

NODA News

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NODA News

MISSION STATEMENT

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

VOL. 48 SEPTEMBER '10 NO. 07

“Sign of the Times”

by Henry A. Gremillion, D.D.S., M.A.G.D., Dean, LSU School of Dentistry



When I think about some of the happiest days of my life, one day that stands out is August 7, 2008. That's when I got the phone call telling me I had been selected to be dean of the LSU School of Dentistry. Immediately my mind went into overdrive, thinking about the future...all the projects and people who would come together to create an even better dental school. Whenever I meet our alumni, my enthusiasm soars. There is so much pride in our school and so many people who want the best for us.

The past two years have whizzed by. So much has been accomplished. Walking around campus is a different experience than it was two years ago when Hurricane Katrina was more of a recent memory.

Today, our grounds look green and full of promise. The rusty perimeter fence has been replaced by a solid structure that will serve us for decades. The crumbling

employee parking lot has been resurfaced. For our patients, a new, lighted and handicap-accessible parking lot is almost complete.

With funding from FEMA, we rebuilt our patient screening area. We will also construct the Annex Building, our first new building since LSUSD opened in 1972. It will house and protect our electrical and mechanical systems, along with providing research and clinical space.

As many of you know, most of our core labs and classrooms have not been updated since 1972. They are in deplorable condition. We must come together as a profession to upgrade the school we love so much.

We started that process last year with the total \$3.2 million renovation of the two teaching auditoriums. These rooms are in constant use to teach our students and also for weekend CE classes. Yes, \$3.2 million is a lot of money. Creating an optimal learning environment for

students and alumni will require ongoing, large investments of money. The payoff is that we are creating the infrastructure to educate the dentists of the future.

I am happy to report that our alumni and friends have contributed \$359,800 to underwrite the complete overhaul of our three wet labs. One of the wet labs will be dedicated on September 24th, Alumni Day. I want to personally invite you to attend the dedication. I want to thank every member of the Committee of 100 for their support of this project. Without private contributions, these renovations would not be possible.

On so many levels, the wet lab renovation is a sign of the times we live in. Since 2008, the dental school has experienced a budget reduction of 23.4% (\$2,801,740). Today, only 38% of our funding comes from the state of Louisiana. We have been told to expect even more cutbacks. That leads us to the inescapable truth that we must rely on the dental community to fund dental education.

Every morning, when I walk our corridors, I am excited as ever about our future. I'm inspired by the fact that 75% of all practicing dentists in Louisiana are graduates of LSUSD. I am so proud that 98.9% of all the students who have come here have graduated. I know that we will be there for each other because of our commitment to the future of dentistry.

President's Message

by Kristi M. Soileau, D.D.S., M.Ed.



Greetings to you as we near the end of summer with the first crisp day of fall hopefully around the corner. The NODA Office

his or her practice.

Please be sure to read the legislative update in this issue from Dr. Schott and the LDA Staff, PLEASE continue to utilize "Voter Voice" as a mean by which you might coerce your legislators to vote on behalf of what is good for dentistry, dental professionals, and the patients we serve.

Please know that we are always interested in your concerns; do not hesitate to contact me, the NODA office, or your Board if you feel you want to discuss an issue at hand.

Thank you for all you do in keeping our profession just that...a profession, one that reaches wide and stands tall. Happiness to you and yours.

Sincerely,

Kristi M. Soileau, D.D.S., M.Ed.

and Board of Directors have been busy all summer working on Bylaws and committee function clarification, the restructuring of NODE into an LLC, and planning events for the coming year. I want to especially thank Drs. Barsley, Schott, Giacona, Moeller and Arch for all their tireless efforts in attending so many ad hoc committee meetings this year and to Dr. Unland for his hours and hours of work each week dedicated to the fiscal stabilization and budgetary concerns of NODA. What a wonderful group of individuals serve on your Board; they work for the overall good of the association and its membership, period. It's an honor to be a part of this team.

I also want to thank those NODA members who serve to put on the NODA/LDA Annual Session. These individuals meet monthly year-round, and we are pleased to announce that Dr. Mark Chaney will be next year's Conference Chair. Other big news is that the ADA Annual Session will be held in New Orleans in 2013, which means that we will host one of New Orleans' largest conventions that year. Over 500 dentists and staff will be required, so be prepared to help when the local arrangements chair or one of his seven committee members implores your assistance. Speaking of ADA Annual Sessions, don't forget Orlando's meeting next month is on October 9-12!

Following in November is the ADA/Forsyth Evidenced-Based Dentistry Course in Boston from the 1st through the 5th. This course helps a dentist better implement new treatments and diagnostic options into

SAVE THE DATE!

SEPTEMBER 15, 2010

General Membership Meeting
Five Happiness Restaurant

OCTOBER 20, 2010

General Membership Meeting

NOVEMBER 17, 2010

General Membership Meeting
Olive Branch Café

DECEMBER 15, 2010

General Membership Meeting
The Presidential Palace

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Upcoming Scientific Programs

By Laurie F. Moeller, D.D.S. - NODA Scientific Program Committee Chairman



September 15,
2010
General
Membership
Meeting

LOCATION

Five Happiness Restaurant
3605 South Carrollton Avenue
New Orleans, Louisiana 70118
504/482-3935
www.fivehappiness.com

TIME Check in @ 6:30pm
Meeting begins @ 7:00pm

SPEAKER Mr. Christopher Binion
105 Williamsburg Cove Oxford,
Mississippi 38655 662/380-3042
chris.binion@henryschein.com
www.e4d.com

Mr. Binion graduated from Jesuit High School and received his undergraduate and MBA from Louisiana State University. Mr. Binion has been in the dental industry for seven years and specializes in CAD/CAM technologies and materials. Mr. Binion has been with Henry Schein for two years.

TOPIC OF PRESENTATION
"Integrating CAD/CAM into the Modern Dental Practice"

OBJECTIVES

- 1.) To discuss the latest advancements in dental CAD/CAM, as well as future developments.
- 2.) To discuss the latest advancements in materials.
- 3.) What it takes to successfully integrate the technology into a busy practice.

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www.henryschein.com

October 20, 2010
General Membership Meeting

TIME Check in @ 6:30pm
Meeting begins @ 7:00pm

SPEAKER Preston Lovelace, JD,
MS

Mr. Lovelace received his Bachelor's degree in Chemistry and Applied Mathematics at Hampden-Sydney College. He received his M.S. in Chemistry and J.D. from the University of Illinois. He is a member of both the Louisiana State and U.S. Patent Bars. He enjoys fishing and disc golf in his spare time.

TOPIC OF PRESENTATION
"Profitable Dentistry by the Numbers"

OBJECTIVES

- 1.) Industry norms for employee wages and other benefits.
- 2.) Controlling fixed and variable office expenses.
- 3.) Best practices for preventing employee fraud.
- 4.) Associate pay and transition planning.

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8202 Kelwood Avenue
Baton Rouge, Louisiana 70806
225/927-8015
www.lovelaceandassociates.com

November 17, 2010
General Membership Meeting

LOCATION

Olive Branch Café
American Can Company Bldg.
3700 Orleans Avenue
New Orleans, Louisiana 70119
504/302-1220
www.olivebranchcafe.com

TIME Check in @ 6:30pm
Meeting begins @ 7:00pm

SPEAKER Dean Mersky, D.D.S.

Dr. Dean Mersky, a 1976 graduate of the University of Detroit, School of Dentistry, practiced in Manhattan Beach, California for 26 years. Currently, Dr. Mersky serves as the national clinical director for the Captek Company. His responsibilities include professional relations, clinical applications and research. Dr. Mersky's dental practice was concentrated in the areas of treatment of the TMJ, dental reconstruction, and cosmetic dentistry. His expertise with Captek restorations comes from the almost 2,000 Captek units that he has placed, and the many different uses and clinical trials he has contributed to. Additionally, Dr. Mersky has authored many articles on the use of Captek in the restorative practice, and has lectured on the material to dental groups nationally for past

-Con't on pg. 4

Upcoming Scientific Programs - Con't

By Laurie F. Moeller, D.D.S. - NODA Scientific Program Committee Chairman

several years. Dr. Mersky is a member of the American Association of Dental Aesthetics, and serves as chairman of California Dental Partners, Inc. He and his family currently reside in Doylestown, Pennsylvania.

TOPIC OF PRESENTATION

"The Art and Science of Anterior Esthetics with Non-Oxidizing Metal Cores"

This course will review the latest Captek metal composite technology specifically designed to maximize esthetics for anterior crowns. Due to advancements in Nano manufacturing, ultra-thin cores are now available that can control underlying prep shades as well as maximize room for vital looking ceramic veneering. Margin placement, preparation designs and coping fabrication will be covered so as to help restoring dentists attain predictable esthetics results no matter what the clinical challenge.

OBJECTIVES Participants will leave with a better understanding in the unique Captek metal composite technology, and it's indications for healthy restorative applications.

- 1.) Matching margin design and placement with clinical situation.
- 2.) Materials selection for optimal esthetics.
- 3.) Understanding tissue considerations with respect to esthetics.

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Andy Woods, President
107 North Brooks Street
Pelahatchie, Mississippi 39145

1-877-825-1690
andy@blueboxdental.com
www.blueboxdental.com

December 15, 2010
General Membership Meeting

LOCATION

The Presidential Palace
1800 Vintage Drive
Kenner, Louisiana 70065
504/467-3500
www.presidentialpalace.com

TIME Check in @ 6:30pm
Meeting begins @ 7:00pm

SPEAKER *Randall G. Cohen, D.D.S.*

Dr. Cohen is a practicing dentist in Newtown, PA and an instructor at the Alleman-Deliperi Center for Biomimetic Dentistry in South Jordan, UT. He has published extensively and lectures throughout the United States on adhesive dentistry.

2873 South Eagle Road
Newtown, Pennsylvania 18940
215/579-9985
rgc7157@gmail.com

TOPIC OF PRESENTATION

"Simplified Dentistry that Replicates and Preserves the Natural Tooth Biomimetically"

OBJECTIVES The movement in dental restorative treatment toward conserving natural tooth structure represents an advance within dentistry, because it often eliminates not only post-operative sensitivity, but also the gradual catastrophic failure of aggressive dental treatments. Accordingly, the concept of Biomimetic

Dentistry has emerged in response to the substantial loss of tooth structure and function of the 360 degree crown preparations by replicating the "bendability" of an intact tooth under function so to create a durable and esthetic restoration. In this course, we will review procedures that preserve teeth and pulps and offer the patient an excellent service while greatly simplifying the clinical procedure.

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Daniel A. Razzano
Regional Manager
942 Garrett Street
Atlanta, Georgia 30316
404/304-9154
drazzano@gmail.com
www.kuraraydental.com

March 16, 2011
General Membership Meeting

TIME Check in @ 6:30pm
Meeting begins @ 7:00pm

SPEAKER *G. Kent Mangelson, CFP, Author, Senior Advisor*

G. Kent "GK" Mangelson is an expert in the area of lawsuit protection and tax reduction strategies. He has authored and co-authored several publications and training manuals on the subject including The Advanced Tax and Asset Protection Training Manual and The Asset Protection Bible. As one of the nation's top asset protection advisors, he has spent over 30 years helping dentists properly structure themselves for lawsuit protection and tax

-Con't on pg. 5

Upcoming Scientific Programs - Con't

By Laurie F. Moeller, D.D.S. - NODA Scientific Program Committee Chairman

reduction. Mr. Mangelson is a nationally recognized speaker and has trained thousands of dentists at hundreds of conventions, conferences, and seminars across the country.

TOPIC OF PRESENTATION

"Advanced Lawsuit Protection and Tax Reduction Strategies for Dentists"

This course teaches proven and effective strategies to prevent and protect against lawsuits, allowing dentists the peace of mind necessary to focus on improved patient care. Tax reduction and estate planning strategies adapted to dentists are also taught. Specific topics covered in this course include:

Lawsuit Protection

- Sources of lawsuits dentists are exposed to and how to prevent them.
- How dentists can protect 100% of their professional and personal assets from lawsuits.
- How dentists can protect their practice, property, and personal assets in the event of a judgement in excess of liability insurance or an exclusion in a policy.
- How to avoid the most common asset protection mistakes made by dentists and their advisors.
- How dentists can minimize vicarious liability for the acts of other professionals and staff.

Tax Reduction and Estate Planning

- Five strategies dentists can use to reduce income taxes each year.
- How dentists can eliminate the capital gains tax on the sales of a business, real estate, stocks or other assets.
- Tools dentists can use to pass assets to heirs tax free.
- How to effectively use corporations, trusts, wills, and family limited partnerships.

OBJECTIVES

- 1.) Maintaining focus on improved patient care rather than lawsuit defense.
- 2.) Structure practice for lawsuit protection and prevention.

-Con't on pg. 6



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Upcoming Scientific Programs - Con't

By Laurie F. Moeller, D.D.S. - NODA Scientific Program Committee Chairman

- 3.) Reduce liability insurance costs.
- 4.) Minimize taxes.

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ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry.

Concerns or complaints about a CE provider may be directed to the provider or to ADA CERP at www.ada.org/goto/cerp.

Recognize this face?



Answer on pg. 16

I Switched To LAMMICO



Mark D. Anderson, D.D.S.
Family Dentistry, New Orleans
Policyholder since 2005

"When I first started my dental practice, my malpractice insurance was through a nationally known carrier. But it was difficult getting through to someone to help me when I needed them.

Then I discovered LAMMICO, a local company that understands the needs of its dentists. When I have a question, I know I can rely on LAMMICO representatives to find the answer right away.

Now I can concentrate on what's most important to me —my patients. I'm glad I made the switch to LAMMICO."

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2010 SCHOLARSHIP RECIPIENTS NAMED



LAMMICO

Contact:

David Bowser,
Corporate Communications
Specialist
(504) 841 – 5240
dbowser@lammico.com

2010 SCHOLARSHIP RECIPIENTS NAMED

Funds to be used by Louisiana students entering medical school across state

Metairie LA., (Wednesday, August 11, 2010) --- For the tenth consecutive year, four in – state students will continue their higher education in the medical field; thanks to recent merit awards from the Louisiana Medical Mutual Insurance Company.

“We feel our scholarship program helps to retain students who will soon have the opportunity to become excellent contributors to our state’s health care system,” said Thomas H. Grimstad, M.D., LAMMICO’s President / Chief Executive Officer.

Since 2000 – 2001, LAMMICO has awarded merit scholarships to medical students for their first year enrollment at all of Louisiana’s medical schools. Over the last nine years, a total of 33 incoming

freshmen medical students have used the funds to help defray tuition and other expenses at both medical school campuses of the **Louisiana State University in New Orleans & Shreveport; Tulane University Medical School** and the **LSU School of Dentistry in New Orleans**. Eligible students for a LAMMICO merit scholarships are incoming freshmen from Louisiana. Students who receive the award do so for one year. The respective institutions award the scholarships based upon merit criteria established at each medical school:

LSU Medical School: New Orleans:

Jonathan C. Hall of New Orleans graduated from Tulane University in May 2009, earning a Masters of Sciences degree in Human Genetics. While a graduate student at Tulane, Hall worked at the Hayward Genetics Center in New Orleans. Since September 2009, he has taught biology at Delgado Community College in New Orleans. Hall completed his undergraduate studies at the University of Minnesota-Morris in 2003, majoring in chemistry.

LSU Medical School: Shreveport:

Mary Katherine Dean of Shreveport recently graduated from LSU in Baton Rouge, majoring in Medical Physics. While at LSU, Dean interacted with patients and physicians as a Medical Scribe at Our Lady of the Lake Medical Center. In the summer before graduation, she shadowed physicians from varying specialties in and around Shreveport/Bossier City. Dean’s goal is to become a Radiologist.

LSU School of Dentistry - New Orleans:

Ashleigh N. Briody is also a graduate of LSU, where she majored in Biological Science. Briody’s cumulative GPA of 3.8 resulted in her graduating magna cum

laude and earning several scholastic awards, including dean’s list and the chancellor’s honor roll. Briody is originally from Baton Rouge, where she graduated from St. Joseph Academy High School in 2006. While at LSU, she participated in several community programs, including a mission trip to Honduras. Founded in 1968, LSU has graduated over 4,000 dental health care professionals. Today, 75 percent of dentists practicing in the state have graduated from LSU.

Tulane: TBA

About LAMMICO

LAMMICO provides health care practitioners unparalleled service and affordable medical malpractice insurance. LAMMICO is a Louisiana-based company, owned by its policyholders. For more than a quarter of a century, LAMMICO has been a physician-owned company specializing in medical professional liability insurance products and services for Louisiana physicians. A.M. Best, the world’s oldest and most authoritative source of insurer financial performance, rated LAMMICO “A-,” or Excellent, with a stable outlook for its financial stability. LAMMICO has received similar Excellent ratings for the past 17 years.

As a leader and innovator, we build enduring partnerships.

For more information about the company, access www.lammico.com.

DARBY DENTAL: A DENTAL SUPPLY AND EQUIPMENT OPTION

By Kevin J. Collins, D.D.S. - NODE President

The following is an interview with Vance Rudnet of Darby Dental and Kevin J. Collins, DDS, President of the New Orleans Dental Enterprises, Inc. Darby Dental has been a Preferred Provider through NODE, Inc. for members of the New Orleans Dental Association since 2009. Mr. Rudnet is the Senior Account Manager/Financial Specialist for Darby Dental.

Please give me a brief history of Darby Dental.

Darby is now in its 62nd year of existence. Darby Dental is a family owned business and is the largest all-telesales distributor in dentistry. Darby offers over 50,000 products. Of those products, Darby is an authorized distributor of Kavo handpieces, the Kavo Diagnodent, Pelton & Crane Sterilizers and DCI operatory chairs, lights and units. All of this equipment is offered at competitive pricing. Recently, Darby has added the Kodak line of Digital Imaging Systems. At Darby, we are proud of our strong heritage of value added pricing, fast delivery, and product knowledge!

You mentioned telesales. How will Darby Telesales Account Manager benefit NODA members?

The benefit starts with the Darby Discount and Rebate Program, which we began with NODA in September of 2009. This is a two-part benefit.

The first benefit is for the participating NODA member dentists. The dentist will save money on each order because of the low competitive pricing and then receive a quarterly rebate on all of the purchases they made during that quarter! WOW!

The second benefit, another important component of the Darby Discount and Rebate Program, NODE will receive a quarterly rebate from the purchases made by the entire group of participating NODA member dentists!

A double WOW!

This is a great situation for the participating member dentists and the Association!

Tell me about your Account manager.

At Darby, every customer is paired with a personal dedicated Account Manager. The Account Manager is the customer's single point of contact for all aspects of the ordering process such as:

- Purchasing history - the account manager will monitor your spending and look at buying trends to help you save money.
- Manufacturer promotions - the account manager will insure that you are aware of special offers from our manufacturers in the categories of the products you use.
- New product updates - the account manager will routinely update you regarding new products that are similar to the ones that you use.
- Backorder notification at the time of the order and/or replacement suggestions - on rare occasions that we do not have a product in stock, the account manager will advise you at the time of your order, make a replacement recommendation, and expedite the delivery on the item you need.

Ultimately, what is Darby trying to accomplish?

The goal of Darby Dental is not to merely supply a product because any dental company can do that. The goal is to supply the product in a timely manner, reduce supply costs, increase the doctor's cash flow, minimize administrative expenses, and improve inventory management!

Let's talk about the program again. In the fall of 2009, Darby and NODA members became able to participate in the Darby Discount and Rebate Program. What kind of progress has been made so far?

From October 2009 thru June 30, 2010, there are 38 NODA participating member dentists. They and NODA have earned over \$10,791 in cash rebates based on their quarterly purchases. Just think of the rebate amounts when more NODA member dentists participate!

Do NODA member dentists who already have an account with Darby need to sign up to get the benefits of the program?

YES. The member dentist with an existing account with Darby has to sign up! This will insure that their existing account is coded to receive the range of discounts (10-17%) off the current Darby prices on each order. New accounts must let Darby know you are with the New Orleans Dental Association. After signing up and placing their first order on the program, the existing and new accounts will be sent a "RELOADABLE" Visa card that they can use at any ATM. Each quarter, 2% of their total purchases for that quarter will be electronically placed on that Visa card for their personal use.

How can NODA member dentists sign up?

The easiest way is to contact the Senior Account Manager for NODA at Darby Dental. He is Vance Rudnet. Vance can be reached by phone at 1-800-448-7323, ext. 2124 or by email- Vance.Rudnet@darbydentalsupply.com. Member dentists who have an existing account with Darby Dental can tell their Darby sales representative that they want to participate in the

DARBY DENTAL: A DENTAL SUPPLY AND EQUIPMENT OPTION - Con't.

By Kevin J. Collins, D.D.S. - NODE President

NODA program. Also, you log on to the NODA website (www.nodental.org), click on the "Preferred Provider" tab, and visit the Darby Dental Supply Application form. You will need to fill out the form with your name, address, phone number and then fax it in. It is that easy!

Is there any minimum purchase required to participate?

NO, there is no minimum! We understand that there are various levels of commitment to other distributors. The Darby Discount and Rebate Program is an extension of our commitment to the communities that we have business in. Working with groups like NODA, is a great way to rebate back a portion of the member dentist purchases to the group as whole. This rebated money can be used to fund important programs from community health program, CE courses, and membership drives.

Are there additional aspects of doing business with Darby besides the program with NODA that our membership needs to be aware of?

Yes. Here is a short list of points that one or more of them should interest the members.

- Darby Dental is the only distributor to offer a gift incentive program all year long.
- Quarterly gift program provides customers with hundreds of top name-brand gifts to choose from and multiple buying levels, allowing big rewards for even smaller purchases.
- Darby can do custom Inventory Analysis for each member.
- Darby will handle all Manufacturers Promotions orders on behalf of the member.
- Darby can arrange "Lunch and

Learn" sessions, as the office requires with the manufacturer.

- Darby orders are received within 1-2 business days on most items.

Closing words from NODE:

Darby Dental is a Preferred Provider for the New Orleans Dental Association and has been since September 2009. NODE intentions are not to interfere with current relationships that you may have with other dental suppliers. NODE is providing an opportunity to save NODA member dentists money on dental supplies and equipment. At the same time, NODE has and will develop relationships that are beneficial to NODA member dentists through the Preferred Provider Program. This program will generate revenues to help offset the expenses of the NODA central office and the programs NODA sponsors.



ADS Lovelace and Associates, Inc.

Preston Lovelace JD, MS Gretchen O. Lovelace MS, CFP, CPM
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Best Practice for Disposal of Carpules in a Dental Office

The rules and regulations for properly disposing of anesthetic cartridges, or carpules, are sometimes unclear. Do the carpules need to go into a sharps container, a medical waste container, or can they be discarded in the regular trash? Sharps containers are used to prevent any possible injury from contaminated needles, disposable scalpels, scalpel blades, suture needles and other sharps. Anything that is disposable, contaminated with blood or body fluids, and sharp (capable of puncturing the skin) must be disposed of in a sharps container. Administration of local anesthesia often results in aspiration of blood or body fluid into the carpule. Whether visible or not, there is residual contamination in the spent carpule. As a result of this residual contamination, the carpules cannot be thrown in the trash. The carpules are glass and

easily broken, and would then expose people to the blood or body fluid contamination. Due to the potential for breakage, carpules should not be placed into a medical waste red bag or disposal container. Therefore, all spent carpules (whether broken or not) should be properly disposed of in a sharps container.

Mailyoursharps offers a simple, cost effective solution for the disposal of sharps waste including carpules. As long as the carpules are empty (residue is permissible), they may be disposed of in our mail-back sharps containers.

Mailyoursharps is the preferred provider of sharps and medical waste disposal for NODA members.

To learn more about Mailyoursharps please visit: www.mailyoursharps.com/noda.html or call: 803/829-8109.

NODA News is published every month with the exception of June and August. Deadline for ads and editorial material is the 10th of the month preceding publication. Ads and news should be sent to: nodental@bellsouth.net.

NODA News is a publication of the New Orleans Dental Assn., 2121 N. Causeway Blvd., Suite 153, Metairie, LA 70001. Phone (504) 834-6449.

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"Saving Money Through Better Sharps Management"

Mail-back sharps disposal is a cost-effective method for disposal of needles, syringes, and lancets; as well as other types of sharps and small quantities of medical waste. It is a safe and easy alternative to on-site services. The system is shipped to you; where you fill, package, and mail it back to us for proper disposal.

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Health Resources and Services Administration Announces Faculty Loan Repayment Program

The Health Resources and Services Administration (HRSA) recently announced that, in an effort to recruit health professionals to serve a vital role educating tomorrow's practitioners, it would select a number of individuals to serve on the faculty of accredited colleges or universities for a minimum of two years. In exchange for that service, the government will pay up to \$40,000 of the selected individuals' student loans.

Their program is open to degree-trained health professionals from disadvantaged backgrounds.

In particular, HRSA has \$2.5 million available to provide loan repayment awards for pediatric dentists who are employed as faculty members.

The application guidance and application can be found at: <http://www.hrsa.gov/loanscholarships/repayment/faculty> or contact the HRSA Call Center at 1-800-221-9393.

This is reprinted from the Dental Editor's Digest which is published by the ADA Division of Government and Public Affairs, 1111 14th St., NW., Washington, D.C. 20005

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American Dental Association

ANNUAL SESSION

OCTOBER 9 - 12, 2010

“New Member Update”

by Myrna L. Collado, D.D.S. -
NODA Membership & Orientation
Committee Chair



The following applicants were approved as members of the New Orleans Dental Association at the March & May General Membership Meetings. Congratulations to all of you!

- Dr. Harry J. Batt
- Dr. James A. Crouch
- Dr. Meghan P. Duplechin
- Dr. Billy G. Hall, Jr.
- Dr. Brittany L. Jones
- Dr. Duane A. Simien
- Dr. P. Montey McGregor-Wiltz

Supreme Court Ruling Loosens PAC Soft-Dollar Spending

The Supreme Court decision earlier this year to overturn the ban on independent corporate expenditures provides ADPAC more leeway in supporting pro-dentistry candidates, although how much this new leeway will improve the organization's effectiveness remains to be seen.

The contributions that come into ADPAC are in two forms, “hard dollars” and “soft dollars.” Hard-dollar contributions are designated for specific campaigns while soft dollars go into a general fund that ADPAC can use a number of ways, but only in ways that don't ask people to vote for specific candidates. That is about to change in the wake of the recent Supreme Court ruling.

Now PACs are free to use their soft dollars in ways that support specific candidates, for

advertisements, for instance.

The court also ruled that corporations are allowed to spend their own money on behalf of candidates. The ban on direct corporate contributions to campaigns remains intact.

ADPAC emphasizes the importance of dentists meeting with their lawmakers face to face, getting to know them and discussing the issues with them. So while direct or in-kind contributions to campaigns are important, they are important only insofar as they help us get dentistry's message to lawmakers, messages delivered by dentists.

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2010 Legislative Session Comes to an End

The report below, which summarizes activity at the recently concluded session of the Louisiana Legislature that was of interest to dentistry, was compiled by, Annette Drodgy, LDA Director of Communications and Public Affairs, and Ward Blackwell, LDA Executive Director. Please pay special attention to the information about Voter Voice at the end of the message. If you did not register this year, please remember to do so next year. Once registered, it only takes a few clicks to express your opinion. The legislators may not read every individual communication, but they do keep a tally of the number and opinion of the ones they do receive.

The Louisiana Legislature wrapped up its 2010 regular session and adjourned sine die on Monday, June 21, 2010, at 6 p.m.

After a slow start, the House and Senate finally broke their stalemate and passed a set of state budget bills for the rest of this year and next. According to the Public Affairs Research Council, the budgets are precariously balanced using a patchwork of one-time revenue sources, including \$198 million from the Rainy Day fund, \$242 million of tax amnesty proceeds, more than \$1 billion of federal economic stimulus aid, and millions more from other reserve funds. The total operating budget finally passed for FY 2011 is \$26 billion, compared to \$29 billion for FY 2010.

In a precarious situation with too little money to go around this year, the Governor's executive budget suggested legislators cut Medicaid across the board approximately 3% and the Senate made more cuts to the overall Medicaid dollars, which may add up to additional cuts. Louisiana's

Department of Health and Hospitals is working now to research codes and procedures to see how to best utilize the available money.

Even though the LDA was working with Senate Finance Chair, Senator Mike Michot, to offer an amendment to add \$50,000 into the budget for Donated Dental Services, there was too much pressure on cutting non-governmental organizations' funding (called NGO funding) and Senator Michot was not able to get the amendment into the budget.

Unfortunately, the budget situation was in fact as bleak as we expected; however, there were a number of bills that the LDA supported or opposed that have a positive impact (or result) on dentistry in Louisiana.

HB 1246 was the non-covered services bill sponsored by the LDA. This bill says that no dental plan that is contracted for in this state may require that a dentist provide dental health care services to a covered person at a particular fee unless such services are covered services for which benefits are paid under a contract with such dentist. It also clarifies that a dental service contractor or insurer may offer a dentist optional agreements for participation in a dental plan in which a dentist may CHOOSE to participate either with or without a provision to provide discounts to covered persons for non-covered services. After a few hitches in the House and a tough fight in the Senate and a strong grassroots campaign, the bill passed and when signed by the Governor, will become effective January 1, 2011.

SB 638 was arguably one of our greatest challenges this session. This bill required superfluous regulation of water fluoridation. The facts regarding the safety of

fluoridation additives clearly indicate that there was no need for this bill. However, this turned into a battle that challenged the very credibility of the LDA and the scientific-based facts we employ to educate lawmakers. Associating fluoridation with unsafe Chinese products, and specifically Chinese drywall, (via a ban on fluoride additives from China) is a particularly specious, though politically astute, tactic. The bill passed through the Senate Environmental Quality Committee and the full Senate, but the LDA really ramped up our lobbying efforts before it was heard in the House Health and Welfare Committee, and the bill died there. Senator Dan Claitor has already been quoted as saying he may bring the bill forward again in subsequent years.

Similarly, anti-fluoridationists then brought forward HCR 207, directing the Fluoridation Advisory Board (FAB) to address questions and concerns regarding the health, environmental and fiscal effects of fluoridation and to report back to certain legislative committees. This resolution died in committee once members of the Healthy Smiles Coalition were able to explain to legislators that FAB meetings are open to the public and questions could be brought forward at those meetings.

SB 214 - With the support of the LDA and the assurance of direct supervision in the law, the Louisiana Dental Hygienists' Association bill allowing dental hygienists to administer nitrous oxide inhalation analgesia sailed through the process. The bill was

2010 Legislative Session Comes to an End - Con't.

signed by the Governor and is now Act 66 and is effective August 15, 2010.

HB 1171, also known as the LaGRAD Act, was the higher education bill that also included professional schools such as the LSU School of Dentistry. The bill passed with the professional schools' amendment allowing them to also increase tuition by 10%, subject to criteria specific to professional schools. The bill was signed by the Governor and is now Act 741 and is effective as of June 29, 2010.

HB 978 allows Federally Qualified Health Centers (FQHCs) to employ dentists. The LDA was neutral on this bill; however, the lobbying team watched this legislation very carefully to make certain the language remained very narrowly tailored to apply only to FQHCs. The language in the bill would NOT allow for any for-profit entity to own a practice, nor for any out-of-state dentist or dental student to work in an FQHC in this state. The bill was signed by the Governor and is now Act 612 and is effective as of June 25, 2010.

HB 440 was the bill forcing a January 1, 2011, deadline for adoption of mobile dentistry rules or the Louisiana State Board of Dentistry (LSBD) members would be released from the positions. Even though the LDA believes parental consultation and involvement are crucial to maintaining the prevailing, acceptable standard of care in both mobile practices and traditional private practice and have pushed for rules reflecting those standards, the LDA was not the sponsor of this legislation and remained neutral for most of the session. After the Senate amended the bill to take out the portion

requiring immediate removal of LSBD members, the LDA chose to support that version of the bill. After going to conference committee, the Senate amendment was reversed and the threat of removal was put back into the bill. It has been sent to the Governor for his approval.

HB 532 in its original form placed onerous burdens on non-profits in pursuit of accountability. In trying to develop a bill that was palatable to most groups, the bill's author substituted the bill with HB 1488. This bill made the minor adjustment to current law allowing state auditors to require any non-profit that accepts state funding to be forced to work with the legislative auditor's office on a review. (Under current law, this only applies to non-profits that accept more than \$25,000 per year or more in State funding.) The bill passed and was sent to the Governor for his approval.

SB 683 provides that when non-contracted health care providers provide emergency services in a health care facility that is contracted, health insurance issuers would be required to pay the non-contracted health care providers of those emergency services their usual and customary charges. The bill was signed by the Governor and is now Act 340 and is effective as of November 15, 2010.

SB 732 requires notification to insureds that a non-contracted provider may provide services at a contracted facility and that the insured would be responsible for all or part of the fees provided for those services. The bill was signed by the Governor and is now Act 453 and is effective as of August 15, 2010.

SB 34 is the bill that would allow for listing the names and specialties of all dentists in a practice on a web

site or making that same information available upon request by phone in lieu of printing that information in advertisements, provided that the web address or phone number appears in the ad. The LDA remained neutral on this bill. The bill was signed by the Governor and is now Act 111 and is effective as of June 8, 2010.

There are many other bills that the LDA monitored throughout session. If you have questions pertaining to a certain bill that was not covered in this report, call the LDA at (800) 388-6642 or e-mail info@ladental.org or you can visit the state's legislative website at www.legis.state.la.us.

Thanks to all the LDA members who used the LDA Grassroots Action Center powered by VoterVOICE on our Web site to help lobby for or against the bills that impacted dentistry. Grassroots participation is essential to the LDA's lobbying efforts, and all members are encouraged to use this service in the future. VoterVOICE makes it quick and easy for you to have your voice heard in the Louisiana Legislature!

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In an effort to keep you informed about available C.E. opportunities, this area will be devoted to informational updates.

2010	COURSE TITLE		TUITION	CREDIT HOURS
August 20-21 Friday-Saturday New Orleans	Orofacial Pain: Beyond TMD w/Dr. Henry Gremillion and Dr. Dale Ehrlich	Dentist	\$530	14 L/P C
August 20-22 Friday – Sunday New Orleans	Expanded Duty Dental Assistant a/k/a EDDA w/Nancy Weiss, RDH, EFDA, Henrietta Frederick, CDA, EDDA and B. J. Triay, CDA, EDDA	Assistant	\$415	24 L/P C
August 21 Saturday New Orleans	Digital and Conventional Radiology for Dental Assistants w/Dr. Kavas Thunthy and Dr. J. Sean Hubar	Assistant	\$149	07 L/P C
August 27-28 Friday – Saturday New Orleans	13th. Annual INVESTIGATION FOR IDENTIFICATION FORENSICS Course Directors: Dr. Philip Levine with Dr. Robert Brannon and Dr. Robert Barsley Held at The Ritz-Carlton, New Orleans, 921 Canal Street	All Attendees Same Price	\$545 <i>Includes breakfast, lunch & reception</i>	14 L C
September 17-19 Friday – Sunday New Orleans	Expanded Duty Dental Assistant a/k/a EDDA w/Nancy Weiss, RDH, EFDA, Henrietta Frederick, CDA, EDDA and B. J. Triay, CDA, EDDA	Assistant	\$415	24 L/P C
September 18 Saturday New Orleans	Digital and Conventional Radiology for Dental Assistants w/Dr. Kavas Thunthy and Dr. J. Sean Hubar	Assistant	\$149	07 L/P C
September 24 Friday New Orleans	ALUMNI DAY: CE for Everyone NEW: Separate CE for lab techs and assistants w/Dr. Harold Crossley, Michael T. Bellerino, Dr. Wm. Garbee and Eliska Davis	Dentist Lab Tech Hygienist DentalAsst./Other	\$195* \$145* \$145* \$115*	06 L C
October 1 Friday	The 4th. Annual Clifton O. Dummett Jr. Memorial Lecture on Dentistry for the Pediatric Patient w/Dr. Wm. Vann and Dr. Jessica Lee	Dentist Staff	\$295 \$165	07 L C

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