### **PDA Presentations**

One resource PDA offers for district and local dental societies is a list of presentations for their meetings. Society leaders can select a presentation from the list and work with PDA staff to schedule it for an upcoming meeting. Many presentations are free of charge and some offer continuing education credits. Presentation topics include: Pain & Perception: Reducing nerve injury risks, Hiring and Firing in PA and Membership 101. View the full list of presentations at www.padental.org/componentresources.



In October 2018, PDA staff was invited to a Blair County Dental Society meeting and presented **Membership 101.** This 20-30 minute presentation can easily be added to your meeting schedule, whether it's before a CE speaker or during a dinner meeting. The presentation provides an overview of membership benefits offered by PDA and ADA. It can be customized to include district and local benefits, or benefits that you feel need to be particularly highlighted. Both recent and long-time Blair County members shared that they learned new information on benefits and resources during the presentation.

# **Program Assistance**

Through Program Assistance, society volunteers work with PDA staff to coordinate administrative tasks or email promotion for social and continuing education programs. There are a variety of assistance options available: mass email promotion, online registration through PDA's website, CE course materials and CERP co-sponsorship.







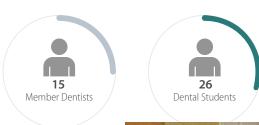
# STUDENT EVENTS

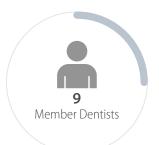
#### **Meet and Mingle**

In September 2018, PDA hosted this semi-structured networking event for University of Pittsburgh dental students to help provide insight into what it is like to practice in different types of locations and practice settings. At the beginning of the event, students completed a quick, fun quiz to help determine a location and setting that might fit their interests or personality. PDA members who represent a variety of locations and practice settings were in attendance and students participated in small group discussions with the dentist that best fit their location/setting quiz result.

# **Speed Mentoring Event**

PDA hosted a speed mentoring event in September 2018 for dental students at Temple University and the University of Pennsylvania. Students were in small groups and participated in 12 eight-minute mentoring sessions with PDA member dentists.











# **ADA National Signing Day**

The ADA National Signing Day (NSD) campaign provides senior dental students with the opportunity to sign up for their free ADA/PDA membership and learn more about how it can help them transition to life as a new dentist. PDA hosted ADA NSD events for Penn, Temple, Pitt and LECOM Erie class of 2018.

# Applications Collected: LECOM: 74% Penn: 60% Pittsburgh: 79%

Temple: 79%

#### **CV Success**

In March 2018, PDA's New Dentist Committee hosted CV Success for third- and fourth-year dental students from Temple and Penn. The program featured a CV/ interviewing presentation and as well as panel discussion with new dentists from a variety of practice backgrounds.

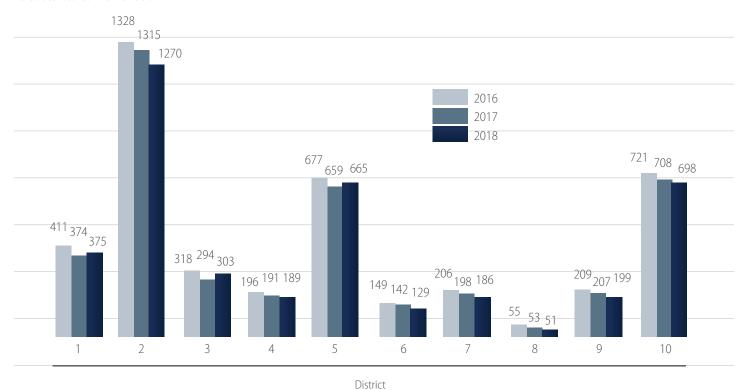




# **MEMBERSHIP STATS**

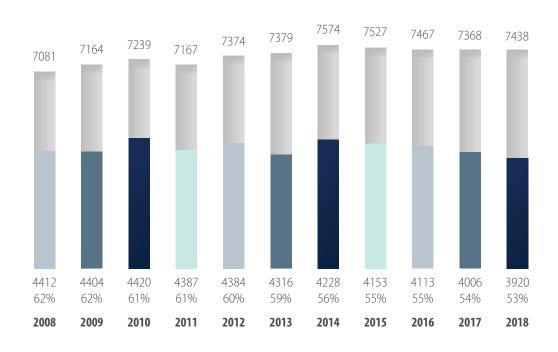
#### **Total Members**

\*excludes Retired Life Members



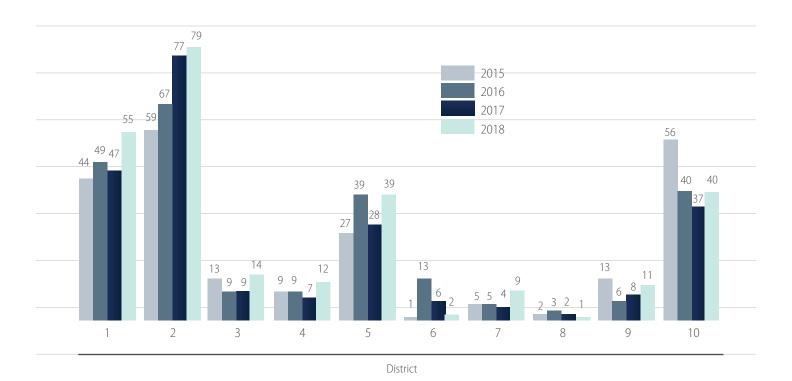
# Number and Market Share of PDA Members vs. Pennsylvania Active Licensed Dentists

\*excludes Retired Life Members



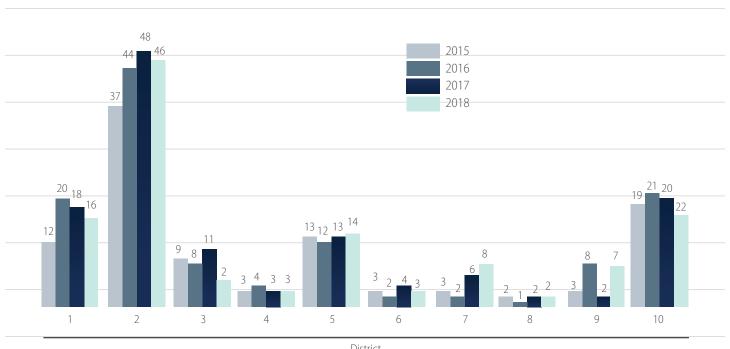
#### **New Members**

\*excludes Retired Life Members



#### **Active member non-renews**

\*excludes Retired Life Members



# PDA'S ADVOCACY GOALS

# 2019 - 2020 Legislative Session

PDA is the premier dental organization at the forefront of legislative initiatives to improve the dental practice environment in Pennsylvania for both dentists and patients. The legislative session, which commenced in January 2019, allows PDA two years in which to advocate on members' behalf for important insurance reforms, scope of practice and access to care initiatives:

Goal #1: Assignment of benefits.

Goal #2: Student loan forgiveness for dentists willing to practice in designated health care practitioner shortage areas.

Goal #3: Increased funding in the Medical Assistance program for dental providers.

While PDA takes a focused approach in limiting our primary advocacy efforts to those three issues, we will monitor and address additional issues on an asneeded basis:

- Maintaining funding for Dental Lifeline Network's Donated Dental Services program.
- Prescription drug prescribing authority, abuse and patient monitoring.
- Ensuing patients' well being and safety by limiting or restricting the unsupervised practice of non-dentists.
- All other workforce and scope of practice issues.
- Supporting programs and policies aimed at improving oral health.
- All insurance issues, such as balance billing, coordination of benefits and credentialing.
- All dental licensing issues.
- Improving patients' ability to access quality dental care.





# DA Legislative Corces

Through the years, PDA has used dentists' collective voice in the legislative arena to accomplish great things:

**PASSED** legislation limiting the time frame in which insurers may retroactively review and deny dental claims to 24 months.

**PASSED** legislation prohibiting insurers from capping fees for dental services which are not covered in a patient's plan.

**PASSED** legislation requiring insurers to cover the cost of general anesthesia when needed to treat patients of any age with special needs or children seven years of age or younger.

**PASSED** legislation allowing out-of-state dentists to apply for temporary licenses so that they may volunteer at charitable events or assist during states of emergency.

**PASSED** legislation that expands the scope of practice for expanded function dental assistants to include some hygiene functions performed under dentists' direct supervision.

**AMENDED** legislation requiring dentists to carry malpractice insurance by including an exemption for dentists with volunteer licenses and those who practice in community based settings.

**AMENDED** legislation to safeguard patients and require additional training and education for public health dental hygiene practitioners practicing independently in public settings.

To learn more about current legislative efforts visit the Government Relations section of the website: <a href="https://www.padental.org/advocacy">www.padental.org/advocacy</a>.

**REINSTATED** funding in the state budget for Dental Lifeline Network's Donated Dental Services program.

**SECURED** additional funding in the state's health care practitioner loan forgiveness program for dentists who agree to practice in shortage areas in exchange for student loan forgiveness.

**DEFEATED** legislation that would have required dentists to submit proof of having paid taxes before renewing their dental license, threatening their livelihood if the state made mistakes processing this information.

**DEFEATED** legislation allowing municipalities to remove fluoride from water supplies without prior notification to the public or Department of Environmental Protection.

**REMOVED** provisions in a city ordinance that required dentists to install amalgam separators and display a poster in their offices needlessly alarming patients about the dangers of "mercury amalgam."

**TRANSFORMED** the dental profession by convincing the legislature to legitimize the practice of expanded function dental assistants, increasing dental office productivity.

**STOPPED** the legislature from passing a bill prohibiting dentists from administering general anesthesia and deep sedation in their offices.

# PADPAC & GRASSROOTS

# The Pennsylvania Dental Association Political Action Committee

We thank you, our PADPAC donors, for investing your time, money and effort in making the dental profession's future brighter for dentists and patients. Throughout 2018, PADPAC was instrumental in supporting candidates who work on behalf of dentists and your patients. In 2019, our hard work will continue to depend on members' generous support. Whether a new member or through your continued support, your contribution to your PAC helps us remain one of the largest and strongest bi-partisan PACs in Pennsylvania. With your help we can get Assignment of Benefits (AoB) legislation in Pennsylvania. This is our year! Please help us to change the legislative landscape for the better. Please encourage your colleagues to join PDA and contribute to PADPAC. Your contribution really does have an impact on moving the ball across the goal line.

It's also important to recognize those who go above and beyond for their PAC. In calendar year 2018, we reached a heretofore unapproachable summit. We had two President's Club level contributions in one calendar year! This is the first time that has happened in the history of PDA. PDA President Dr. Jim Boyle and Dr. Joseph G. Graver really came across for PADPAC! We are very grateful and extremely thankful for Dr. Boyle and Dr. Graver going the extra mile to help build the PAC. They helped create a milestone and a benchmark that we hope spurs further big things for PADPAC. Any donation is very much appreciated. We know it's a sacrifice to contribute personally but it really is essential if we want to compete and win against the toughest opponent in PA politicsthe insurance industry. If you don't contribute to your PAC we stand a very good chance of having our voice overwhelmed by them. Please contribute regularly. We build success for you on the contributions you make.

#### What is PADPAC?

PADPAC is your PAC. It is run by and for dentists. It pursues your agenda. It works, tirelessly, to make the legislative and regulatory environment in Pennsylvania better for you, your profession and your patients. What happens in Harrisburg at the state Capitol directly impacts every facet of your profession no matter where in the state you practice.

A political action committee (PAC) is an organization that pools contributions from members and donates those funds to campaigns. Due to state and federal campaign laws PAC funding is split into two categories. When deciding on how to designate PADPAC contributions, PDA must distinguish how donors make their contributions:

**HARD DOLLARS:** Contributions made with a personal check or credit card. Only hard dollars may be used for political campaign contributions.

**SOFT DOLLARS:** Contributions made with a corporate check or credit card. Soft dollars are utilized for administrative purposes such as assisting district or local dental societies with a fundraising event.

As we begin the 2019-2020 legislative session it is critical that we maintain PADPAC's standing as one of the top bi-partisan health care PACs in Pennsylvania. A new legislative session means new Senate and House members to educate about the dental profession and the importance of maintaining an excellent environment to practice statewide. It is through hard dollars (personal checks or personal credit cards) that our members, lobbyists and staff have the opportunity to create, develop and expand relationships with legislators. Through your generous contributions of hard dollars, we can attend legislative events and meet legislators and staff who determine the outcome of our legislative priorities.

# **5** Reasons to Support PADPAC

- PADPAC is one of the largest bi-partisan health care political action committees in Pennsylvania. If you do not participate in advocacy efforts through PADPAC, we risk being steam rolled by the insurance industry. We risk ceding control of legislative debates to other groups. We cannot allow our voice to be drowned out by groups that seek to harm you and your patients. PDA members must ensure that their professional voice is heard in Harrisburg.
- PADPAC contributions directly support electing candidates who support a healthy practice environment for dentists in Pennsylvania.
- There are many new members of the Pennsylvania General Assembly who are unfamiliar with PDA's issues. This January brought 43 new faces to the General Assembly. That is the most in more than a decade.

  That's almost one-fifth of the entire General Assembly. PADPAC helps us build relationships with these new lawmakers, allowing us to educate them about the association, the valuable services we provide, our mission and how we benefit our dentists, patients and the overall quality of health care in Pennsylvania.
- PADPAC delivers results! It's through our advocacy efforts that PDA has built relationships that lead to successful legislative outcomes for dentists and their patients. We must continue to protect our victories by supporting candidates who understand and support PDA. This cannot be accomplished without the support, both in time and treasure of our members.
- The foundation for PADPAC is our members. It's through PADPAC that members can join their peers in championing issues that directly impact the future of their profession.

#### **2019 PADPAC MLB Promotion**

In order to build camaraderie, goodwill and a strong PAC, our 2019 PAC promotion will be a Pittsburgh Pirates game in August. Everyone who contributes at the \$500 level and above will receive an invite to a Pirates game in one of the stadium suites. We will attend a Philadelphia Phillies game in 2020. Please join us!



# **FINANCES**

# FROM BELL-PDAIS CEO RICH BELL

### Summary of 2018

I was honored to be named President and Chief Executive Officer of Bell-PDAIS in July of 2018. In taking the reins of the company, my primary goal was to make our operation profitable for the first time since the acquisition of Bell on November 1, 2014. My plan to achieve profitability was basic and clear-cut: increase income and cut expenses. To accomplish this feat, I went through every expense, line by line, and made drastic cuts across the board.

The end result yielded Bell-PDAIS a 2018 net profit of \$329,402 versus 2017's net loss of \$55,519.



#### **Inside the Numbers**

\$53,753
\$309,682
rease.\$125,125 (Up 5%)
\$9,455 (Down 1.6%)
ase \$3,758 (Down 3.8%)
\$41,844 (Down 9.1%)
457 vs \$370,344 in 2017

Total P&C Income.......\$3,669,259 (87.7% of the income)
Total Group Health Income......\$593,740 (12.3% of the income)
Total Commission Income......\$4,182,999

Endorsed Vendor Income – 2018 ......\$23,640 vs \$18,568 in 2017



#### **Outlook for 2019**

While the Bell Insurance side of our operation enjoyed a 5 percent (\$125,125) P&C commission increase, the PDAIS division suffered a 1.6 percent (\$-9,655) decrease in P&C income and a 9.1 percent (\$-41,844) decrease in health insurance income.

It is imperative that the PDAIS numbers be turned around in order to achieve maximum profitability. To do this we need to be more sales-focused while still providing the exceptional service our member dentists expect and deserve. This objective, coupled with a continued effort to increase revenue and reduce expenses, will be my primary focus in 2019.



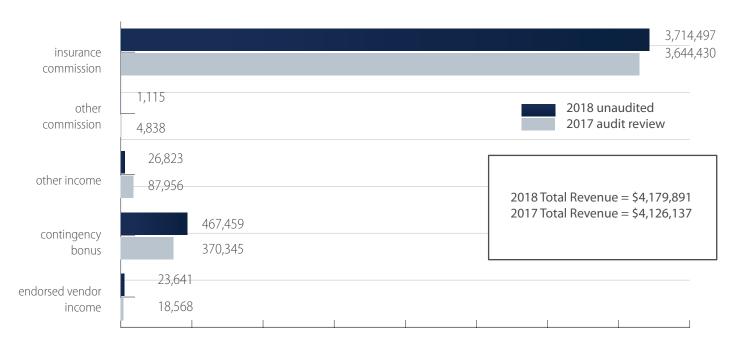
Congratulations to Dr. Jim Boyle for a successful year as PDA President 2018-2019.

From your colleagues in the York County Dental Society and the Fifth District Dental Society.

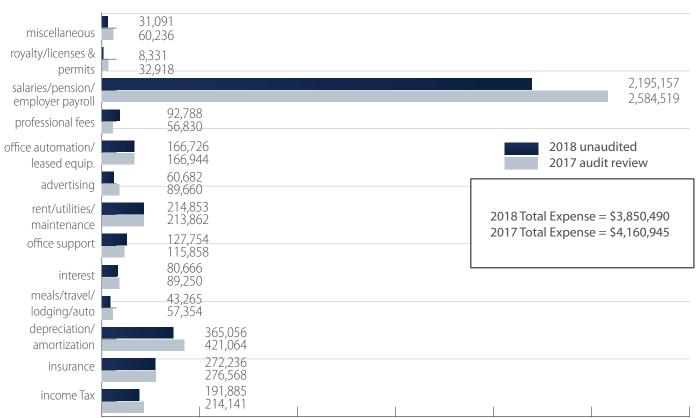
# **FINANCES**

# **BELL-PDAIS**

# **Bell-PDAIS Revenue 2018-2017 comparison**



# **Bell-PDAIS Expenses 2018-2017 comparison**



# **Bell-PDAIS Balance Sheet 2018-2017 Comparison**

	2018 Unaudited	2017 Audit Review
Current Assets:	\$2,231,175	\$1,837,382
Fixed Assets:	\$23,209	\$41,398
Other Assets:	\$3,018,646	\$3,395,518
Total Assets:	\$5,273,030	\$5,274,298
Current Liabilities:	\$753,268	\$1,013,018
Long-Term Liabilities:	\$2,768,163	\$2,839,083
Equity:	\$1,751,599	\$1,422,197
Total Liabilities & Equity:	\$5,273,030	\$5,274,298



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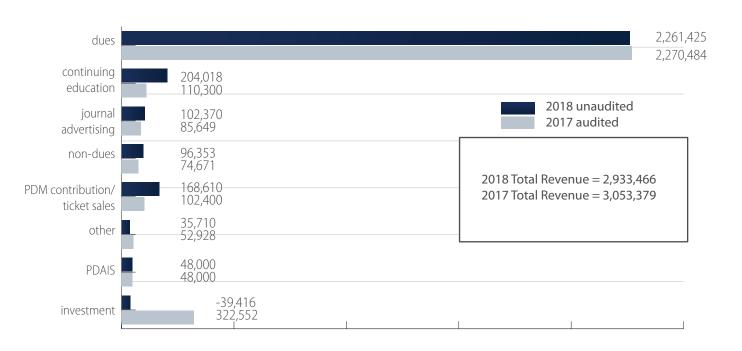


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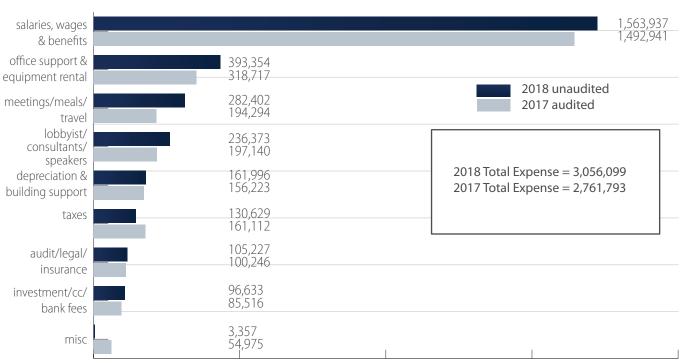


# **PDA**

# PDA Revenue 2018-2017 Comparison



# PDA Expenses 2018 - 2017 Comparison



#### PDA Balance Sheet 2018-2017 Comparison

	2018 Unaudited	2017 Audited
Current Assets:	\$6,375,262	\$6,359,671
Fixed Assets:	\$710,501	\$815,371
Other Assets:	\$1,751,601	\$1,422,199
Total Assets:	\$8,837,364	\$8,597,241
Current Liabilities:	\$1,429,873	\$1,269,750
Long-Term Liabilities:	\$1,168,374	\$1,295143
Equity:	\$6,239,117	\$6,032,348
Total Liabilities & Equity:	\$8,837,364	\$8,597,241

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<sup>\*</sup>A.M. Best Company rating effective March 2018. For the latest rating, access ambest.com