

**KENTUCKY DENTAL ASSOCIATION  
EXECUTIVE BOARD MEETING**

KDA Headquarters Building  
Louisville, Kentucky  
June 2, 2018  
10:00 A.M.

***DRAFT MINUTES***  
**NOT YET APPROVED BY THE BOARD**

1. **CALL TO ORDER.** Dr. Darren Greenwell called the meeting to order at 10:00 a.m. The following members of the KDA Board were present:

Dean T. Gerard Bradley (UL Dean)

Dr. Andy Burt

Dr. Bill Collins

Dr. Barry Curry

Dr. Ansley Depp

Dr. Andy Elliott

Dr. Robert Frazer (representing Dean Stephanos Kyranides (UK Dean)

Dr. Darren Greenwell

Dr. H. Fred Howard

Dr. Laura Hancock Jones

Dr. Beverly Largent

Dr. Bill Lee

Dr. Cliff Lowdenback

Dr. Julie McKee

Dr. BJ Millay

Dr. Matt Milliner

Dr. Mark Moats

Dr. Charles Montague

Dr. Jonathan Rich

Dr. Sharon Turner

Guest included Drs. Garth Bobrowski, Joe McCarty, Rachel Gold, BJ Moorhead and Jerry Caudill. Student members Aneesha Reddy and Monali Haldankar were present. Mr. David and Mr. Brandon Bowman of Bowman Insurance were present. Mr. James Dingus, Senior Systems Engineer of Commonwealth Technology was present. Mr. Bill Robinson and Ms. Jeanine Pekkarinen of the ADA were present. Staff members present were Mr. Todd Edwards, Mrs. Melissa Nathanson, Mrs. Janet Glover, and Mr. Richard Whitehouse.

2. **INVOCATION.** Dr. Garth Bobrowski gave the invocation.
3. **APPROVAL OF MINUTES.** The minutes of the March 10, 2018, meeting of the Executive Board was approved.

**NOTE:** All reports are presented in the minutes as they were submitted by their authors. No editing in the form of spelling or grammar has been attempted.

4. **BOWMAN PRESENTATION.** Mr. David and Brandon Bowman made a presentation to the Board concerning the insurance plans they provide to the Kentucky Dental Association.
5. **COMMONWEALTH TECHNOLOGY PRESENTATION.** Mr. James Dingus and Mr. Justin Perron(via webcam) made a presentation to the Board concerning their HIPPA and technology support programs.
6. **ADA MEMBERSHIP PRESENTATION.**Ms. Jeanine Pekkarinen, ADA Senior Manager of Membership, gave a presentation concerning membership. She also included the results of our component survey.
7. **ADA BUSINESS MODEL PROJECT.** Mr. Bill Robinson, VP Member and Client Services. Mr. Robinson gave a presentation concerning the ADA's new business model project.

## ADA Business Model Project Executive Summary

### Key Messages

- While the ADA is in a strong position financially, it is also planning ahead to secure the well-being of the Association for the future. The Business Model Project is an initiative to ensure that the ADA maintains its relevance while maintaining financial sustainability.
- At its April meeting, the Board approved moving forward with the development of a new service that supports independent dentistry by helping new and established dentists during their most important transitions in ways that will improve oral health and access to care.
- The approved **pilot** has two main elements:
  - 1) An online platform that facilitates connections between new and established dentists to aid important transitions (like finding associates or buying/selling a practice), and,
  - 2) Purchasing up to two dental practices in order to place new dentists in these practices with the express intention of selling the practice to those dentists after a target period of time.
- At its April meeting, the Board approved moving forward with enacting the proposed plan to pilot the service and approved up to \$3.5 million dollars from unrestricted reserves to fund that pilot program. In the pilot, the project will go forward in no more than two locations.

## About the Process:

- Field research done by a firm called Continuum Innovation has uncovered a need in the marketplace for new dentists and established dentists who want to connect for both employment opportunities as well as mentorship but have had difficulty doing so.
- Research also uncovered additional needs around learning skills related to basic business management, ownership, patient acquisition, purchasing, and staff relations.
- Data indicates that it is possible for the ADA to play a role in facilitating this learning and connection.
- The “definition” phase of the Business Model Project was completed in March 2018 and resulted in a defined product vision, plan for building it, and the staff plan to support it. **It was completed under budget.**
- At its April 2018 meeting, the Board was presented with a plan to pilot an online service that connects dentists with employment and mentorship opportunities. The Board approved moving forward with the proposed plan, and approved \$3.5 million dollars from unrestricted reserves to fund 1) building the service platform and 2) piloting it in no more than two locations.

## Proposed Service:

- **The vision statement of the new service is:** The ADA seeks to support independent dentistry by helping New and Established Dentists during their most important transitions in ways that will improve oral health and access to care.

The service has several features:

- **Profile:** This is a profile that captures who a dentist is and what they currently seek. For a new dentist, this might be an associateship or the possibility of purchasing a practice. For an established dentist, this might be finding an associate or finding a buyer for the practice. This profile will be much more robust and comprehensive than anything currently available in the market.
- **Match:** The service will have an algorithm that matches new dentists with established dentists by considering things like philosophy of care and a personality inventory as well as typical things like location and desired practice characteristics.
- **Build:** Once the match occurs, there will be an “ADA Mentor” coach assigned to the relationship. This resource will work with both the new dentist and the established dentist to make sure that both sides of the relationship are comfortable with the arrangement and to help them manage both their individual and mutual goals.
- **Develop:** Participants in the service will be given training, some as part of the service and some at additional cost, which will help them meet their individual and mutual goals. This training will be a combination of online, by phone and in person and will run the spectrum from clinical to business to lifestyle (e.g. tips on planning for retirement).
- **Transition:** The goal of many of these matched relationships will be the hiring of an associate and/or the transition of the practice. In these instances, the ADA would play a role similar to the one played by employment or practice brokers in the current market. While there are certainly good brokers, the research revealed many instances of an ineffective or inefficient market relating to identifying associates

and practice sales. With the foundation of the four previous elements, the new service can provide a more robust and effective opportunity to facilitate finding associates and practice sales with a higher rate of success and lower costs.

### **Next Steps/Pilot Phase:**

- An important part of the pilot plan is to identify the role that state and local societies play in order to make this service effective. The national organization is aware of the limits in what service can be delivered in a centralized way – some portions of this service are likely better served at the local level with the support of a centralized national platform.
- **In order to build this service, the new service will be created under a new for-profit entity with the ADA as its sole shareholder.** Doing this will provide protection to the not-for-profit status of the ADA, the assets of the ADA, the intellectual property of the new service, and will facilitate the pace of decision-making in the new organization. This is very similar to the set-up of ADABEI or the ADA Foundation. The new entity will have its own Board who will be accountable to the ADA Board of Trustees.

### **Practice Purchasing**

- The Business Model Project research revealed a surprising number of practices that are simply closing down because the owner dentists cannot find a buyer. These practices tend to be located in rural areas and smaller cities. The qualitative research indicates that ADA ownership of such practices make them more attractive to new dentists because it mitigates some of the perceived risk of committing to those situations.
- As a result of this research, **the Board approved testing the viability of this model by purchasing up to two dental practices** in order to place new dentists in these practices with the express intention of selling the practice to those dentists after a target period of time (likely two years).
- This decision was considered very carefully by the Board with the full recognition of the need to avoid “competing” with our own members as well as protecting the reputation and brand of the ADA. Several Board members expressed their concerns but ultimately determined that **the pilot was the best way to identify all of the positives and negatives associated with this strategy with the understanding that the pilot will not move forward without compelling evidence that this provides great value to our members, the association and the communities involved.**
- The goal is to focus on practices in areas where practice closure would contribute further to access to care issues. A strict criteria will be developed to guide which practices can and should be purchased and the two proposed purchases for the pilot would be approved by the new company’s governance team, which includes six member dentists, five of which are Board members.
- The most compelling reason for piloting the purchase of practices is to give the company an idea of what services may be possible for supporting our members through additional administrative services and purchasing and service leverage.
- The current model being tested projects that ADA will not own more than 50 practices at a time with a goal of holding them for two years and then selling to a dentist who seeks to own a solo or small group practice.

- **The only thing the Board has approved so far is the pilot to purchase up to two practices to assess feasibility.**
- The Management Team of the new service, led by Bill Robinson, will be actively seeking appropriate locations for the pilot to be developed in coordination with state and local societies.

If the KDA Executive Board decided to become a pilot, the following would be needed from Kentucky:

- Allocate staff resources (no known financial resources at this time)
  - Promote service at their dental school
  - Promote service at their local meetings
  - Send out joint communications
  - Help identify potential practices for purchase
  - Help identify potential users of the service
  - Help manage competitive “pushback”
  - Actively participate in problem solving
  - Be flexible
  - Be open to alternative ways of doing things
  - Think more broadly than their own state (citizen vs. customer)
8. **The KDA Executive Board moved into executive session.** Upon coming out of executive session, the board voted unanimously to approve a resolution expressing interest to the ADA in becoming a pilot state for the new business model project.

9. **REPORT OF THE TREASURER. Dr. Sharon Turner** gave the following report for information.

**KENTUCKY DENTAL ASSOCIATION  
GENERAL FUND REVENUE & EXPENSE  
BUDGET PERFORMANCE REPORT  
For the Three Months Ending March 31, 2018**

	Year to Date Actual	Annual Budget
<b>REVENUES</b>		
<b>Budgeted Revenues</b>		
KDA dues	393,265.66	415,374.00
KDA Assessment	75,224.64	90,100.00
Annual Session net revenue	9,044.69	80,000.00
Interest Income	363.33	2,500.00
Rental Income-	15,600.00	62,400.00
Rental Income-LDS	0.00	5,100.00
ADABEI (ADA)	4,878.17	25,000.00
Association gloves	757.59	2,000.00
Officite	1,128.69	4,000.00
KDAIS	0.00	12,500.00
KDA Insurance Services	0.00	12,500.00
Womens Forum Income	0.00	1,050.00
ADA Dues Rebates	0.00	500.00
SMILE KY income	144.50	0.00
Other Revenue	102.19	3,000.00
	500,509.46	716,024.00
<b>Total Budgeted Revenue</b>		
<b>Non-Budgeted Revenues</b>		
Gain/Loss on Investments	6,783.00	0.00
Reserve Fund Expenses	(2,000.00)	0.00
Journal Fund Expenses	0.00	19,706.00
	4,783.00	19,706.00
<b>Total Non-Budgeted Revenue</b>		
	505,292.46	735,730.00
<b>TOTAL REVENUE</b>	<b>\$</b>	<b>\$</b>

	Year to Date Actual	Annual Budget
<b>EXPENSES</b>		
<b>Budgeted Expenses</b>		
<b>A. Fixed disbursements over which the HOD has no control but must have approval</b>		
Utilities & Maintenance:		
	\$	\$
Telephone	1,798.32	8,000.00
Gas, Electric & Water	8,382.40	24,000.00
RENT	21,157.32	84,630.00
Maintenance Expense	9,765.13	23,000.00
Janitorial Expenses	1,447.50	5,000.00
	<hr/>	<hr/>
Total Utilities & Maintenance	42,550.67	144,630.00
	<hr/>	<hr/>
Audit & Accounting Services	0.00	14,500.00
Attorney Fees	0.00	4,000.00
Insurance	201.00	13,500.00
Printing and Postage	704.59	3,000.00
Miscellaneous	0.00	2,500.00
	<hr/>	<hr/>
	\$	\$
<b>A. TOTAL</b>	<b>43,456.26</b>	<b>182,130.00</b>
	<hr/> <hr/>	<hr/> <hr/>

#### **B. Items Controlled by the House Of Delegates**

General Administrative Expenses:

	\$	\$
Equipment Maint & Rent	494.16	10,000.00
Technological Support	6,280.54	10,000.00
Membership Dues & Subs	325.00	750.00
Support Staff Expense	976.05	3,500.00
Office Supplies	1,879.85	5,000.00
KOHC Membership	0.00	300.00
Presidents Expense	0.00	5,000.00
1st Vice President's Expenses	0.00	3,000.00
Executive Board Expense	310.40	2,000.00
ADA Delegates Expense	0.00	45,000.00
Ex. Dir. Discretionary Expense	0.00	750.00
SMILE KY program expense	6,000.00	0.00
Auto Expense	811.42	4,000.00
	<hr/>	<hr/>
<b>Total Administrative Exp.</b>	<b>17,077.42</b>	<b>89,300.00</b>
	<hr/> <hr/>	<hr/> <hr/>

	Year to Date Actual	Annual Budget
<b>Council/Work Group Expenses:</b>		
Council on Annual Session	0.00	500.00
Council on Ethics, Bylaws		
Council on Governmental Affairs		
Budget & Finance Committee		
Long Range Planning Committee		
New Dentists Committee	0.00	7,750.00
General Council Expense	0.00	250.00
UK-UL-KSDS Support	900.00	1,300.00
<b>Total Council/Committee/Work Group Steer</b>	<b>900.00</b>	<b>9,800.00</b>
<b>B. TOTAL</b>	<b>17,977.42</b>	<b>99,100.00</b>



Year to Date  
Actual                  Annual  
   Budget

**C. Disbursements Annually Approved and Controlled by the House  
of Delegates**

	\$	\$
Executive Directors Expense	3,259.67	12,000.00
Secretary - Treasurer Expenses	0.00	2,000.00
Salaries-Executive Staff	89,786.47	350,000.00
Executive Staff Benefits	12,316.86	45,000.00
Retirement Plan Contributions	2,390.00	14,500.00
Personal Payroll Taxes	7,405.24	25,000.00

<b>C. TOTAL</b>	<b>115,158.24</b>	<b>448,500.00</b>
-----------------	-------------------	-------------------

<b>Total Budgeted Expenses</b>	<b>176,591.92</b>	<b>729,730.00</b>
--------------------------------	-------------------	-------------------

**D. Fund Contributions**

	\$	\$
Capital Expenditures	0.00	5,000.00

<b>D. TOTAL</b>	<b>0.00</b>	<b>5,000.00</b>
-----------------	-------------	-----------------

**E. Non-budgeted Expenses**

	\$	\$
Investment Fees	132.00	1,000.00

<b>E. TOTAL</b>	<b>132.00</b>	<b>1,000.00</b>
-----------------	---------------	-----------------

<b>TOTAL EXPENSES</b>	<b>176,723.92</b>	<b>735,730.00</b>
-----------------------	-------------------	-------------------

---

**KENTUCKY DENTAL ASSOCIATION  
INVESTMENT ACCOUNT BALANCES  
March 31, 2018**

GENERAL FUND

	\$	
General Cash Operations	129,284.66	
Stifel Nicolaus Money Market	13,138.86	
Stifel Managed Funds	<u>77,119.44</u>	
Total General Fund		219,542.96

CAPITAL PROJECTS FUND

Stifel Managed Funds	<u>68,933.21</u>	
Total Capital Projects Fund		68,933.21

JOURNAL FUND

Stifel Managed Funds	<u>79,109.98</u>	
Total Journal Fund		79,109.98

LEGISLATIVE FUND

Stifel Managed Funds	<u>(20,404.56)</u>	
Total Legislative Fund		(20,404.56)

RELIEF FUND

Stifel Managed Funds	<u>41,042.74</u>	
Total Relief Fund		41,042.74

RESERVE FUND

Stifel Managed Funds	<u>296,233.71</u>	
Total Reserve Fund		296,233.71

WILLIAM MARCUS RANDALL MEMORIAL FUND

Stifel Managed Funds	<u>50,495.67</u>	
Total William Marcus Randall Memorial Fund		<u>50,495.67</u>

Total Investments		\$ 734,953.71
-------------------	--	------------------

Dr BJ Millay, Chairman of the Budget and Finance Committee presented the proposed 2019 KDA Budget.

**KENTUCKY DENTAL ASSOCIATION**  
**2019 Revenue and Expenditure Budget**  
**January 1, 2019 -**  
**December 31, 2019**

	<b>Adopted Budget 2018</b>	<b>Year to Date 12/31/2017</b>	<b>Proposed Budget 2019</b>
<b>REVENUES</b>			
KDA Dues	415,374.00	447,495.00	457,000.00
KDA Assessment	90,100.00	85,000.00	85,000.00
Annual Session	80,000.00	61,729.00	80,000.00
Interest Income	2,500.00	2,595.00	2,500.00
Rental Income-Lou Dental Soc	5,100.00	4,866.00	5,100.00
ADABEI (ADA)	25,000.00	20,367.00	21,000.00
Insurance for Members	12,500.00	14,136.00	20,000.00
ADA Dues Rebates	500.00	0.00	500.00
Non-Budgeted Revenue	3,000.00	328.00	3,000.00
Officite	4,000.00	2,489.00	2,500.00
Association Gloves	2,000.00	2,955.00	2,500.00
Smile KY		6,185.00	
Rental Income	62,400.00	62,400.00	62,400.00
<b>TOTAL REVENUES</b>	702,474.00	710,545.00	741,500.00
<b>Reserve Fund Expense</b>		-20312	
<b>Gain on Investment</b>		10330	
<b>ADA Grant for the Member Concierge</b>			
<b>Journal Fund Contribution</b>	<b>19,706.00</b>		<b>0.00</b>
	722,180.00	700,563.00	741,500.00

	Adopted Budget 2018	Year to Date 12/31/2017	Proposed Budget 2019
<b>EXPENSES</b>			
<b>A. Fixed disbursements over which the House has no control but must have approval</b>			
Utilities & Maintenance:			
Telephone	8,000.00	8,307.00	8,000.00
Gas, Electric & Water	24,000.00	22,055.00	24,000.00
Rent	84,630.00	84,629.00	84,630.00
Maintenance Expenses	23,000.00	19,974.00	21,000.00
Janitorial Expenses	5,000.00	5,790.00	6,000.00
<b>Total Utilities &amp; Maintenance</b>	<u>144,630.00</u>	<u>140,755.00</u>	<u>143,630.00</u>
Accounting & Audit Services	14,500.00	14,240.00	14,500.00
Attorney Fees	4,000.00	365.00	1,000.00
Insurance	13,500.00	12,392.00	13,000.00
Printing and Postage	3,000.00	1,027.00	2,000.00
Miscellaneous	2,500.00	1,022.00	1,500.00
<b>A. TOTAL</b>	<u><u>182,130.00</u></u>	<u><u>169,801.00</u></u>	<u><u>175,630.00</u></u>

**B. Items Controlled by the House Of Delegates**

General Administrative Expenses:			
Equipment Maint & Rent	10,000.00	13,130.00	13,500.00
Technological Support	10,000.00	6,065.00	8,000.00
Membership Dues & Subs	750.00	870.00	900.00
Support Staff Expenses	3,500.00	2,152.00	2,500.00
Office Supplies	5,000.00	1,567.00	2,000.00
Executive Board Expenses	2,000.00	3,492.00	3,500.00
President's Expenses	5,000.00	21.00	5,000.00
1st Vice President Expenses	3,000.00	1,834.00	3,000.00
ADA Delegates Expenses	45,000.00	28,900.00	37,920.00
Leadership Conference	0.00	0.00	0.00
KOHC Membership	300.00	300.00	300.00
Ex. Dir. Discretionary Expenses	750.00	0.00	750.00
Auto Expenses	4,000.00	2,204.00	3,000.00
<b>Total General Administrative Exp.</b>	<u>89,300.00</u>	<u>60,535.00</u>	<u>80,370.00</u>

	<b>Adopted Budget 2018</b>	<b>Year to Date 12/31/2017</b>	<b>Proposed Budget 2019</b>
<b>Council/Committee/Work Group Expenses:</b>			
Council on Annual Session	500.00	0	500.00
Council on Govt Affaris	0.00	0.00	0.00
Long Range Planning Committee	0.00		0.00
New Dentist/Membership Steering Committee	7,750.00	1,291.00	2,000.00
General Council Expenses	250.00		250.00
UK-UL KSDS Student Support Member Concierge Expenses	1,300.00	3,050.00	3,000.00
<b>Total Council/Committee/Work Group Expenses:</b>	9,800.00	4,341.00	5,750.00
 <b>B. TOTAL</b>	 99,100.00	 64,876.00	 86,120.00

	<b>Adopted Budget 2018</b>	<b>Year to Date 12/31/2017</b>	<b>Proposed Budget 2019</b>
<b>C. Staff Compensation</b>			
Executive Directors Expenses	12,000.00	15,332.00	15,000.00
Secretary - Treasurer Travel Expenses	2,000.00	245.00	4,000.00
Salaries-Staff	350,000.00	371,513.00	370,000.00
Staff Benefits	45,000.00	34,572.00	37,000.00
Retirement Plan Contributions	14,500.00	14,493.00	15,750.00
Payroll Taxes	25,000.00	27,964.00	29,000.00
	<hr/>		
<b>C. TOTAL</b>	448,500.00	464,119.00	470,750.00
	<hr/>		
<b>D. Fund Contributions</b>			
Reserve Fund Expenses	0.00	0	5,000.00
Capital Expenditures	5,000.00		3,000.00
	<hr/>		
<b>D. TOTAL</b>	5,000.00		8,000.00
	<hr/>		
<b>E. Non-Budgeted Expenses</b>			
Investment Fees	1,000.00	867.00	1,000.00
loss on disposal of assets		900.00	
	<hr/>		
<b>E. TOTAL</b>		1,767.00	
	<hr/>		
<b>TOTAL EXPENSES</b>	735,730.00	700,563.00	741,500.00

## **2019 BUDGET NARRATIVE**

The revenue section lists the areas of revenues the Association anticipates for the fiscal year 2019.

**Dues** - reflects the dues income for all categories of membership. This reflects a \$10.00 dues increase for 2019.

**Annual Session** - reflects net revenue from all sources generated by the Annual Session. (Exhibit, Continuing Education fee courses and miscellaneous income).

**Interest Income** - reflects interest earned on Association investments.

**Rental Income-Louisville Dental Society** – reflects annual rental income received from the Louisville Dental Society.

**ADABEI (Formerly Finco) (ADA) Royalties** - reflects endorsement income received for credit card purchases and other endorsed products and services.

**KDAIS Income** - reflects endorsement income received from Kentucky Dental Association Insurance Services Company.

**ADA Dues Rebate** - reflects revenue received from ADA for timely processing of dues payment.

**Label Sales** - reflects income from sale of KDA Membership labels.

**Non-Budgeted Revenue** - reflects any revenues not classify under the listed revenue categories.

**Rental Income** – income from the rental of the first floor of the headquarters building.

**Officite** – endorsement income from Officite web page services.

## **2019 BUDGET NARRATIVE**

### **EXPENSES**

**A. Fixed disbursements over which the House has no control but must have annual approval.**

**Utilities and Maintenance** - reflects the cost of maintenance, janitorial, telephone, gas, electric and water for the operation of the KDA Executive Office.

**Rent**- debt reduction\mortgage paid to Kentucky Dental Foundation

**Accounting Services** - reflects cost of the Association's annual audit, accounting software support and related tax services.

**Attorney Fees** - reflects the cost of the Association's legal counsel.

**Insurance** - reflects cost of insurance on Association property and contents.

**Printing and Postage** - reflects cost of printing and postage not associated with Journal.

**Miscellaneous** - reflects cost of miscellaneous expenses not attributable to existing expense accounts.

**Temporary Services** - It has become necessary to utilize temporary employees in the KDA building.

**B. Items controlled by the House of Delegates**

**General Administrative Expenses:**

**Equipment Maintenance and Rental** - reflects cost of general maintenance and rental of office equipment.

**Membership Dues and Subscriptions**- reflects cost of various professional staff dues and subscriptions to publications.

**Technological Support** - reflects cost for the computer network, also maintenance for computers.

**Support Staff Expense** - reflects cost of continuing education, travel and miscellaneous expenses for KDA Staff.

**Office Supplies** - reflects cost of Executive Office supplies.

**KOHC** – membership in Kentucky Oral Health Coalition



## **2019 BUDGET NARRATIVE**

**Executive Board Expense** - reflects cost of conducting Executive Board Meetings as necessary.

**Presidents Expense** - reflects expenses incurred by the President on behalf of the KDA.

**1<sup>st</sup> Vice-President's Expense** - reflects costs of the 1<sup>st</sup> First Vice-President to attend ADA sponsored conferences.

**KDA Leadership Conference**- reflects cost of KDA Leadership Conference.

**ADA Delegates Expenses** - reflects expenses for the Kentucky Delegates and Alternate Delegates to attend the ADA House of Delegates Meeting.

**Ex. Director Discretionary Expenses** - reflects expenses incurred by the Executive Director which do not fall under expense account.

**Auto Expense** - reflects cost of operating and maintaining the association automobile.

**Council and Work Group Meeting, Travel, Lodging, Telephone, Printing and Postage**

**Membership Steering Work Group** - monies for a membership survey.

**General Council Expense** - reflects expenses that occur during Council Day meetings.

**UK-UL-KSDS Student Support** - reflects cost of booth space during meeting. Also, monies are specified for KSDS support for flag football game, spring basketball tournament, Lunch n learns, fall retreat for new officers and student lobby day.

## **2019 BUDGET NARRATIVE**

### **C. Staff Compensation**

**Executive Directors Expense** - reflects expenses incurred by the Executive Director related to travel, meals and entertainment, including the ADA and 6<sup>th</sup> District meetings.

**Secretary-Treasurer Expense** - reflects expenses incurred by the Secretary-Treasurer related to travel, meals and entertainment, including the ADA and 6<sup>th</sup> District meetings.

**Salaries** - reflects salaries for KDA Staff.

**Staff Benefits** - reflects cost of employee health and other insurance programs.

**Retirement Plan Contributions** - reflects the Association's annual contribution to the employee program.

**Payroll Taxes** - reflects the Association's contribution to social security taxes and the cost of Kentucky and federal unemployment taxes.

### **D. Fund Contributions**

**Reserve Fund Expense** – the contribution to the Reserve Fund.

**KENTUCKY DENTAL ASSOCIATION  
BUDGET AND FINANCE MEETING  
Conference Call  
Louisville, Kentucky  
April 30, 2018  
7:00 P.M.**

- 1. CALL TO ORDER. Dr. BJ Millay** called the meeting to order at 7:00 P.M. The following members of the committee were present: Dr. Barry Curry, Dr. Darren Greenwell, Dr. Bill Lee, Dr. Robert Millay, and Dr. Sharon Turner.

Staff members present were: Mr. Rick Whitehouse, KDA Executive Director and Mr. Todd Edwards, KDA Assistant Executive Director.

- 2. THE PROPOSED 2019 KDA BUDGET.** There were lengthy discussions about the revenues and expenses for the proposed 2019 KDA Budget.

It was the consensus of the committee to recommend limiting the ADA Delegate and Alternate Delegate reimbursement to the ADA meeting at a maximum of \$3,000.00 per attendee per year starting in 2019.

- 3. DUES INCREASE FOR THE FISCAL YEAR 2019.** The committee proposed a \$10.00 dues increase for the year fiscal year 2019.

It was the consensus of the committee to send the 2019 Proposed KDA Budget to the KDA Executive Board with a recommendation to approve.

- 4. ADJOURNMENT.** The meeting was adjourned at 8:10 P.M.

Respectfully submitted

Dr. BJ Millay  
Chairman

12. **REPORT OF THE PRESIDENT. Dr. Ansley Depp** submitted the following report:

Presidents Report June 2, 2018

Well, we have been busy since the last meeting. We are wrapping up our component society evaluations and should have a report soon. It was like “pulling teeth” to get a response from several of these societies and I think each of us as representatives of our local societies should work harder at getting our societies together. I’m not sure whether we will have a recommendation by this meeting but likely by August we should have something in place to move forward with.

The ADA approved our membership concierge and that should be moving forward soon. Lots of focus on membership at this time.

Our legislative session wrapped up with a few things affecting dentistry. The biggest was the telehealth bill which I think we will see more of in the future. Dentistry was commended for its stance and progress on Opioids and we introduced our first legislative document and an opioid guidance document. I found the tax reform and pension reform interesting and I believe that the November elections will be very telling. However, I was encouraged that the state of Kentucky did try to become more business friendly which I think helps our independent practitioners.

The Medicaid waiver is being rolled out in my county (Campbell) in July. Can’t wait to see how this goes. It is a moving target each day. I was invited to the California dinner in DC and was able to share what was happening in our state. I discussed the Medicaid waiver. Folks, everyone is watching to see what happens in Kentucky. We are a model for other states.

The state oral health plan is finally out and while I found several things in the document more opinions than facts, I think we can all agree that we need to work together to continue to improve the oral health of our state. Washington DC was a great experience this year. Kentucky has 22 dental students attending!!!! We had one of the biggest contingencies. We also got to dedicate our mint julep set to the ADA House and it is beautiful! The students were wonderful with the legislators and I think really enjoyed their experience. I wish each person could get to experience the Washington lobbying day. It really allows you to appreciate what the ADA does for us.

Dr. Mark Moats attended signing day at U of L. I am speaking at the ULSD senior dinner and UKCD graduation. Dr. Bill Lee is speaking at ULSD. This year they are at the same time. We need to continue the outreach with the students. They are our future!

CE for the annual session has been finalized and we need to encourage our fellow dentists to attend. This is a huge money maker for us.

Well, my big birthday has come and gone. I’m really feeling my age. My eyes are going, my foot is killing me and I’m going to have to have surgery on it in June. I sprained my right wrist doing a cartwheel on spring break so no more cartwheels for me. Balancing my practice and being President isn’t easy but I wouldn’t have missed it for the world!

Respectfully,

Ansley H. Depp, DMD

KDA President 2017-2018

### 13. REPORT OF THE FIRST PRESIDENT. Dr. Bill Lee submitted the following report:

Report of the First Vice President, June 2, 2018

We seemed to have skipped Spring this year and have jumped straight into Summer. A lot of things have been happening over the last couple of months and I know the KDA staff have been working very hard on preparing a fabulous meeting for us in French Lick. I'm promoting the meeting every chance I get.

I had the privilege of representing the KDA at UKCD's Senior Awards Banquet. I didn't have the opportunity to address the group, but I did talk with most of the students and faculty. There were numerous (25-30) awards given out by the various departments and special interest organizations. While some of the awards came with a monetary gift, many of the awards were nothing more than individual recognition, a framed or frameable certificate and a subscription to their national journal. I came to realize that there doesn't need to be a huge financial outlay and something the KDA could do at UKCD and ULSD to recognize a senior who was a leader in organized dentistry during their school careers, offer a certificate and a subscription to the KDA Journal.

**ACTION ITEM:** That the KDA work with UKCD and ULSD to develop an award to recognize a graduating senior for their leadership in organized dentistry to be presented at their respective awards banquet.

Speaking of students, I had the honor to represent the KDA at the ULSD Commencement ceremony. Dr. Ansley Depp represented the KDA at the UKCD Commencement on the same day. We both had the opportunity to address the graduating class to extend congratulations and welcome them to the profession. Both ceremonies are always very impressive even though it was 90 degrees this year.

Dr. Beverly Largent has been working on a needed revision of the KDA Bylaws and we hope to be able to follow the ADA's lead to streamline the Bylaws and to make a functional operations manual.

Dr. BJ Millay chaired the Council on Budget and Financial Affairs to establish next year's budget. It's not a pretty picture, but it's been said many times that raise the membership and all boats will float. I see that membership is our biggest issue and our tallest hurdle. It is everyone's responsibility.

The legislative session is over and many people worked very hard to be sure our message was heard. Kudos to Dr. Ansley Depp and the KDA staff for developing a legislative priorities flyer that was clear, concise and very well received by the legislators. We need to be sure we have something that nice every Legislative Day.

The BGDS has been working the non-renews list very hard with moderate success. One of the things I'm finding out as I make my calls is that it usually takes a reminder or a personal nudge to get them to rejoin, they just need to be reminded of what's being done with their membership dollar. However, several have said that they are prompted to question this value when the statement comes. I have asked several if they would be opposed to an automatic monthly debit and none seemed to object. I would like to discuss if the KDA can set up such a program and *promote* it to our membership.

**ACTION ITEM:** That the KDA establish a monthly automatic deduction for dues payments that automatically renew and to promote this program to the membership.

I have made plans to attend the President-Elect Conference in Chicago, July 22-24 and the Mid-states Conference in Nashville, August 9-11.

14. **REPORT OF THE EXECUTIVE DIRECTOR.** Mr. Richard Whitehouse submitted the following report:

**REPORT OF THE  
EXECUTIVE DIRECTOR  
June 2, 2018  
MEMORANDUM**

To: KDA Executive Board  
From: Richard A. Whitehouse, Executive Director  
Re: Executive Director's Report for June 2018 meeting  
Date: May 15, 2018

*Presentations for June 2nd meeting*

- Justin Perron, Commonwealth Technology (new patron/partner)
- David and Brandon Bowman, Bowman Insurance (insurance program update)
- Jeanine Pekkarinen, ADA Senior Manager, Dental Society Outreach

The following is a summary of significant activities since my last report. It is broken down according to our strategic goals.

**ADVOCACY**

*- advocate for dentistry in the commonwealth -*

ADA Student & Dentist Lobby Day

KDA leaders and I attended this event along with about 22 students from our state dental schools. We had great interaction with the students and many have expressed interest in advocacy at the state level through our own legislative day.

Board Reorganization

There was insufficient support for this bill in the last general assembly. It appears that the governor is still reluctant to proceed via executive order and will pursue legislation again in the next session.

Strategic Plan for Oral Health in Kentucky

The attached plan has been sent to all board members and will soon be released to the public. The plan essentially captures the consensus developed over several meetings of stakeholders on a variety of areas related to improving oral health in Kentucky. It also proposes certain actions on the part of stakeholders. The action proposed for KDA is consistent with the direction of our activity to date. You may wish to consider the respective roles of other stakeholders.

**ACTION ITEM:** Discuss and consider motion to support the plan.

Non-Covered Services

Our Executive Committee will be discussing plans to bring this issue to the fore in our next legislative session and effectively address the concerns of our members on this topic.

**MEMBER SUPPORT**

*- serve and support the needs and success of members -*

### ADA Quarterly Report on Membership

The 2018 Q1 report is attached for your review. We begin the year with more licensed dentists (2,293/+34) and less dues paying members (988/-44) than this time last year. Our market share for the first quarter is 43.1% (-2.6%). Todd has sent out 5 dues invoices already. Jeanine Pekkarinen will update the board on our activities to reverse the trend. An integral part of our effort involves board representatives making personal calls to retain these members. I forwarded phone scripts to you a few weeks ago to assist you in this regard. Jeanine will also provide more background on a new program designed to assist dentists in every stage of their practice intended to re-establish the relevance of the ADA.

### ADA Membership R&R Conference

ADA finally announced the project it has been developing to establish a new business model for stakeholders premised upon meeting the needs of both patients and providers. In a nutshell, the project entitled *Bridge* will “enable dentists with practices to rent their space to excellent dentists with patients to serve.” (Think: Airbnb meets eHarmony.) In response to a question I posed, I was told that this program will be available to both members and non-members. So, it is not going to be billed as a member benefit per se. However, there may be more favorable pricing for members.

### Membership Concierge Proposal

The ADA Board of Trustees approved \$100K over a two-year period for a membership concierge. Performance metrics are being developed that will determine funding in the second year. I have reached out to Weiser for a bid to perform these services over a 6-12 month period while we onboard a full-time staff member to perform in this role. The ADA is reviewing details of that proposal.

### KDA Annual Meeting

We’re looking forward to another great Kentucky Meeting at French Lick Resort. We were financially successful last year despite low attendance due to this great venue. Please encourage your colleagues to attend and make this year even more successful. You can register for courses now. Also, you should reserve your room this year as soon as possible. I have no doubt we will exceed our room block again this year.

ADA President Dr. Joe Crowley and Executive Director Dr. Kathleen O’Loughlin will be participating in our opening session and first-ever women’s track. We’re planning another great president’s reception as well as an after-party for students and new dentists. And, we’re working on more plans to lure attendees into our exhibit hall which will be located directly next to the registration area. We are looking for board volunteers to assist us in introducing speakers, directing traffic, and luring attendees into the exhibit hall. If you are willing to help, please contact [janet@kyda.org](mailto:janet@kyda.org).

We have a great meeting planned. We have CE and special events as well as a great venue to get people to come to this meeting. But, we make our money with patrons and exhibitors. So, please visit the exhibit hall and encourage your colleagues to spend time with our vendors. A significant portion of our revenue is derived from this event and we depend on it to keep the doors open and the lights on.

### Joint Negotiations Concept

At our March meeting, the board decided to create a working group to study this issue and draft language to be presented to our house of delegates this fall.

**- UPDATE REQUIRED -**

### **PUBLIC AWARENESS**

*- promote oral health through community service and public relations –*

### NOHC in Louisville 2018

ADA President Crowley, Dr. O’Loughlin, and many ADA staff attended this event in Louisville. ADA General Counsel Craig Busey participated in a lively panel on profession regulation along with a representative from the Federal Trade Commission.

### Give A Day Week of Service

We once again partnered with P&G to provide toothbrushes to include in personal hygiene kits as part of Louisville Mayor Fischer's annual "call to serve others" event.

### Media Inquiry

Dr. Collins referred me to Laura Krueger with KET who expressed interest in producing a video on smoking cessation and the effect of tobacco use on oral health. This is made possible through a grant from the Foundation for a Healthy Kentucky. I reached out to the deans of our dental schools to place Ms. Krueger in contact with individuals with experience or involved in research in this area.

## **ASSOCIATION EXCELLENCE**

*- lead the profession through the ADA tri-partite structure -*

### Budget Matters

I am pleased to report that the budget committee has presented for your consideration a budget recommending only a \$10 dues increase. You should be aware that this does not involve the usual transfer of monies from the journal fund. However, this budget is premised on our retaining membership from 2017. We currently fall short of that goal but are working to achieve it.

### Mortgage

We recently had to refinance the mortgage on our building and were able to do so at the same interest rate 4.85% for a 12-year term.

### KDA App

As you may remember, for some time I have talked about the potential utility of an app for advancing our advocacy and improving communication with members. Some time ago, representatives from Higher Logic provided you a demonstration that was well received by the entire board. As a result, we had discussion on how costs might be apportioned between component societies. A few representatives spoke in support of this notion. Others have not. I set out to see if Higher Logic could sharpen their pencil on the price and consider options that may have lesser overall functionality. The result is the attached spreadsheet. Without delving into the differences between the proposed choices in terms of function and utility, you can see that they have offered discounts for each option. The initial setup is deeply discounted. However, the annual maintenance fee is still very high and our budget is not able to support that kind of cash outlay until we can increase membership and identify additional sources of non-dues revenue. Accordingly, I cannot recommend we proceed on this project. I have shared this information via email and I believe the consensus of the board is to not proceed with the vendor at this time.

### New KDA Patrons

Bowman Insurance – Platinum Patron/Partner (renewed)  
Commonwealth Technology – Gold Patron/Partner  
PCIIPAA – Silver Patron  
Lifetime Financial Growth of Kentucky (Guardian) – Silver Patron  
Anthem – Bronze Patron  
Avisis – Bronze Patron

### Upcoming 2018 Meetings

July 22-24	ADA President-elect Conference
July 23-25	ADA Management Conference
August 9-11	Mid-States Dental Meeting
August 23-26	KDA Annual Meeting
September 21-22	6 <sup>th</sup> District Caucus



October 18-22  
November 29 – December 1

ADA Annual Meeting  
ADA Lobbyist Conference

Respectfully submitted,

Richard A. Whitehouse  
Executive Director

## **15. REPORT OF UNIVERSITY OF KENTUCKY COLLEGE DENTISTRY.**

University of Kentucky College of Dentistry  
Kentucky Dental Association Executive Report  
June 2018

### **Admissions**

- Our class of sixty-five (65) will include forty (40) KY residents, of which we anticipate thirteen (13) representing eastern or Appalachian counties and a total of nineteen (19) from rural and underserved counties of Kentucky. Our twenty-five (25) non-residents reflect an additional two (2) students from Appalachia counties and nine (9) total from rural and underserved counties representing twelve (12) various states across the US.
- The upcoming 2019 application cycle will open on May 15th (first day to submit is June 5th).

### **Student Updates:**

- The Class of 2018 Senior Awards Banquet was held April 27<sup>th</sup> and there will be a Scholarship Appreciation Dinner held May 11<sup>th</sup> recognizing UKCD students selected for scholarship awards.
- The AAWD section of UK College of Dentistry held its annual dinner to honor the women of the Class of 2018 on May 2<sup>nd</sup>
- There will be a Scholarship Appreciation Dinner held May 11<sup>th</sup> recognizing UKCD students selected for scholarship awards.
- The Class of 2018 hooding ceremony will take place Saturday, May 12<sup>th</sup> at Memorial Hall.

### **Alumni Affairs**

- In March, the UKCD Alumni Association hosted a reception for alumni and friends attending the Hinman meeting in Atlanta, Ga.
- In April, the UKCD Alumni Association and the UK Alumni Association held a dinner to honor the 4<sup>th</sup> year dental students. Four recent UKCD graduates were invited to the dinner to speak to the group about their experiences following dental school.
- The alumni board continues to hold quarterly board meetings, and everyone is invited to attend. At the next meeting in July, the group will choose the 2018 Distinguished Alumnus of the Year. Nominations are due June 20.
- Nominations are being accepted for the 2018-2020 Alumni Board. All executive board positions are open and are a two-year commitment. Officers must be members of the UKCD alumni association. Our membership drive begins July 1.
- We are in the planning stages for the August 18 UKCD Alumni Association Golf Tournament. The following week we will have an exhibit booth and reception at the KDA Meeting. Our annual Fall Symposium and Alumni Weekend is scheduled for October 19 and 20.

### **Oral Health Practice:**

Full Time Faculty

- None

Part Time Faculty

- None

No Promotions, Resignations or Retirements

### **Administrative Appointments**

- Dr. Gitanjali Pinto-Sinai was named Assistant Dean of Admissions and Student Affairs
- Dr. Kenneth Nusbacher was named Director, Institutional Effectiveness

### **Awards and Publications**

#### **Miller, Craig**

At this year's American Academy of Oral Medicine, Dr. Miller received the "James Little and Don Falace Award for Distinguished Service as a Scientific Reviewer". This award is the highest award presented from the Editorial Board of the Oral Medicine section of the journal *Oral Surgery, Oral Medicine, Oral Pathology, Oral Radiology*. The award honors two former Editors of the journal; both Dr. Little and Dr. Falace served as faculty at the University of Kentucky College of Dentistry between 1975 and 2010. At the award ceremony, Dr. Miller was recognized as for his astute insights in the communications of scientific research and as being Editor of the Oral Medicine section of the journal 2008-2016.

#### **Musbah, Thamer**

Congratulations to Dr. Thamer Musbah who passed the Diplomate examination for the American Board of Oral Medicine this April at the annual meeting of the American Academy of Oral Medicine in San Antonio, Texas. The examination requires graduation from an advanced education program in oral medicine accredited by the Commission on Dental Accreditation of the American Dental Association and recognized by the American Board of Oral Medicine. The examination is given over two days and contains oral and written examination components that test the candidates knowledge in the diagnosis and management of oral mucosal abnormalities, pharmacology, radiology, pathology, salivary gland disorders, temporomandibular disorders and facial pain.

#### **Elizangela Bertoli, Kristy Pepper Lawson and Susan S. Bishop**

*Dental Students' Skills Assessments: Comparisons of Daily Clinical Grades and Clinical and Laboratory Assessments.*

Journal of Dental Education April 2018, 82 (4) 417-423.

**Omami G.** Perineural spread of recurrent melanoma presenting as facial formication. Headache. 2018 Jan 27. doi: 10.1111/head.13265. <https://www.ncbi.nlm.nih.gov/pubmed/29377115>

**Omami G.** "Cookie-bite" lesion of the mandible. J Am Dent Assoc. 2017;148(7):530-534.

#### **Abdalla, Rowida: Waxing Poetic: The First Waxing Manual Written Specifically for First-Year Dental Students**

Posted on [February 22, 2018](#) by [Caitlin Davis](#)

When dental students are first taught how to wax teeth, they need clear instructions with logical steps and plenty of illustrations. When Rowida Abdalla, DDS, MS, set out to find such a resource to use in the waxing course she teaches at the University of Kentucky College of Dentistry, she found the literature was coming up short. But teachers and dentists aren't really the types to just give up if an answer doesn't exist, and Dr Abdalla is both—so, she created the waxing manual her students needed: [Waxing for Dental Students](#) (Quintessence, 2018).

<http://www.quintpub.net/news/2018/02/waxing-poetic-the-first-waxing-manual-written-specifically-for-first-year-dental-students/#.WtCQEBYpCEd>

### **Oral Health Science:**

Full Time Faculty

- Nancy Rigdon, DMD, Public Health Dentistry

No Promotions, Resignations or Retirements

No new Administrative Appointments

### **Awards and Publications**


**Elizangela Bertoli, Kristy Pepper Lawson and Susan S. Bishop**

*Dental Students' Skills Assessments: Comparisons of Daily Clinical Grades and Clinical and Laboratory Assessments.*

Journal of Dental Education April 2018, 82 (4) 417-423.

**Octavia Gonzalez:** Manuscript published in the Journal of Mucosal Immunology (Top 15/150 journals in immunology in the world. IF=7.5). These findings will open an entire new field associated with the role of periodontopathogens in modulating oral mucosal responses leading to oral dysbiosis and chronic inflammation (periodontitis).

**Mucosal Immunology** www.nature.com/mi



**ARTICLE**

## Activation of Notch-1 in oral epithelial cells by *P. gingivalis* triggers the expression of the antimicrobial protein PLA<sub>2</sub>-IIA

Ahmad Al-Attar, MD, PhD<sup>1</sup>, Yelena Alimova, MS<sup>1</sup>, Sreenatha Kirakodu, PhD<sup>1</sup>, Anastasia Kozal, BS<sup>1</sup>, Michael John Novak, BDS, PhD<sup>1</sup>, Arnold J. Stromberg, PhD<sup>2</sup>, Luis Orraca, DMD, MS<sup>3</sup>, Janis Gonzalez-Martinez, PhD<sup>4</sup>, Melween Martinez, PhD<sup>4</sup>, Jeffrey L. Ebersole, PhD<sup>5</sup> and Octavio A. Gonzalez, DDS, PhD<sup>1,6</sup>

*P. gingivalis* (*Pg*) is an oral pathogen with the ability to induce oral dysbiosis and periodontal disease. Nevertheless, the mechanisms by which mucosal responses to the oral microbiota in the presence of specific pathogens such as *Pg* could abrogate the host-microbe symbiotic relationship leading to periodontitis remain unclear. Herein, we identified the Notch-1/PLA<sub>2</sub>-IIA axis as a new molecular pathway through which *Pg* could be specifically modulating oral epithelial antimicrobial and inflammatory responses. *Pg* activated Notch-1, and inhibition or silencing of Notch-1 completely abrogated *Pg*-induced PLA<sub>2</sub>-IIA in oral epithelial cells (OECs). Activation of Notch-1 and PLA<sub>2</sub>-IIA production were associated with *Pg*-produced gingipains. Other oral Gram-positive and Gram-negative species failed to induce similar responses. *Pg* enhanced OEC antimicrobial activity through PLA<sub>2</sub>-IIA. Increased Notch-1 activation correlated with higher PLA<sub>2</sub>-IIA gingival expression and changes in the abundance of specific oral bacteria phyla during periodontal disease. Oral bacterial species exhibited differential antimicrobial susceptibility to PLA<sub>2</sub>-IIA. These findings support previous evidence suggesting an important role for epithelial Notch-1 activation and PLA<sub>2</sub>-IIA production during health and disease at mucosal surfaces, and provide new mechanistic information concerning the regulation of epithelial antimicrobial and pro-inflammatory responses modulated by oral pathogenic bacteria associated with periodontal disease.

*Mucosal Immunology* <https://doi.org/10.1038/s41385-018-0014-7>

### **Philanthropy:**

- Delta Dental of Kentucky has made a gift to the Eliminate Dental Caries in Kentucky Program. This pilot study examines the impact of the use of xylitol gum protocol and maternal oral health education on the immigrant expectant mothers at the Health First Bluegrass Clinic.
- Dr. John and Shera Newcomb of Corbin have made a pledge towards the creation of an endowment to support the UK College of Dentistry Scholarship, currently funded by annual gifts.

- UKCD held a dinner for the Class of 2018 to celebrate their graduation and achievements. The dinner was made possible by the support of Dr. Fred Arnold, Early Years Orthodontics, Kentucky Dental Association, Roberts Insurance and Investment, Dr. Neil Rush and the United States Army.
- The Director of Philanthropy made visits to alumni in Lexington, Hopkinsville, Central Florida (Orlando and Tampa), Tennessee (Cookeville), and Georgia (Atlanta)

## 16. REPORT OF UNIVERSITY OF LOUISVILLE COLLEGE OF DENTISTRY.

### University of Louisville School of Dentistry (ULSD) Kentucky Dental Association Executive Board Report May 2018

#### Graduation:

On May 12, 116 DMD and 29 Dental Hygiene graduates receive their diploma at The Palace Theater in Louisville. We had speakers from organized dentistry (Dr. William Lee and Hygienist Ms. Kayla Tudor) as well as our student representatives. **Dr. Giovanni Ibrahim** from the DMD Class of 2018 was chosen as the student speaker for the University's main convocation ceremony.

#### New University President:

On May 15, **Dr. Neeli Bendapudi** became the 18<sup>th</sup> President of the University of Louisville. Dr. Bendapudi stressed four priorities upon her selection as President: student success, faculty and staff recruitment/retention, external relationships with friends/donors, and a commitment to diversity in all its forms. Interim President **Dr. Greg Postel** has assumed the position of Executive Vice President for Health Affairs on the HSC campus.

#### News at ULSD:

- The School has signed a Memorandum of Understanding with the Shawnee Clinic located in west Louisville. A faculty member from ULSD will provide patient care at this site along with students who will rotate through beginning at the end of the summer break.
- The University has received an \$11.2 million federal grant over five years to establish an interdisciplinary research program. The grant, awarded through the National Institute of General Medical Sciences, establishes a Center of Biomedical Research Excellence (COBRE) and pairs well-funded scientists with junior faculty in the Schools of Dentistry, Medicine and Engineering. This arrangement facilitates the career development of junior faculty and aims to advance the study of the interface between microbiome, inflammation and disease development.
- After serving in the position on an interim basis, **Dr. Tim Daugherty** has accepted the permanent role of Associate Dean for Clinical Affairs, effective July 1. Following a national search, the search committee, School community and Dean selected Dr. Daugherty to lead the school's clinical efforts. Dr. Daugherty has a long history at ULSD having graduated from the DMD program in 1984. He worked in full-time private practice for more than 20 years and joined the School as a part-time faculty member in 2005 before transitioning to full-time teaching in 2008. Dr. Daugherty served as a Group Manager and became Director of Clinics in 2010.
- The annual Take Back the Night march and rally was particularly meaningful for members of UofL's chapter of the American Association of Women Dentists. The event, a campus tradition held since 2001 to protest sexual and relational violence, honors those who've been victimized. This year that meant walking for one of their own, **Claire VanLandingham**. Dr. VanLandingham, a lieutenant in the U.S. Navy, died January 3 when she was gunned down in North Chicago by an ex-boyfriend. "Take Back the Night is for those who have been through or lost someone through domestic violence. Our involvement honors Claire's memory by supporting others going through this, as well as trying to prevent tragedies like this from happening in the future," said **Monali Haldankar**, third-year dental student and secretary of UofL's AAWD chapter. Organized by the UofL PEACC Center, Take Back the Night lends a voice

to individuals like Dr. VanLandingham. Several groups across campus participated in the 2018 rally. **Dr. Gay Baughman**, AAWD chapter faculty advisor, knew Dr. VanLandingham well and spoke at the rally about her life of compassion and service to others.

- Two retirements this year: **Dr. Wendy Hupp**, former Department Chair of General Dentistry and Oral Medicine, and **Dr. John Sauk**, former Dean of the School. Both will be missed after many years of dedicated service, but we are happy for them as they begin a new chapter in their lives.

Dr. T. Gerard Bradley  
Professor and Dean  
School of Dentistry  
University of Louisville

**17. THE REPORT OF THE TECHNICAL ADVISORY TO KMAP.  
KENTUCKY DENTAL TAC MEETING MINUTES  
Cabinet for Health & Family Services  
Blue Grass Community Action Partnership  
111 Professional Court  
Frankfort, Kentucky**

**February 21, 2018  
9:00 a.m. EST.**

The meeting of the Dental Technical Advisory Committee (TAC) was called to order by Dr. Garth Bobrowski, Chair.

The TAC members in attendance: Dr. Garth Bobrowski, Dr. Matt Johnson, Dr. Heather Wise, Dr. Susie Riley, Dr. John Gray.

Medicaid staff in attendance: Jessica Jackson; Dr. Ken Rich (telephonic).

The Managed Care Organization (MCO) representatives in attendance were: Dr. Jerry Caudill, Nicole Allen and Adrienne Bennett with Avesis; Jean O'Brien with Anthem Kentucky; Candace Owens (telephonic) and Cathy Stephens with Humana-CareSource; Amy Sinthavong with Passport; Stuart Owen with WellCare; Laura Crowder and Cathy LaPointe with Aetna Better Health; Ronnie Smith, Dr. Theresa Mayfield and Rhonda Dick with DentaQuest.

Also in attendance: Dr. Julie McKee, State Dental Director; Mr. Garry Ramsey; Ms. Charlotte Nichols, RDH.

**APPROVAL OF MINUTES:** Dr. Bobrowski called the meeting to order and introductions were made. A motion was made by Dr. Riley and seconded by Dr. Johnson to approve the meeting minutes of November 15, 2017. The minutes were approved.

**MCO COMMENTS/QUESTIONS:**

- A. Avesis:** There were no MCO questions from the TAC members.
- B. DentaQuest:** Ronnie Smith introduced Dr. Theresa Mayfield as the new DentaQuest Dental Director for Kentucky, and Dr. Bobrowski asked Dr. Mayfield to share her contact information with the TAC.

**MEDICAID FEE-FOR-SERVICE COMMENTS/QUESTIONS:** Dr. Riley asked if there had been an explanation of why the TAC no longer receives reports. Ms. Jackson stated that the new data request process went into effect November, 2017 and that the TAC received an email concerning this. Dr. Bobrowski was not sure if he had received the email and he asked Ms. Jackson to forward the email again to the TAC members outlining the data request process. Ms. Jackson stated that requests have to be submitted through a link on a web portal with an explanation as to why the data request is being made and who will be utilizing the data. Ms. Allen asked if and when MCOs will be notified as to what data is being requested, and Ms. Jackson will clarify with Stephanie Bates what the process is for notifying MCOs. Ms. Jackson suggested having someone from the DMS team that is involved in reviewing these data requests to speak to the TAC and to explain the process.

**OLD BUSINESS:**

- A. Medicaid waiver has been approved:** The 1115 Waiver was approved by CMS on January 12, 2018, with an expected start date of July 1, 2018.
- B. My Rewards Program – Garry Ramsey:** Highlights of Mr. Ramsey's presentation are as follows:
  - (1) The My Rewards Program is geared toward able-bodied adults in the expansion population.



- (2) There will be a medically frail category of individuals who will not be covered under Kentucky HEALTH but will be covered under the State health plan. Pregnant women will not be covered under Kentucky HEALTH and nineteen- to twenty-year-olds will receive services under ESPDT.
- (3) Members earn money by doing preventive, education and volunteer activities and this money will begin accumulating in the members' My Rewards' accounts on April 1, 2018. The money will be used to purchase preventive and routine dental/vision services.
- (4) There will be preventive, routine and medical/surgical procedures but waiting on final approval on breakdown between preventive and routine services that will be covered under My Rewards and what services will be covered under the MCOs.
- (5) Provider forums will be held in April and May throughout the state to discuss the My Rewards Program.
- (6) If a dental procedure is to be performed, the dental provider can put a hold on the member's account until the procedure has been performed and then submit a claim and be paid for that procedure. If funds are not available, a hold cannot be placed on the account.

Questions were asked about whether a Medicaid member could be billed for a dental service if funds were not available in their My Rewards' account, and Ms. Jackson stated that providers cannot bill a member for any Medicaid-covered service. TAC members voiced concern about this and asked for clarification. Dr. Gray wanted to be on record stating that if a Medicaid member exhausted their benefits and needed a dental procedure performed, that the member should be allowed to pay for that service and that providers should then be able to charge their usual and customary rate instead of the Medicaid rate. Dr. Riley noted that the Commissioner had stated at a past MAC meeting that Medicaid did not fall under the non-covered services' clause. Ms. Jackson will email Mr. Ramsey and ask for clarification.

Dr. Johnson asked when the system will be finalized so he can notify his patients if they need to find a new provider, and Dr. Caudill stated that the MCOs need to know so they can get their systems up and running. Ms. Jackson stated she is currently in testing on the new system and July 1<sup>st</sup> is the go-live date. When the schedule is finalized, Ms. Jackson will post it on the Dental TAC website and send it to TAC members, and Mr. Ramsey stated he would also share it with the Kentucky Dental Association.

**C. Mobile Dental Units:** Ms. Charlotte Nicols, a registered dental hygienist, expressed her concerns with mobile and dental units coming in to rural counties to treat children.

Dr. Caudill addressed the TAC concerning guidelines being offered to rein in mobile and portable dental programs across the state. He stated that a document has been signed off on by both dental schools and he is awaiting final review by the MCOs that Avesis represents and approval by DMS. The guidelines will include a registration process for mobile dental units and that the mobile dental unit either have a brick-and-mortar establishment or that a relationship will be established with a local dentist who will agree to see the children for follow-up care. Ms. Jackson stated there is a 90-day time frame for DMS to approve these guidelines.

**D. Denial wording that goes to the patient from the MCO – update:** Ms. Allen stated that Avesis is reviewing and working with two of the MCOs that they administer that have the “medically necessary” terminology in the letters and they will consider removing this language from the letters.

Dr. Riley asked for clarification on patients receiving denial letters, and Ms. Allen stated that members receive notification when cases are approved and when cases are denied. Dr. Riley asked if providers are supposed to receive interest if payment does not occur within thirty days of a valid claim filing, and Ms. Allen stated that if a clean claim is submitted and it is not processed within thirty days that interest is automatically applied to the claim when it is processed.

**NEW BUSINESS:**

- (A) New MAC Bylaws:** The MAC has requested that all TACs nominate a Chair and Vice-Chair. A motion was made by Dr. Johnson and seconded by Dr. Wise to nominate Dr. Bobrowski as Chair of the TAC. Motion passed unanimously. A motion was made by Dr. Riley and seconded by Dr. Gray to nominate Dr. Wise as Vice-Chair. Motion passed unanimously. Dr. Bobrowski noted that the MAC bylaws state that TAC members must either be present in person or appear via video-conferencing in order to be counted toward a quorum, that TAC meetings need to be scheduled one year in advance, and that TAC meetings are to follow the Kentucky Open Meetings Guidelines.
- (B) EPSDT Guidelines for use/preauthorization:** Dr. Bobrowski asked where providers go to find requirements for EPSDT guidelines and preauthorization. Dr. Caudill stated that all provider manuals are being rewritten and specific language will be added for what qualifications and data are required to submit for that.
- (C) Other:** Ms. Jackson stated that a guidance letter from DMS went out to the MCOs informing them that MCOs no longer will have to wait for an official letter from DMS in order to start using replaced CDT and CPT codes that come out yearly. Dr. Bobrowski and Dr. Caudill asked Ms. Jackson to send this notification out to the TAC and MCOs again.

Dr. Bobrowski stated that any TAC member or MCO could contact him if they would like to add a discussion topic to the agenda.

**PUBLIC COMMENTS:** There were no other public comments.

**DENTISTS' COMMENTS:** There were no further comments made by dentists present at the meeting.

The meeting was adjourned. The next meeting dates are May 23<sup>rd</sup>, August 29<sup>th</sup> and possibly November 14<sup>th</sup>.

---

(Minutes were transcribed by Terri Pelosi, Court Reporter, this the 16<sup>th</sup> day of March, 2018.)

**KENTUCKY DENTAL TAC MEETING MINUTES**  
**Cabinet for Health & Family Services**  
**James F. Thompson Training Room**  
**275 East Main Street**  
**Frankfort, Kentucky**

**November 15, 2017**  
**9:00 a.m. EST.**

The meeting of the Dental Technical Advisory Committee (TAC) was called to order by Dr. Garth Bobrowski, Chair.

The TAC members in attendance: Dr. Garth Bobrowski, Dr. Dr. Matt Johnson, Dr. Heather Wise, Dr. Susie Riley.

Medicaid staff in attendance: Charles Douglass, Jessica Jackson.

The Managed Care Organization (MCO) representatives in attendance were: Dr. Jerry Caudill, Ms. Nicole Allen, Mr. Matt Misleh and Ms. Adrienne Bennett with Avesis; Mr. Kory Legal with Anthem Kentucky; Candace Owens (telephonic), Cathy Stephens and Martha Campbell with Humana-CareSource; Ms. Amy Sinthavong with Passport; Mr. Stuart Owen with WellCare; Dr. Payne Vaughn, Ms. Laura Crowder and Ms. Cathy LaPointe with Aetna Better Health; Dr. Katherine King and Mr. Ronnie Smith with DentaQuest.

Also in attendance: Dr. Julie McKee, State Dental Director; Mr. Rick Whitehouse (telephonic), Kentucky Dental Association.

---

Dr. Bobrowski opened the meeting by stating that the Dental TAC works with the Advisory Council for Medical Assistance and the Commissioner of Medicaid to resolve issues in the dental health system.

**APPROVAL OF MINUTES:** A motion was made by Dr. Johnson and seconded by Dr. Riley to approve the meeting minutes of June 30, 2017. The minutes were approved. A motion was made by Dr. Riley and seconded by Dr. Johnson to approve the meeting minutes of August 23, 2017. The minutes were approved.

**MEDICAID FEE-FOR-SERVICE COMMENTS/QUESTIONS:** Ms. Jackson stated that there were no further updates on the status of MCO reports or data requests and that this topic was not to be discussed until further information was provided from DMS. She also noted that this applies to all TACs and not just the Dental TAC.

**MCO COMMENTS/QUESTIONS:**

- C. Avesis:** There were no MCO questions from the TAC members.
- D. DentaQuest:** There were no MCO questions from the TAC members.

**OLD BUSINESS:**

- C. Updates:** Mr. Douglass stated that the 1115 Waiver has not been approved to date and it is still going through the CMS approval process. Dr. Caudill asked about co-pays being required under the My Rewards Program and what providers can do if recipients do not pay their co-pays. Mr. Douglass stated that co-pays will be required and can no longer be waived by the MCOs. Providers have the right to refuse treatment if co-pays are not paid as long as the Medicaid recipient has been seen by the provider at least one time as an established patient.
- D. Mobile Dental Units Report:** Dr. Caudill reported that by the next meeting, he should be able to report on specific, substantial guidelines that are being developed to address this topic.

**NEW BUSINESS:**

**(D) Avesis/CMS: Cultural competency yearly training and yearly attestation:** Ms. Allen stated that this is part of the CMS Final Rule and does not fall under the orange envelope requirement. Every provider has to complete the training and sign an attestation form and the form is to be provided to the insurance company proving that the provider took the training. Mr. Caudill stated Avesis is working on the font size of the document.

Dr. Bobrowski noted that the cultural competency document spoke about linguistics and he asked if providers were responsible for providing translation services to recipients. Ms. Allen stated that there are apps available for this. Avesis and DentaQuest will provide the TAC and all dental providers a list of contacts from each MCO for these services.

**(E) Denials – work on wording that is sent to patient/guardian/dentist:** Dr. Bobrowski stated that he had received provider complaints concerning the language used when a claim is denied that reflects poorly on the provider. Dr. Caudill stated that Avesis is working on language that would make more sense and not make the providers look bad, but he noted this language has to be approved by DMS.

**(1) Other:** Dr. Riley asked about dual-eligible claims and the process for paying claims through Medicare Advantage Plans as the first payor source and Medicaid as the secondary payor source. Ms. Allen stated that after the primary insurance is exhausted, Medicaid is responsible for the difference between the primary and secondary. Mr. Smith with DentaQuest confirmed that their process would be the same as Avesis. Ms. Allen asked Dr. Riley to forward examples of these crossover claims to her for her review.

A motion was made by Dr. Johnson and seconded by Dr. Wise to approve the June and August MAC recommendations made by the TAC. The motion passed. Dr. Riley will make the following recommendations to the MAC at its November meeting:

- (1) The TAC recommends that DMS review the use of the EBT card at the state and federal level which can be used to purchase non-nutritional items such as soft drinks and sugary juice drinks.
- (2) The TAC recommends that the My Rewards accounts allow for points/funds to be deducted from a member's account for failed or broken appointments after prominently including this feature in the training and notification materials.

**PUBLIC COMMENTS:** There were no public comments.

**DENTISTS' COMMENTS:** There was some discussion about whether the TAC should or should not meet again until reports and data are furnished to the TAC, and there was discussion about meeting on Fridays in 2018. Ms. Jackson stated that 2018 dates and location have already been confirmed but she will check availability of Friday dates and let the TAC know.

The meeting was adjourned. The next meeting date will be February 21, 2018.

---

(Minutes were taped and transcribed by Terri Pelosi, Court Reporter, this the 25<sup>th</sup> day of November, 2017.)

**18. COMMITTEE APPOINTMENTS.**

Budget and Finance Committee

**Dr. BJ Millay (2020) Chairman**

**Dr. Joe McCarty (2019)**

Technical Advisory Committee

To KMAP

**Dr. Garth Bobrowski**

**Dr. Phillip Schuler**

**19. COUNCIL NOMINATIONS.**

Council on Governmental Affairs and Federal Dental Services

**Dr. Bill Collins**

Council on Ethics, Bylaws and Judicial Affairs

**Dr. Greg Bentley**

**Dr. Jonathan Rich**

Council on Annual Sessions

**Dr. BJ Moorhead**

**Dr. Laura Hancock Jones**

**Dr. Burton Young**

**Dr. Will Carroll**

The nominations will be sent to the House of Delegates for consideration.

**20. COUNCIL AND COMMITTEE PROVISIONAL CHAIRPERSONS.**

Technical Advisory Committee

To KMAP

**Dr. Garth Bobrowski**

Journal Committee

**Dr. Glenn Blincoe**

Council on Governmental Affairs and Federal Dental Services

**Dr. Garth Bobrowski**

Council on Ethics, Bylaws and Judicial Affairs

**Dr. Joe McCarty**

Council on Annual Sessions

**Dr. B. J. Moorhead**

## 21. NEW BUSINESS.

The KDA Executive Board approved and referred to the 2018 KDA House of Delegates the Proposed 2019 KDA Budget. The KDA Executive Board accepted the report of the 2018 KDA Finance and Budget Committee.

**MOTION: Dr. BJ Millay** moved to send the KDA Secretary to the 2018 ADA meeting and the 2018 6<sup>th</sup> District meeting and be reimbursed the same as the ADA Delegates sent by the KDA. **Dr. Ansley Depp** seconded the motion.

**ACTION: ADOPTED.**

**MOTION: Dr. Andy Elliott** moved the component society workgroup appointed by President Ansley Depp become a workgroup of the KDA Executive Board. **Dr. Ansley Depp** seconded the motion.

**ACTION: ADOPTED.**

### **Items adopted from the President's report.**

The Second Vice President will have as a duty (referred to in the KDA Bylaws) as the liaison to the membership concierge.

Each Board member will provide a written report concerning component activities at each KDA Executive Board meeting, with the reports being an agenda item.

The President requested a quick response team be created for obligations at the two dental schools for activities.

**MOTION: Dr. Andy Elliott** moved the KDA work with UKCD and ULSD to develop an award to recognize a graduating senior for their leadership in organized dentistry to be presented at their respective awards banquet. KDA will sponsor the award. **Dr. BJ Millay** seconded the motion.

**ACTION: ADOPTED.**

**MOTION: Dr. Andy Elliott** moved to accept the proposal from **Mr. Bill Robinson** of the ADA to be a pilot for the new ADA program. **Dr. BJ Millay** second the motion.

**ACTION: ADOPTED.**

22. **BOARD MEETING DATES.** The next KDA Executive Board meeting will be November 10, 2018, at the KDA Headquarters Building.

23. **ADJOURNMENT.** **Dr. Barry Curry** announced this would be his last board meeting as an appointed member from Green River Dental Society. He received a standing ovation from the entire board for his long-time service.

24. **Dr. Barry Curry** moved to adjourn. The meeting was adjourned at 4:35 PM.

Respectfully submitted

**Dr. Sharon Turner**  
**Secretary/Treasurer**