

NODA News

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NODA September 2023

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NODA News

MISSION STATEMENT

To maintain a cohesive organization that serves its membership by promoting the art, science and professionalism of dentistry, and by communicating the value of optimal oral health to the community.

VOL. 61 SEPTEMBER '23 NO. 7

President's Message

by Aubrey Baudean, Jr., D.D.S. – NODA President

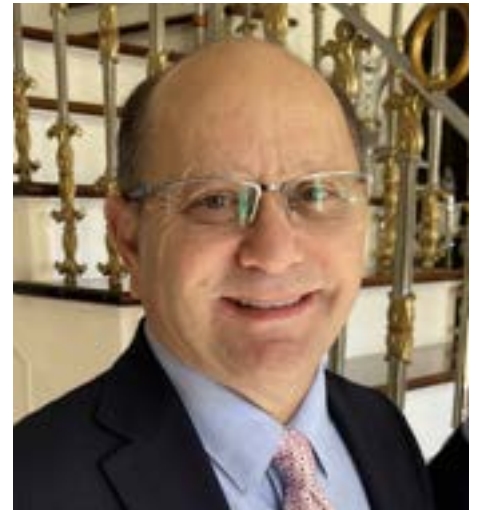
It's great to be back from break. I hope that everyone has been enjoying their summer. The weather has been very hot and humid in New Orleans. I am looking forward to the fall weather with cooler temperatures and lower humidity. We also have the beginning of football season!

We have taken a break from our monthly General Membership meetings for June, July and August, but your Board of Governors and the staff of the association are still working for their members.

New Orleans Dental Enterprises (NODE), chaired by Dr. Kevin Collins, has been busy working on

contracts for new providers. As soon as these are finalized, you will be informed of what benefits they will provide for your practice, along with tier service providers that we already have.

By participating in NODE's tier service provider programs, you help us provide the added value benefits of membership in NODA by our NODE sponsored General Membership meetings, continuing education credits and other events. We have several committees that are looking for members to join. Simply contact the NODA office, any member of the Board, or myself for more details. We would all be excited to get more of you involved in organized dentistry.



The next General Membership meeting is on September 20th at Jaeger's Seafood & Oyster House located at 901 S. Clearview Parkway | Jefferson, LA 70123. Dr. Erin Hymel will be lecturing on "Clinical Applications of Contemporary Cariology". It's been a really hot summer so be safe. Looking forward to seeing everyone. God bless, see you soon.


TELL 'EM YOU SAW IT IN NODA NEWS

When you patronize our advertisers --and we hope you will-- tell them you saw their ad in NODA News.

These loyal friends help defray the costs of this monthly publication.

Upcoming Scientific Program

by Linda T. Cao, D.D.S. - NODA Scientific Program Committee Chair

DATE LOCATION TIME	SPEAKER TOPIC OBJECTIVES	SPONSORS																																
<p>September 20, 2023</p> <p>Jaeger's Seafood & Oyster House 901 South Clearview Parkway Jefferson, LA 70121</p> <p>Check In/Dinner: Begin at 6:30pm</p> <p>Meeting: Begins at 7:00 pm</p> <p>CE: 1.0 clinical hour</p> <p>Deadline: September 18, 2023</p> <p>Registration: Must register in advance for food guarantee</p> <p>Early Registration Fee:</p> <table border="0"> <tr><td>Member</td><td>\$0</td></tr> <tr><td>Student</td><td>\$0</td></tr> <tr><td>Resident</td><td>\$0</td></tr> <tr><td>Applicant</td><td>\$0</td></tr> <tr><td>Dentist (non-NODA)</td><td>\$45.00</td></tr> <tr><td>Hygienist</td><td>\$45.00</td></tr> <tr><td>Office staff</td><td>\$45.00</td></tr> <tr><td>Spouse</td><td>\$45.00</td></tr> </table> <p>Late Registration Fee:</p> <table border="0"> <tr><td>Member</td><td>\$0</td></tr> <tr><td>Student</td><td>\$0</td></tr> <tr><td>Resident</td><td>\$0</td></tr> <tr><td>Applicant</td><td>\$0</td></tr> <tr><td>Dentist (non-NODA)</td><td>\$55.00</td></tr> <tr><td>Hygienist</td><td>\$55.00</td></tr> <tr><td>Office staff</td><td>\$55.00</td></tr> <tr><td>Spouse</td><td>\$55.00</td></tr> </table> <p>Registration & Payment: Payment is required with registration, otherwise registration for the meeting is not guaranteed. A 25% administration fee will be applied to any refund request received after Monday, September 18th. If applicable, all no shows will be charged. All requests for refunds or cancellations must be received in writing no less than three days prior to the course. Refund requests will not be accepted after this deadline. Registration fees are for this meeting only.</p>	Member	\$0	Student	\$0	Resident	\$0	Applicant	\$0	Dentist (non-NODA)	\$45.00	Hygienist	\$45.00	Office staff	\$45.00	Spouse	\$45.00	Member	\$0	Student	\$0	Resident	\$0	Applicant	\$0	Dentist (non-NODA)	\$55.00	Hygienist	\$55.00	Office staff	\$55.00	Spouse	\$55.00	<p>General Membership Meeting & CE Lecture Dinner</p> <p>Speaker – Erin Hymel, DDS</p>  <p>Dr. Hymel started her professional life as a graphic designer. Her passion for art eventually led her down a different path where she could impact others in more positive and profoundly personal ways.</p> <p>She currently enjoys a career that balances teaching operative as a member of the Department of Comprehensive Dentistry at the LSU School of Dentistry with growing her new restorative practice in New Orleans.</p> <p>Topic - "Clinical Applications of Contemporary Cariology"</p> <p>Cariology is defined as the study of the disease known as dental caries and its progression to caries lesions. Current recommendations favor a philosophy that manages caries using a medical model, where tissue destruction requiring restoration is the terminal end stage of the disease.</p> <p>This presentation focuses on the caries process. It is certainly complex, but a simple model can help clinicians better understand each patient's risk for caries disease progressing to caries lesions.</p> <p>Practitioners and patients can work together to identify and eliminate pathologic factors while introducing protective interventions, from the most evidence-based preventive to newer therapeutics being developed and researched today.</p> <p>Learning objectives: Upon completion of the course, attendees will learn to:</p> <ol style="list-style-type: none"> 1) Discussion of the multifactorial, dynamic caries process 2) The caries balance model and how it represents the relationship between the pathologic and protective factors at work 3) Caries management by risk assessment 4) Risk reduction efforts and protective interventions directed not only at the tooth level, but at the total patient level 	<p>Hancock Whitney Patrick McKenna Vice President Business Banker Phone: 504/586-3505 Cell: 504/352-3770 patrick.mckenna@hancockwhitney.com www.hancockwhitney.com</p> <p>New Orleans Dental Enterprises Dr. Kevin J. Collins Committee Chair 504/834-6449 collinskevinjdds@bellsouth.net www.nodental.org/preferred-providers</p>
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New Orleans Dental Enterprises

by Kevin Collins, D.D.S. – NODE Chair

NODA members dentists: “Who’s listening now”?

American Tax Savings (A.T.S.):

Why would you leave the proverbial “money on the table”? NODA members who have used A.T.S. were told by their accountant that they did not qualify for E.R.C. (Earned Retention Credit). If this is so, why have these NODA members who used A.T.S. collected over ONE MILLION dollars? On average, they collected about \$125,000 each! In addition, why do you think other companies are advertising on TV if no one qualifies?

Why does NODE promote American Tax Savings?

First: This is all that A.T.S. does. They

have at least four corporate tax lawyers and hundreds of accountants. Who is more qualified on this subject? Is it your accountant or this company of tax lawyers and accountants?

Secondly: NODE receives a small royalty from the percentage you pay to A.T.S. when and only when you receive a tax refund. I want you to know this for transparency. This royalty money makes up for the loss of the revenue stream that NODE has enjoyed when ClaimX (Extradent) was a Preferred Provider and other Preferred Providers were producing more. Extradent was




bought by another company and didn’t continue in the same partnership agreement.

Thirdly: Testimonials

Testimonial #1: I have received over \$100,000 in tax refunds using American Tax Savings.

Testimonial #2: I heard this from a dentist that his accountant told him he did not qualify. I encouraged him to at least send in the paperwork, because it did not cost him a penny! A few months

Cont. pg. 6




“I only have one regret about selling my practice. I should have called ADS Transitions sooner.”

Sound Advice.

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ADA®

Supporting our dentists. Strengthening our profession.

The advantages of ADA membership extend much further than the many tools, resources and discounts at your disposal. Together we have succeeded in and continue to advance legislation and reforms that matter to you, your patients and the profession.

[ADA.org/memberbenefits](https://ada.org/memberbenefits)

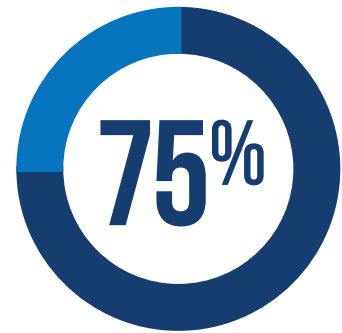
Commitment to Dental Insurance Reform



92

new laws reforming dental insurance enacted nationwide since 2020 achieved through public affairs partnership between state dental societies and the ADA which provided strategic and financial support as requested

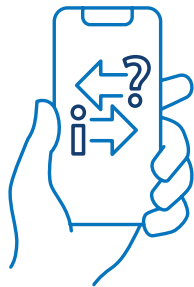
Successful repeal of the McCarran-Ferguson Act to improve competition and transparency in the healthcare insurance industry



of your ADA membership dues support advocacy, scientific research & standards and your state & local society

\$3,200*

additional savings on average with a 10-year refinanced loan through ADA's student loan refinancing [*See details](#)



108,000+

conversations with dentists who turned to the ADA for personalized support over chat, email and phone in 2022



20,000+

members got 1:1 support with dental benefits, credentialing and coding issues from ADA's Third Party Payer Concierge™

103,000+

dentists have reduced administrative burden through the use of ADA's credentialing service, powered by CAQH®

Cutting-edge Research and Expert Commentary

- **Scientific findings** from the ADA Science and Research Institute (ADASRI), JADA, PracticeUpdate, plus clinical practice guidelines
- **Latest industry trends** from ADA Health Policy Institute
- **\$2,500+ savings** with access to the latest scientific literature, clinical textbooks & scientific journals



9,600+

dentists belong to the ADA Practice Transitions™ (ADAPT) network of dentists who are buying/selling practices, hiring associates, or looking for a job

7M+

children have received oral health services since 2002 through Give Kids A Smile®



\$5M

secured in federal funding strengthening community programs for FY2023



**2023
LSUHSC
Dental
Class**

**2023
LSUHSC
Hygiene Class**



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Congratulations to Dr. Phillip Stelly for transitioning his Carencro, LA practice to Dr. Jeff Maestri



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NATIONAL ACD



National ACD members join for a group picture at a fête to honor at Dr. Marlon Henderson, LSUSD Alum and incoming NDA President.

*LSUSD Dean
Angelo Mariotti
and
LDA President*

*Dr. Vincent DiLeo, Jr.
at the reception honoring
Dr. Marlon Henderson.*



Seeking Nominations for NODA Honor Dentist

by David J. Hildebrandt, D.D.S. – NODA Honors & Awards Committee Chairman

The New Orleans Dental Association Honor Dentist award is presented annually “in recognition of outstanding contributions and exemplary conduct in the profession of dentistry.” You are encouraged to submit nominations of a member or members that you feel are deserving of NODA’s most prestigious honor. The deadline for nominations is Wednesday, November 16, 2023.

Your nomination should list some of the nominee’s professional and personal accomplishments and include a brief explanation why you believe he or she is deserving

of the Honor Dentist award. Mail your nominations to the attention of Dr. David Hildebrandt, Honors & Awards Committee Chairman, c/o New Orleans Dental Association, 2121 N. Causeway Blvd., Suite 153, Metairie, LA 70001. You may also fax your nomination to 504/838-6909 or e-mail it to andrew@nodental.org.

No nominations can be accepted after November 16, 2023. The recipient will be announced at the January 2024 General Membership meeting and in the February 2024 edition of *NODA News*.



NO Dental Enterprises

cont, from pg. 3

later the dentist asked me if he could give me a big hug? I was just as shocked as you are reading this, but why should I have been? I knew the answer already. This dentist found out from American Tax Savings, he was getting a lot of money back! Again, this was even when his accountant said he did not qualify.

Who’s listening now? The NODA dentist smiling all the way to the bank with the checks or his accountant?

But, don’t blame his accountant. Your accountant can only know so much and cannot know all the laws and rules the A.T.S. lawyers and accountants do. It’s just too much information for one person to be that informed in one special field. A.T.S. are the experts, have the knowledge and they have the people!

The final question is: What are you going to do? Time is running out and the amounts are getting smaller! If you wait and do nothing, your accountant is right, you won’t qualify. Take a chance and find out!

Remember: Collectively, the other member dentists that have applied have received over ONE MILLION DOLLARS!

The testimonials I used above are few of many. So, take a chance and call Steve Golden from American Tax Savings at 985/373.1108 or email him at stevegolden1021@gmail.com. Soon it will be too late? Businesses have until April 2024 to apply for the entire refund, meaning both years 2020 & 2021. Businesses have until April 2025 to apply for 2021 refund, but can no

longer get the 3 quarters in 2020. So, it would be advantageous to apply as soon as possible, in order to take advantage of the entire refund (for both years).

Hancock Whitney Bank:

I am happy to announce with gratitude to Mr. Patrick McKenna and Hancock Whitney for continuing the partnership with New Orleans Dental Enterprises! This is their third year as a NODE Premier Tier Sponsorship Program (T.S.P.) provider! Hancock Whitney Bank and Mr. McKenna have made dreams possible for our members. If you have any financial needs from business capital, financing and purchasing a business or home buying, speak with Mr. Pat McKenna. He will be there to guide you and make your dream a reality.



Behind every smile, there's a great banker

\$800,000

Practice Buy-In Term Loan

\$725,000 | \$150,000

Commercial Real Estate Loan
and Equipment Finance

\$450,000

Practice Buy-In Term Loan

\$325,000 | \$300,000

Business Acquisition Loans

\$275,000 | \$140,000

Practice Buy-In Term Loan
and Commercial Real Estate Loan

\$75,000

Business Line of Credit

We understand the dental industry and where you want to go. Our expertise and five-star service will help you get there.



Patrick D. McKenna

VP, Business Banking
504-352-3770
patrick.mckenna@hancockwhitney.com

Report of the Executive Director

Andrew Hale – NODA Executive Director

Membership is based on the calendar year. Regardless of when you joined or paid your 2023 dues, benefits expire on December 31st of each year. Renew your membership to ensure continuous membership benefits.

Call NODA before you move to another city or state. By moving, you could affect your membership. Simply updating your contact information doesn't ensure you are enrolled into the correct local component society. Please call the

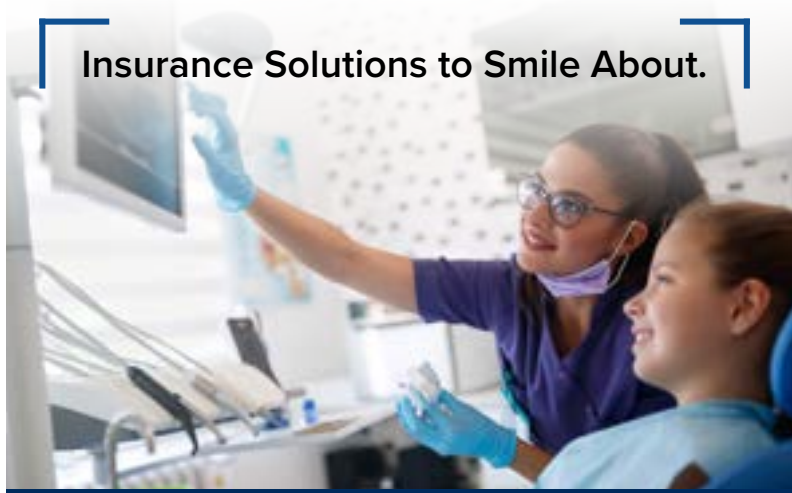
NODA office (504/834-6449 or email info@nodental.org) before you move so your membership records can be transferred as necessary.

Why use NODA-endorsed companies? When members are able to use the services and products endorsed by the New Orleans Dental Association through its for-profit subsidiary, New Orleans Dental Enterprises (NODE), they are able to get a good price, but also keep NODA dues low and receive

more services. These companies provide NODE with a royalty based on the amount of use for NODA members and their offices. Click on "Endorsed Products/Services" tab while visiting the NODA website located at www.nodental.org.

"Bless the LORD, O my soul, and forget not all his benefits:"

(Psalm 103.2)



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Bulletin Board

APPRAISALS, SALES, ASSOCIATESHIPS, PRE-RETIREMENT PLANNING

ADS South specializes in valuations and transitions for dentists. Learn how to protect your practice in case of death. Call Dr. Earl Douglas at 770/664-1982 or visit our website www.adssouth.com. Four Metairie practices and one North Shore practice sold. All sold for full price, cash at closing. If you're thinking about selling, this a good time to call Dr. Earl Douglas 770/664-1982 or earl@adssouth.com.

ENDO PRACTICE - NEW ORLEANS AREA (#9497)

Gross collections: \$1,266,252; 4 days a week, 3 operatories, 3,000 sq. ft. This exceptionally well-located and profitable jewel of a practice is now available for your purchase! The seller is willing to stay and assist with the practice transition if the buyer prefers. CBCT, X-NAV, Biolase Lasers, central Nitrous, and 3 treatment rooms fully equipped with Global Microscopes, intra-oral cameras, ultrasonics, and Endo handpieces provide unique treatment possibilities. Over 3,000 square feet allows for future expansion of up to 5 additional treatment rooms. If your vision is to own a quality focused, service-oriented practice where you can grow and thrive, inquire with Dr. Earl Douglas via phone 404/512-4702 or earl@adssouth.com.

GENERAL PRACTICE - HOUMA AREA (#6874)

Gross Collections: \$304,805, 3 Days a Week, 3 Operatories, 990 sq. ft. I usually don't recommend satellite practices for you, but this one is the exception to the rule. It's an underperforming practice in an excellent patient to dentist ratio location. The equipment has recently all been updated. The overhead is a ridiculously low 40% and for a day and half per week, a buyer would walk away after all payments and expenses with a net of \$190k. Don't forget the low stress environment and grateful patients and it's only an hour and a half drive from the hustle bustle of New Orleans. Take a look at this one. Contact Dr. Earl Douglas 404/512-4702 or earl@adssouth.com.

GENERAL DENTISTS NEEDED

Whether you are a recent dental school graduate or an established practitioner interested in pursuing new opportunities, Louisiana Dental Center offers dentists the ability to perform in an autonomous and collegial atmosphere without the burden of managing a practice. With numerous modern facilities scattered across South Louisiana, our practice is in a unique position to offer flexible and convenient scheduling options. If you're interested in joining our team of professionals, please contact Terry Ernst at 985/893-2240 or ternst@LaDentalCenter.com.

SATURDAY GENERAL DENTISTS

Louisiana Dental Center is seeking General Dentists interested in working Saturdays at its locations throughout South Louisiana. If you're interested in joining our team of professionals, please contact Terry Ernst at 985/893-2240 or ternst@LaDentalCenter.com.

SPECIALISTS NEEDED

Louisiana Dental Center, a well-established and fast-growing group dental practice has great opportunities for specialists seeking flexible work options. Multiple locations and schedules ranging from 1 to 5 days a week. Orthodontists, Endodontists, Oral Surgeons, Periodontists and Pediatric Dentists are welcome. If you're interested in joining our team of professionals, please contact Terry Ernst at 985/893-2240 or ternst@LaDentalCenter.com.

UPHOLSTERY

Are your dental chairs looking shabby? Reupholstery could make a huge difference. Call me for a free estimate. Fast pick-up and delivery. James Melerine Upholstery. 504/430-2307

EMPLOYEE RETENTION CREDIT



GOVERNMENT TAX CREDITS

In order to provide economic relief to businesses and individuals during the Coronavirus pandemic, the CARES (Coronavirus Aid, Relief and Economic Security) Act was signed into law in March 2020. This \$370 billion stimulus package makes funding available to small companies, which can be used to allow certain employers who retain employees during the crisis, to claim a tax credit. This tax credit is known as the Employee Retention Credit (ERC).



AMERICANTAXSAVINGS.COM

EMPLOYEE RETENTION CREDIT

The ERC allows eligible employers to claim a credit against 50% of wages paid per quarter, up to \$10,000 per employee annually, for wages paid between March 13, 2020 – December 31, 2020. The maximum credit is \$5,000 per employee. In December of 2020, under the Covid-19 Relief Package, the ERC was extended from January 1, 2021 – September 30, 2021. This extension allows eligible employers to claim a credit against 70% of wages paid per quarter, up to \$10,000 per employee, with a maximum allowable credit of \$26,000 per employee.

WHICH BUSINESSES QUALIFY & HOW?

There are several ways that a business can qualify for ERC: 1) full or partial suspension of business operations as a result of government order or, 2) a significant decline in revenue compared to the same quarter in 2019 or, 3) interrupted operations or, 4) supply chain interruptions or, 5) reduction in services or goods offered to your customers or, 6) cut down in your hours of operations or, 7) difficulty hiring employees and others.



HOW DO ELIGIBLE EMPLOYERS OBTAIN THEIR ERC?

American Tax Savings (ATS) will review the relevant financial records to calculate the dollar amount of the eligible employer's expected credit. ATS will then complete and file the relevant IRS forms for the employer and retain all necessary documentation.

CARES ACT

- All wages paid between March 13, 2020 and December 31, 2020
- Payroll tax credit rate - 50 percent of Qualified
- Limit on per-employee creditable wages - \$10,000 for the year
- Eligibility for the credit - reduction of gross receipts by at least 50 percent of the comparable quarter in 2019
- 100-employee delineation for determining the relevant qualified wage base (i.e. all wages paid to employees are available for the credit up to the cap)
- Wage qualification is based on the average number of employees the business employed in 2019

COVID 19-RELIEF PACKAGE

- Beginning on January 1, 2021, and through December 31, 2021
- Payroll tax credit rate - 70 percent of Qualified wages
- Limit on per-employee creditable wages - \$10,000 for each quarter
- Eligibility for the credit - threshold drops to 20 percent. Safe harbor allows employers to use prior quarter gross receipts to determine eligibility
- 500-employee delineation for determining the relevant qualified wage base
- Employers who receive PPP loans may still qualify for the ERC with respect to wages that are not paid for with forgiven PPP proceeds retroactive to the CARES Act
- Allows new employers who were not in existence for all or part of 2019 to be able to claim the credit. This new provision is retroactive to the effective date included in Section 2301 of the CARES Act



How do you solve a problem, like Maria?

You dig in and go for it!

Photos courtesy of Dr. Kristi Soileau



NODA member Dr. Maria Burmaster, has fearfully brought yet another Louisiana Mission of Mercy event to amazing success. This year's LaMOM was held on August 11th and 12th at the Cajundome in Lafayette, Louisiana, with the help of local arrangements Chair, Dr. Lance Savoie. The event was covered by local media, and, despite being shorthanded on volunteers, it produced an amazing number of grateful smiles. There was \$1,064,885 offered in care, 6,321 dental procedures, 910 patients over 2 days with over 600 volunteers.





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