



2016 ODA House of Delegates

page 18

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Membership Matters

Volume 22, Issue 6 | November 2016

Membership Matters is an official publication of the Oregon Dental Association in support of its core purpose to advance the dental profession and promote the highest standard of oral health and oral health care.



EDITOR

Barry J. Taylor, DMD, FAGD, CDE
barrytaylor1016@gmail.com

ODA STAFF LIAISON

Kristen Andrews

GRAPHIC DESIGN

Stephanie Pendell
LLM Publications

ADVERTISING SALES

Paul Vollmer
LLM Publications
paul@llmpubs.com
503-445-2222



8699 SW Sun Pl, Wilsonville, OR 97070
503-218-2010 | 800-452-5628
info@oregondental.org
www.oregondental.org

EXECUTIVE DIRECTOR

Conor P. McNulty, CAE
cmcnulty@oregondental.org

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House of Delegates *Haiku Summary*



By Barry J. Taylor, DMD, FAGD, FACD, CDE
Editor,
Membership Matters
barrytaylor1016@gmail.com

Both the ODA's and ADA's House of Delegates are held every autumn. As much as I would like to write beautiful sonnets about each House, my intellectual capability is more in line with the simpler haiku.

House of Delegates Policy is established For us; for patients	Thank your delegates Volunteered to attend House Can be thankless job	A great benefit Health Policy Institute Serious research
Students need license Patient boards unethical What is alternate?	New recognition Operative Dentistry Academia	DOPAC served us lunch Advocates in Salem help Thanks Tina Kotek (D)
Student graduates Then make them real dentists No board is needed	Costs too much money ADA House is too large They refuse to shrink	DOPAC and ADPAC We have excellent health PACS All for "Tooth" party
Anesthesia Was guidelines update needed? Lack of evidence	Third party payer Always the source of problems Anti-trust stops us	Our advocacy Not all members are aware of It helps all dentists
President-Elect Bruce Burton known as The Coach Keep us progressive	ODA staff works Herding cats in the garden Would be easier	Gootee et al here MODA; many curious Questions, answers too
Promoting of new Community Dental Health Coordinator	Joni Young did great Greggery Jones, President Thank you for service!	Busyness problem Members put up the money New marketing plan
Oregon makes change ADA slow to make turn We lead the nation	Corporate dentist Do they have different needs Than solo dentist	Dental Foundations Nothing but for good causes Please give more dollars
New Trustees are young Our board has diversity Editor is old	The Code of Ethics Commonality for both Emphasis needed	ADA must change New member population Have different needs 🍷
Membership dues high Great effort to stop the rise Member needs come first	Associations How do we retain members Must stay relevant	

The opinions expressed in this editorial are solely the author's own, and do not reflect the views of the Oregon Dental Association or its affiliated organizations.



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Events & Education

Provided by Mehdi Salari, DMD

NOVEMBER 2016

16 **Continuing Ed., 2 Hrs** "HIPAA, OSHA Compliance & Employment Law"
Presented by Chris Verbiest & Team @ Milwaukie (Moda Plaza) www.multnomahdental.org or lora@multnomahdental.org

DECEMBER 2016

2 **Continuing Ed., 7 Hrs** "Risk Management/Medical Emergencies"
Presented by Chris Verbiest & Steve Beadnell @ Portland (Sheraton Airport) www.multnomahdental.org or lora@multnomahdental.org

9 **DFO Board Meeting** @ Wilsonville, Oregon

9-11 **Continuing Ed., 21 Hrs** "Mastery Sedation Course" @ OHSU School of Dentistry, CLSB Building <http://bit.ly/OHSU129>

13 **Continuing Ed., 1.5 Hrs** "The Medical Management of Caries with Silver Nitrate"
Presented by Steve Duffin, DDS @ West Salem (Roth's) Contact Sabrina H. mpdentalce@qwestoffice.net

JANUARY 2017

10 **Continuing Ed., 1.5 Hrs** "Digital Marketing for the Modern Dental Practice"
Presented by Stew Bartlett, Ian McNickle, Jessica Nelson @ West Salem (Roth's) Contact Sabrina H. mpdentalce@qwestoffice.net

18 **Continuing Ed., 2 Hours** "Nerve Damage Following Extractions"
Presented by Dr. Daniel Petrisor @ Portland (OHSU SOD) www.multnomahdental.org or lora@multnomahdental.org

Events are subject to change. Please consult the sponsoring group to confirm details. To add your component's continuing education event, please email bendsalari@gmail.com. Please send all other events to Cassie, cleone@oregondental.org.

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Join the Molar Movement

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Daren Goin, DMD, Kent Lee, DMD and Kenneth Chung, DDS, MPH, at the 2016 ODA House of Delegates.

For more information, or to email your photo to us, contact ODA Membership Manager Kristen Andrews at 503-218-2010 x110 or kandrews@oregondental.org.

Welcome New ODA Members!

Chad Achatz, DMD
Multnomah Dental Society

Ben Bryan, DMD
Central Oregon Dental Society

Shannon English, DDS
Lane County Dental Society

Rie Kimura, DMD
Washington County Dental Society

Joseph Knight, DMD
Southern Oregon Dental Society

Sarah Laster, DDS
Southern Willamette Dental Society

Michael Longlet, DDS
Central Oregon Dental Society

Meredith McKenna McClay, DMD
Southern Oregon Dental Society

Ashish Patel, DDS, MD
Multnomah Dental Society

Jonathan Petersen, DMD
Umpqua County Dental Society

Kedy Shen, DMD
Washington County Dental Society

Tess Simmons, DDS
Southern Oregon Dental Society

Binson Thomas, DDS
Multnomah Dental Society

Crystal Thompson, DDS
Southern Oregon Dental Society

John Waite, DMD
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THE NEW ADA CREDENTIALING SERVICE IS A FREE, new benefit that offers dentists a centralized database to register professional credentials. The new technology, powered by Wonderbox Technologies, allows you to input, store and update your credentials into a securely designed environment through ADA.org. This service also gives third-party payers, networks, hospitals and employers unprecedented access to download this information in one easy step.

By visiting ADA.org/credentialing, you can login using your ADA User ID and password to register your credentials. Information is prepopulated from the ADA database, Aptify, reducing the time it takes to fill out the initial application. Automated reminders notify you when your licenses are due to expire, assisting the administrative process and ensuring the data in the system is current and reliable for payers. The securely designed service houses user data, and verification of data will be available in the next phase of the project.

The ADA is engaging payers to become clients of this new service. Access for payers, networks, hospitals and employers is in the final development stages, and they will soon have the ability to subscribe to this service. By using the ADA Credentialing Service to register your credentials, the ADA can leverage your support to secure the participation of third-party payers. Visit ADA.org/credentialing to get started.



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Watch the how-to video below to learn how to easily register your credentials.



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Filling out credentialing forms can take hours. By having your necessary information on-hand, registering your credentials using the ADA Credentialing Service will take around 15 minutes.



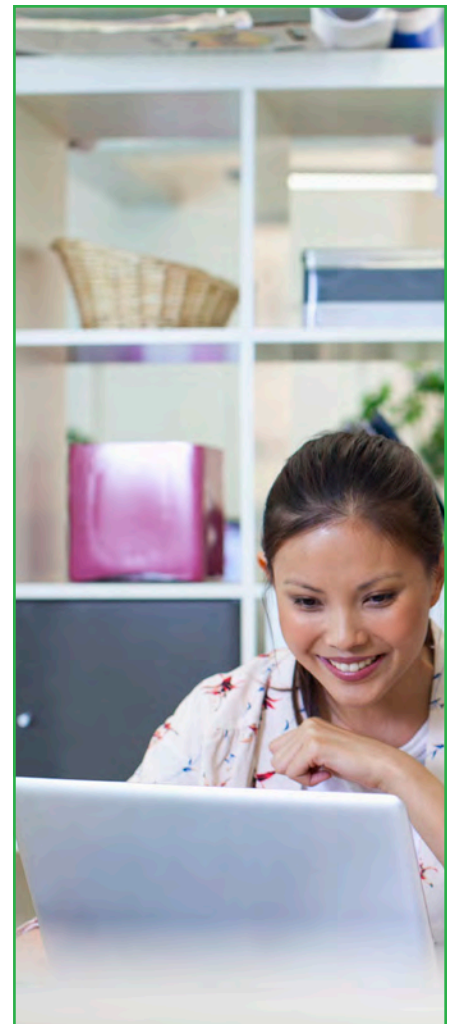
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VIDEO LINK <http://bit.ly/2dSFMnG>

FREQUENTLY ASKED QUESTIONS <http://bit.ly/2dEmhRS>



For more information

Both the ADA Member Service Center and Credentialing Services will be happy to help you. If you are looking for help with your ADA User ID, please contact the Member Service Center.

MEMBER SERVICE CENTER

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Email: mssc@ada.org

CREDENTIALING SERVICES

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ODA Leaders Meet and Thank Congressman Earl Blumenauer

RECENTLY SEVERAL ODA VOLUNTEER LEADERS met with Congressman Earl Blumenauer (D-Portland), who has been a longtime supporter of dentistry in Oregon and in the US House of Representatives. Congressman Blumenauer has been active recently on several issues, including:

- ▶ Co-sponsoring legislation in the current Congress to remove the mandate for dentists to enroll in or opt out of Medicare in order for their patients' prescriptions to continue to be covered by Medicare Part D Plans.
- ▶ Co-sponsoring a bill to enable graduate and professional degree student borrowers, including dental students, to take advantage of the interest rate subsidy offered to undergraduate students with federal Direct Subsidized Loans. 📍



Pictured left to right with Congressman Blumenauer: Dr. Juan Millan (Director of Pathology, Legacy Health Systems); Dr. Richard Garfinkle; Congressman Earl Blumenauer; Karla Green; Betsy Asai; Dr. Rick Asai; Barb Ferre; and Dr. Kurt Ferre.

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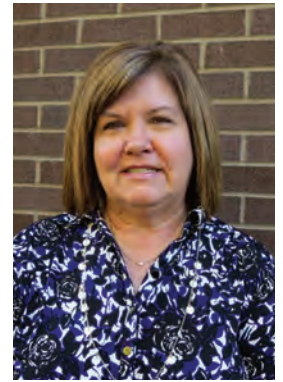
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Requesting Patient Records

This is one of the top 10 complaints by patients, and frequently asked questions by dental staff!



By Lori Lambright

ODA Member
Compliance Coordinator

503-218-2010, x104
llambright@oregondental.org

Q How long does an office have to provide dental diagnostic records upon request, and who can receive them?

A There seems to be much confusion surrounding this Federal HIPAA provision and the Oregon Board of Dentistry's ruling. Typically a patient will be told the dental office has 30 days to fill the request or the office does not have to provide records to the patient at all.

Federal HIPAA law requires a provider forward records to the patient, or to any other designated party of their choosing, within 60 days of a written request. A more stringent Oregon Law supersedes that, with 14 business days.*

An office should accept a request for records in writing, dates of service, and the designated party's name and address for delivery. If a patient is changing to a new dental provider, the existing office should send all records, not just the current year, and in that case, would not be required to keep the originals. Requested records should be of diagnostic quality either in physical or digital form. The Oregon Dental Practices Act also gives clear guidelines as to what fees an office can charge for copies. 📞
OAR 818-012-0032

**Note: The standard is if a state law is more protective of the patient, then it takes precedence over HIPAA. Conversely, if a state law is less stringent than Federal HIPAA law, then Federal laws control.*

For more information

- 🔗 www.oregon.gov/dentistry/docs/DPA_August_2014.pdf
- 🔗 www.hhs.gov/hipaa/for-professionals/privacy/guidance/access/index.html

This column is intended to help you to be better informed of the **rules** and **regulations** that are required of running a dental practice in Oregon.

Professionals helping other professionals...

If you are struggling with addiction or facing a crisis, confidential help is just a phone call away, please contact the Dentist Health & Wellness Hotline. ODA volunteers are on call, 24 hours a day to provide confidential, caring assistance for help in dealing with substance abuse and addiction, disability, litigation stress, and mental health challenges. ODA member dentists recognize the essential human dignity of all those who suffer from chemical dependency or mental disorders.

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Our services are available to all Oregon dentists and OHSU dental students in need of help, regardless of their affiliation with the ODA.



New FLSA Regulations Take Effect December 1, 2016

Reprint from www.cascadeemployers.com/news

ON DECEMBER 1, 2016, the much anticipated final regulations regarding employee classifications under the Fair Labor Standards Act (FLSA) and employee eligibility for overtime are scheduled to take effect. The following table shows a summary of the final regulations.

	RULES UNTIL NOVEMBER 30, 2016	FINAL RULE DECEMBER 1, 2016
Salary Level	\$455 per week (\$23,660 per year)	\$913 per week (\$47,476 per year) based on 40th percentile in lowest wage Census region
Highly Compensated Employee	\$100,000 per year	\$134,004 per year based on 90th percentile (does NOT apply in Oregon)
Adjustments	None	Every 3 years based on 40th percentile in lowest wage Census region. (First one January 1, 2020)
Bonuses	None	Up to 10% of the salary can come from non-discretionary bonuses, incentive payments and commissions. Paid quarterly.
Duties Test	Executive, Administrative, Professional	There are no changes to the duties requirements.

So what should you be doing now? To start, review all of your current exempt positions to determine if their salary will meet the new minimum requirement of \$913 per week (\$47,476 per year). If not, you have a few options:

- ▶ **Increase their salary by December 1, 2016 to maintain exemption.** Consider if a non-discretionary bonus or incentive plan could be included in their salary. Non-discretionary bonuses must be paid quarterly and cannot exceed 10% of their salary in the preceding 13 workweeks. If the employee doesn't earn the bonus or not enough to meet the \$913 per week threshold, you must make a catchup payment.
- ▶ **Switch them to hourly** (pay overtime, track hours, rest, and meal periods, etc.)
- ▶ **Keep them salaried, but they will still be non-exempt** (overtime, track hours, rest, and meal periods, etc.)
- ▶ **Reorganize workloads, schedules, spread out hours amongst staff.** Because these changes likely impact your overall compensation structure, now is a great time to have your structure assessed. With Oregon's new minimum wage rules that took effect this last July, this step is even more important for potential problems like wage compression and internal equity.

One final note, two lawsuits seeking to either delay or stop the rule from being implemented were recently filed in federal court. What this all means for employers is still unclear and largely depends on how the Department of Labor (DOL) chooses to proceed. The DOL may be able to convince the courts not to delay or enjoin the implementation of the rules. Even if able to do so, the issue may still drag on well beyond December 1. The DOL may also come to an agreement with the two groups about delaying the implementation to allow the courts to hear the cases. Either way, this is creating a lot of confusion for employers.

This column is intended to help you to be better informed of the **rules** and **regulations** that are required of running a dental practice in Oregon.

Here are a few things to consider.

- ▶ **Don't stop preparing for this change.** As of now, the regulations are still scheduled to take effect on December 1 and not preparing for them because you're hoping they won't take effect is not a good strategy.
- ▶ **If changes have not been implemented in your organization, don't change anything until December 1.** By then, there should be some clarity at least on whether implementation of the regulations will be delayed.
- ▶ **If changes have not been implemented, but have been communicated to employees who are expecting some changes, it's time to think about what to do** if the regulations are delayed or vacated and how this will be communicated with employees.
- ▶ **If changes have been made in anticipation of the new regulations, consider continuing as planned until it is clear if the regulations will take effect on December 1, if they will be delayed or if they will be vacated.** In any case, now is a great time to develop your strategy and communications plan for each of the three options.

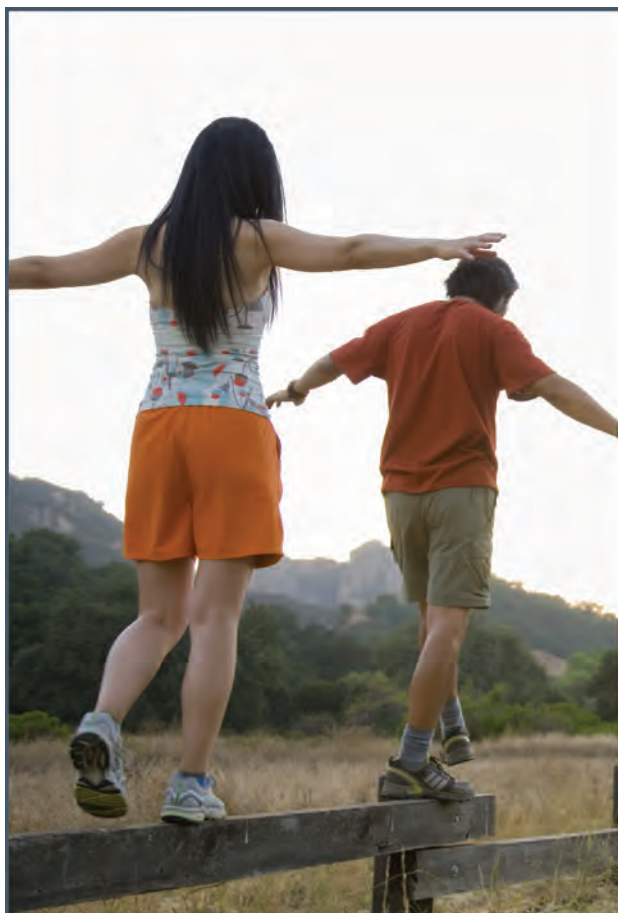
Cascade Employers Association will continue to monitor this as it unfolds. 🌐

Jenna is the General Counsel and Director of Compliance Services for Cascade Employers Association. Cascade Employers Association is an exceptional, membership-based resource for Northwest employers committed to developing a strong, vital workforce. We work with organizations who know a prosperous business is built on their people. Cascade offers a complete range of services—from hiring well, to training for excellence, to dismissing effectively. www.cascadeemployers.com

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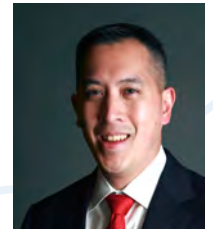
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Cyrus Lee, DMD



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What does your membership mean to you?

The main reason I joined the tripartite, and the membership benefit I enjoy the most, is the advocacy. When I was at OHSU, I was pretty heavily involved in ASDA at the chapter and national level, so I saw firsthand at that level the importance of advocacy. I really appreciate that we have organized dentistry making sure that our patients and our chosen profession is protected. Without the tripartite, we would have a vacuum in leadership and advocacy to our government and regulatory bodies, and as we all know, once we give up that space, others will step in to fill it. I strongly believe that dentists must be the advocates for our patients, and that's what my membership means to me.

What three accomplishments, personal and/or professional are you most proud of?

I've been very fortunate to have had many experiences personally and professionally. I'm very blessed to have three wonderful young children who teach me everyday how to look at things through the eyes of a child, which livens up my daily life. I also have coached high school basketball for many years, so I also get to see things through the eyes of a teenager, which of course, has its ups and downs, but has certainly prepared me for that day with my own! I'm proud to have served in our military and I wouldn't trade my experiences in OIF III for anything. It was an honor to serve over there and to organize and perform quite a few DENTCAP type missions in the Mosul area. And I'm very excited at the work I'm currently doing with Permanente Dental as part of the KP Dental program; we are about to open our first ever physically integrated Medical-Dental clinic, and it's exciting to be the lead clinician in that facility!

How does the ODA support you, your practice and your patients?

There are so many things the ODA does to support me, my practice, and my patients. Just one example is its leadership and advocacy in pushing SB 302, a fix in the Dental Practice Act which allows dentists to prescribe and Dental Hygienists the ability to prescribe within their scope. So in April 2015, the OBD approved temporary rules regarding adding prescriptive authority for dental hygienists back to the dental hygiene rules, so now. In a busy practice, it is so valuable to me every day that a hygienist be given back the ability to prescribe, for example, high fluoride toothpaste or antimicrobials to a patient who needs it.

Why do you love dentistry? I became a dentist because I like to solve problems. Before I became a dentist, the surgical and technical aspects of the field seemed to give a very tangible solution to helping people. Once I got to dental school, I learned there's a lot more to it, but that was the initial interest. I had also spent a little time before I started dental school teaching at an alternative high school in Chicago, and I really enjoyed that. The fact that there is a lot of teaching involved in dentistry (everyday in clinical care with your patients, and opportunities for more formal teaching in academic settings) made it all the more attractive to me.

What do you foresee for the profession of dentistry in the next 10 years?

Over the next ten years, I foresee even more integration of oral health with overall health, with dentists as integral members of a patient's health care team and much more seamless communication among members of the health care team. The merging of electronic dental records into the electronic health record is key for that in my practice, and I am very excited to be at the very forefront.

What is your greatest life lesson?

In college, I took an Intro to Philosophy course. It was a requirement, and I really wasn't too interested at first. However, I've really come to appreciate over the years the Greek philosopher Epictetus, and his idea that it is not what happens to you, but how you react to it that matters. That has really rung true time and time again.

What is the most valuable thing you did to enhance your career?

I chose to practice in the KP Dental Program with Permanente Dental and have been involved in leadership roles with Permanente Dental. The most valuable thing I've done so far has been to be the first dentist to attend a program called Medicine and Management, which is geared towards physician leaders in the Permanente Medical Groups. It's such a valuable program in equipping clinician-leaders with tools to take that next level of leadership, that we send two dentists every year now.

What do you do outside the office to stay balanced/for fun?

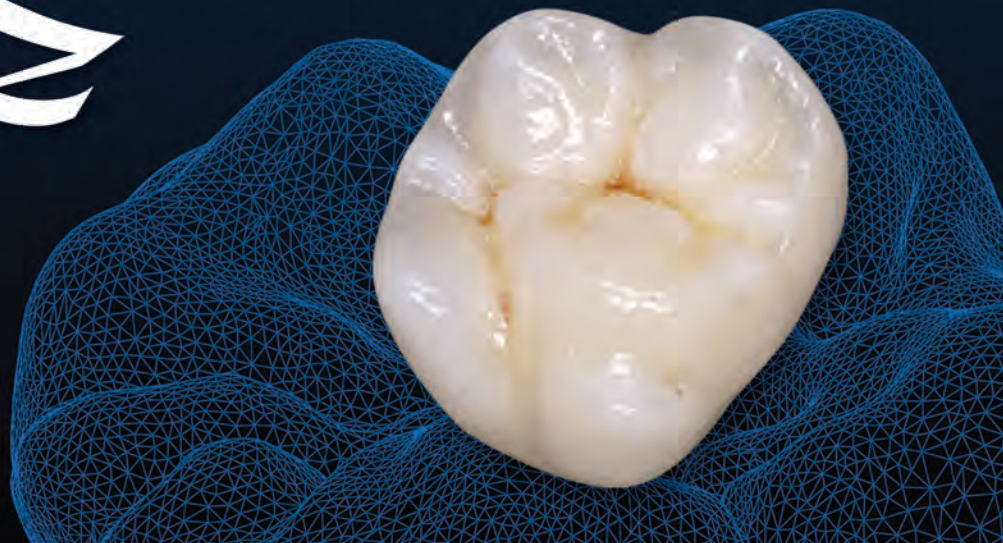
Outside of the office and family, I spend a lot of time coaching basketball at Madison High School in Portland. It's easily one of the most diverse schools in our state, and also 65% of the students are on free and reduced lunch assistance, one of the higher rates in the state. But again, it isn't about what happens to you, or where you're at, it's about how you react and what you're doing to get where you want to be. And that's a lesson I constantly incorporate as a coach, because the teachable moments and life lessons in sports are invaluable. 🏀



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Meeting Highlights

Friday September 30, 2016

- The Board participated in a public speaking training, led by public speaking coach Jan Powell.
- The Board voted to support ASDA in sending the DS4 past president and ODA Board representative to the ADA Annual Session.
- The Board reviewed the resolutions that will be brought to the 2016 House of Delegates in October.
- The Board approved meeting dates for the 2017 calendar year.
- Dr. Jill Price was appointed as the 2016 Speaker of the House.
- The Board voted to allocate money from the Board Designated Fund for custom workforce research for legislative and public relations efforts.



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2016 House of Delegates

ELECTION RESULTS

Jason Bajuscak, DMD
ODA Trustee, four year term

Weston Heringer, Jr., DMD
Leadership Development
Committee, three year term

Sarah Post, DMD
ODA Trustee, four year term

Deborah Struckmeier, DMD
ODA Trustee, four year term

Barry Taylor, DMD
Editor, three year term

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Steven Knapp
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Francis Allen, DMD
ADA Delegate at Large,
Marion and Polk

Hai Pham, DMD
ADA Delegate at Large,
Washington County

Barry Taylor, DMD
Editor, Multnomah



Left to right: Greggery Jones, DMD, MAGD (President); Bruce Burton, DMD (President-Elect); Jason Bajuscak, DMD (Trustee); Deborah Struckmeier, DMD (Trustee); Sarah Post, DMD (Trustee); Weston Heringer, Jr., DMD (Leadership Development Committee); and Barry Taylor, DMD (Editor).



Delegates during the ODA House of Delegates.

*ODA President, Greggery Jones, DMD, MAGD,
and ODA Past President, Joni D. Young, DMD*



State of the Association

From Outgoing President, Dr. Joni Young



HIGHLIGHTS...

▶ **With an emphasis on increasing member engagement throughout the state, 2016 has been the “year of the volunteer.” Some notable accomplishments include:**

- ◆ Support available to assist local societies in organizing meetings and providing quality education to our members
- ◆ A revamped Peer Review program and involvement in a vital member benefit. ODA was one of the first states to receive national recognition through ADA’s Peer Review Recognition Program for Best Practices
- ◆ Strong attendance and volunteer participation in our Oregon Dental Conference, with many exciting new offerings
- ◆ Increased volunteer and member support for our DFO’s Tooth Taxi program, which surpassed major milestones in care provided at schools around the state
- ◆ A revitalized New Dentist Council and Student Leadership at OHSU that have put on too many new programs to list—all with stellar attendance and energy that are moving the organization forward

▶ **ODA has a new dynamic strategic plan and refined focus. Our key issue areas are simple:**

- ◆ ODA member engagement adds valuable support and enhanced experience for our community
- ◆ Building Awareness—ODA is *the* trusted leader in oral health
- ◆ Ensuring we have the organizational capacity and resources to sustain programs and member service at an exceptional level

▶ **The composition of this year’s House is indicative of the success of our efforts with:**

- ◆ Over 20 first time delegates, many from societies who have not been represented in previous meetings
- ◆ Record student and resident attendance and involvement with 20 members from OHSU’s various programs
- ◆ Members from every practice model and almost every large group practice in the state
- ◆ Our Dental Foundation of Oregon staff and volunteers, our wonderful partners and thought leaders Moda Health/ Delta Dental of Oregon, and many invited guests who support our shared vision and efforts around the state
- ◆ A healthy dialogue and groundbreaking research from the HPI on the future of dentistry. There is great work being done in Oregon, as we are positioned as a national leader in healthcare integration 🌐



ODA Outgoing President, Joni D. Young, DMD presenting a Presidential Citation to Daniel D. Saucy, DMD.

I look forward to creating more wonderful moments to remember, with you and all the great people associated with the ODA.

Joni D. Young, DMD; Sarah Post, DMD; Michelle Crabtree, DS4; Jim Smith, DMD; Gary Templeman, DDS; and Deborah Struckmeier, DMD



LEADERSHIP & SERVICE PINS

LEADERSHIP

(completing term as council/committee chair, officer, or trustee)

Michelle Crabtree
Board of Trustees

Patrick Hagerty, DMD
DOPAC, Chair

Sarah Post, DMD
Board of Trustees

Jim Smith, DMD
Leadership Development
Committee, Chair

Deborah Struckmeier, DMD
Board of Trustees

Gary Templeman, DDS
Annual Meeting Council, Chair

Dr. Joni Young, DMD
Board of Trustees, President

SERVICE

(completing term as council/committee member)

Andrea Beltzner, DMD
New Dentist Council

Daniel GaRey, DDS, MS
Peer Review

Richard Gilmore, DMD
Peer Review

Steven Gold, DDS
Annual Meeting Council

John Hall, DMD
Peer Review

Paul Hansen, DMD
DOPAC

Weston Heringer, Jr., DMD
Leadership Development
Committee

Anna Knecht, DMD
Annual Meeting Council

Jean Pacewic, DMD
Annual Meeting Council

Randy Wooton, DMD
Peer Review

Statewide Dental Director Bruce Austin, DMD, LMT, and House Speaker Tina Kotek



OHSU Students



James Edwards, DDS; Steven Knapp, DS3; and Dennis Nicola, DDS

President's Address

From Incoming President, Dr. Gregg Jones



HIGHLIGHTS...

Oregon's Continues to be Unique Today

Our state is even more progressive and proactive than ever, keeping us firmly on the leading edge of dentistry in this country.

We are a leader in providing care to those underserved in our community with programs like the Mission of Mercy—we were the first on the West Coast, and we remain one of the most active, with over 1,400 volunteer health care professionals serving just under 10,000 patients since 2010. We have many members constantly volunteering on the DFO's Tooth Taxi and in community clinics throughout the state. This is who we are!

Looking Ahead

Ken Yates, our new director of government affairs, has said this could be a "very challenging" year in the Oregon legislature. By being active and aggressive in securing progressive law, Oregon has been instrumental in shaping the future of health care delivery in the country—and this year will be no exception! The ODA stands ready to protect and advocate for the interests of our membership and the public, as critical new health care issues and a looming budget crisis come before our legislators. This is who we are!

Why Join ODA?

Some benefits of membership are obvious. One of the greatest, as you know, is the Oregon Dental Conference. With some 7,000 attendees and over 60 speakers, the ODC is indeed a flagship association meeting—certainly the best in the west—is another shining example of Oregon leading the way for our profession. This is definitely who we are!

Membership gives us so many things—but what's most valuable is the intangible benefit—the one that runs beneath all these activities.

We have a very unique Board of Trustees—again unique by any state's standards... do you realize that in most states the BOT is seen as a status level of long term members? Not here, for we are active and purposeful in having a diverse board consisting of representatives from all facets of dentistry in Oregon: students, faculty, new graduates, male and female, ethnic groups, specialties, every practice and large group setting. There are no barriers!

We want—no—we *need* input from you, and your colleagues around the state. With greatness behind us, and tremendous motivation within us, the time to act is now. Together, we can accomplish the task ahead.

Because this is who we are! 🎯

LIFE MEMBERSHIP

The following members were approved for life membership for the 2017 membership year. We thank them for their dedication to organized dentistry.

Central Oregon Dental Society

John A. Holpuch, DDS
Wayne T. Schultz, DDS

Clackamas County

Kent D. Lee, DMD
David E. Doyle, Jr, DDS

Clatsop County

Philip J. Bales, DMD
James H. Tyack, DMD

Lane County

George A. McCully, DMD
Douglas N. Dow, DMD
Mark A. McNeil, DMD

Mid-Columbia Dental Society

David V. Taylor, DMD

Multnomah Dental Society

D. Rick Wilson, DDS
Robert W. Southworth, DMD
Gail L. Nakata, DMD
George D. Harris, DMD
Matthew A. Haehlen, DMD
James W. Toothaker, DDS

Rogue Valley Dental Society

Mart D. Erickson, DDS

Southern Oregon Dental Society

Gary J. May, DMD

Southern Willamette Dental Society

Steven C. Weintraub, DDS
John S. Bugni, DMD
Craig G. Morton, DMD
John E. Palmer, DMD

Umpqua Dental Society

Mark R. Driver, DMD

Washington County

Victoria N. Moore, DMD
Melvin L. Matsuda, DDS
Bart W. Ekren, DDS
Daniel E. Blickenstaff, DDS
Mark A. Coussens, DMD



HOD Resolutions Report

👍 BOT-1-16: PASSED

At their July 28, 2012 meeting, the ODA Board of Trustees felt that, as the cost of living continues to increase and in order to provide the same level of valuable programs, an annual dues increase should be instituted. At this meeting, the Board moved that the ODA would annually increase dues by the Portland Consumer Price Index (CPI) as of the end of the previous year. The 2015 End of Year CPI is 1.1%, which translates to a \$7 dues increase.

👍 BOT-2-16: PASSED

The American Dental Association (ADA) has promoted the Community Dental Health Coordinator (CDHC) program to train workers who perform outreach, community education, and preventive services in their community. This program is part of the ADA's "Action for Dental Health" initiative, and is currently working in eight states.

ODA and other stakeholders have been in discussions for two years to bring the program and training to Oregon through direct education and a sponsoring dental assisting and/or hygiene program. The ODA Board of Trustees have reviewed the program curriculum, approach, and progress through a series of presentations and discussions to date, and would like to propose that the 2016 House of Delegates endorse the CDHC Program and support implementation in the state of Oregon.

👍 LDC-1-16: PASSED

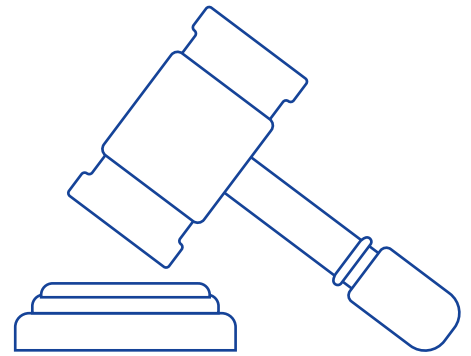
With the insights gained at the ADA House of Delegates proving to be a valuable resource for the editor in past years, the Leadership Development Committee suggest a change in the ODA bylaws to make the editor an ex-officio alternate delegate to the ADA House.

👍 LDC-2-16: PASSED

ODA bylaws currently mandate that the annual House of Delegates meeting be held in either September or October of each year. In order to allow more flexibility for future years, the Leadership Development Committee believes that removing this restriction would be beneficial moving forward.

👍 LDC-3-16: PASSED

Due to a medical leave of absence, the Oregon Dental Association never had the opportunity to honor Ms. Fletcher's 22+ year career and work for the dental community. In sincere thanks and appreciation of her years of service, the Leadership Development Committee would like to recognize her with an Honorary Membership to the ODA.



👍 MULT-1-16: PASSED

Starting with the graduating class of 2015, the ADA placed all graduates into a new provisional membership category. Provisional membership is a direct category of ADA membership for dentists who have not yet been licensed or have not established a place of practice and are therefore not eligible for tripartite membership or any other direct membership category. The overall goal is to provide these new graduates with ongoing member communications, assisting them in transitioning to tripartite membership once they are licensed and practicing. Dentists may remain provisional members for up to a two year period.

Multnomah Dental Society proposes that the ODA amend their bylaws to allow for student provisional members to be converted to full tripartite membership, at the end of the two year grace period, without completing and submitting a membership application.

👍 MULT-2-16: PASSED

The ODA adopted the current graduated dues program in 2007. Currently, eight out of the sixteen local component societies within Oregon offer graduated dues in some capacity. The remaining eight do not offer a discount of any kind. This inconsistency in dues structure makes for a multitude of new member experiences dependent upon practice location, instead of a unified approach throughout the state fostering inclusiveness and engagement of new graduates.

Multnomah Dental Society proposes that all sixteen component societies be encouraged to amend their bylaws and adopt the graduated dues program (0%, 25%, 50%, 75% schedule) in alignment with the ODA and ADA.

👍 RCASDA-1-16: PASSED

ASDA brought forth a resolution regarding licensure. After amendments by the reference committee and delegates from the floor, the following resolution was passed:

Resolved, that Oregon Dental Association supports the removal of the current live patient examination for licensure with endorsement of licensure upon graduation from a CODA accredited dental school. 🗳️

In Memory

John Say, DMD

April 20, 2016
Central Oregon

John Dickson, DMD

April 27, 2016
Clatsop County

**Edward Zarosinski,
DMD**

May 30, 2016
Klamath County

Thomas Tucker, DMD

August 13, 2016
Klamath County

Glen Durham, DMD

February 15, 2016
Marion and Polk

Ray Gaulke, DMD

January 17, 2015
Mid-Columbia

William Dietz, DMD

May 9, 2012
Multnomah

**Joseph Schwartz,
DDS, MSD**

April 23, 2016
Multnomah

James Benson, DDS

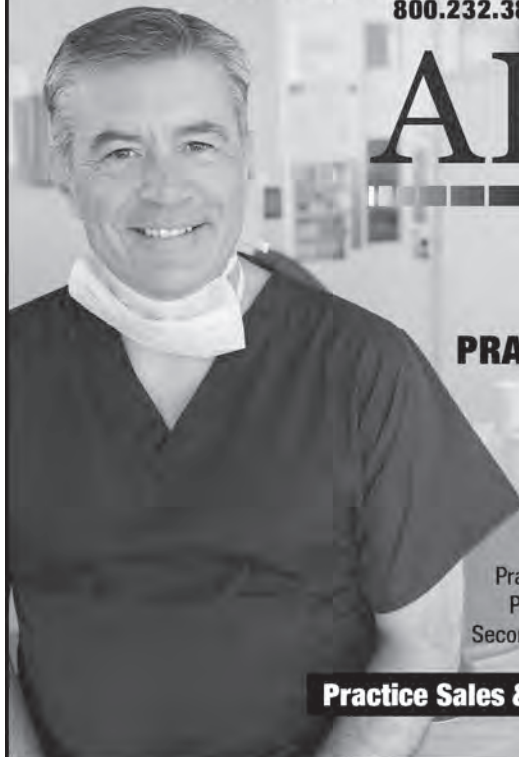
December 23, 2015
Southern Oregon

Roger Sims, DDS

February 29, 2016
Southwestern Oregon

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Central Oregon – Collecting about \$900,000 with excellent net income. 2,600 sq. ft. office with 6 operatories. 50% hygiene & exams. No OHP. Dr. retiring.

Eugene – Collecting over \$500,000 with an excellent net income. 1,200 sq. ft. office building on a high-traffic arterial with 3 operatories. 43% hygiene and exams; 40% crown & bridge. All endo and OMS procedures referred out. Dr. retiring.

Eugene – Collecting about \$600,000. There are two dentist operatories plus two shared hygiene operatories. Shared 3,000 sq. ft. office. All endo and most OMS procedures are referred out. Dentist working three days per week. Dr. retiring.

Springfield (SALE PENDING) – Collecting about \$500,000. Modern 2,300 sq. ft. office with 5+ Adec operatories. All digital. 53% hygiene and diagnostic. Endo, OMS, and removable pros referred out. Dr. relocating.

Eugene Area – Good satellite possibility about 20 minutes from Eugene. Collecting about \$230,000. Modern 2,100 sq. ft. office with 2 equipped + 2plumbed operatories. Dr. relocating.

Northern Oregon Coast – Practice collecting over \$700,000 with an excellent net income. 1,700 sq. ft. office building on a major arterial with good visibility to traffic flow. 60% hygiene & exams; 34% operative. Digital x-ray. Dr. retiring.

Perio Practice Hawaii – Exceptional ocean views from operatories. Contact me for details.

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Shauna Pier DDS (Mt. Angel) & Scott Andrews DMD

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Welcome Jacki Gallo!



THE DENTAL FOUNDATION OF OREGON IS EXCITED TO WELCOME JACKI GALLO as our new Executive Director. Jacki is a native Oregonian who has spent many years as a consultant, cultivating and partnering with boards to develop goals, objectives and operational plans. Jacki earned her Bachelor of Arts degree at Lewis and Clark College with a major in Political Science and a minor in Communications. She received her Juris Doctorate (JD) at the University of Oregon School of Law. In addition, Jacki has a Master's in Tax Law (LLM) from the University of Washington School of Law.

Jacki is very excited to join the DFO. "I have a strong passion to help improve the lives of children. Without proper dental care, the pain and health risks children face are detrimental to their success. It is my hope that by providing dental care and advocacy for the underserved children of Oregon, their lives will be enriched and they will be set up for success."

Jacki was the Project Manager and Chief Executive Officer for Stephen's Place (an assisted living community serving developmentally disabled, semi-independent adults). She was chair of the American Cancer Society's annual gala last year raising over \$400,000. She also was involved with the Knight Cancer Challenge, serving as a member of the Knight Cancer Council, and OHSU's Planned Giving Council. She advocated for and helped The Knight Cancer Institute raise the \$500,000,000 goal, which was completed in twenty-two months. Jacki is part of the steering committee for Medical Teams International's annual fundraiser, The Great Adventure. Currently, Jacki is the founder and President of The Gallo Group, LLC, which provides comprehensive family office consulting services to high-net worth families, as well as to private charitable foundations. 🌟

Jacki lives in Beaver Creek, Oregon with her husband and two daughters. Her other interests include marathons for cancer awareness, water and snow sports, and spending time with her family.

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OHSU Resident Happy Hour

ON SEPTEMBER 28, with the support of ODA Resident Liaison Amelia Stoker, DMD, the ODA hosted its first ever all resident happy hour at McCormick & Schmick's Harborside at the Marina. OHSU and Veteran Affairs residents came together for a bite, beer and fun night of connecting with colleagues. Two lucky residents left the event with their very own Molar Movement scarf and the ODA was delighted to welcome five new residents into graduate student membership during the event. 🍷



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Risk Analysis—A New Approach

By Lorne Lavine, DMD, A+, Network+, Certified HIPAA Security Professional

AS ANY OFFICE that is moving towards HIPAA compliance knows, there are a significant number of rules and regulations that must be followed in order to meet the new laws. Many offices will tend to focus on some of the more tangible and easy-to-implement rules, such as backup and disaster recovery, encryption, encrypted email, antimalware software, and firewalls. However, this is often a classic case of putting the cart before the horse! The reason is that if your office is ever audited, the first thing the auditor will ask for is a copy of your Risk Assessment and Risk Management plan—something that few offices have in place.

While HIPAA doesn't specifically have exact guidelines on how to perform that risk assessment, it is my opinion that many offices are doing them in a way that would not pass muster with a HIPAA auditor. Keep in mind that if your risk assessment is either missing or inadequate, the rest of your HIPAA audit will likely go from bad to worse, you'll want to make sure you have proper documentation long before the auditor shows up for that first visit.

The Office of Civil Rights oversees the HIPAA program. In 2012, a series of 150 random audits were performed and the results tabulated and reviewed. To nobody's surprise, the results showed that many practitioners were not adequately meeting the HIPAA standards. In an attempt to increase compliance, the number of random audits was increased to 1200 for 2016, the first round of these audits was sent out on July 11.

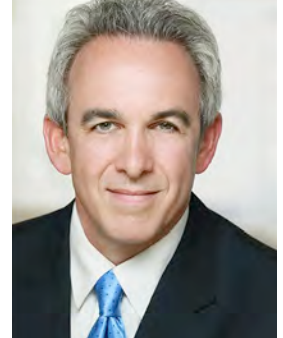
One of the critical areas of concern that was discovered in the audits was the absence of a risk assessment. Most dentists understand this concept as it relates directly to how we treat patients. When a patient comes to your office the first time, you must perform a series of diagnostic tests to determine what pathology or other issues exist, and based on those tests, you can then develop an appropriate treatment plan. Well, HIPAA compliance works the same way: how can you take the necessary steps to get compliant unless you know which areas you are not compliant in? This is exactly what a Risk Assessment accomplishes: it identifies where the practice is at risk, so that you can then develop a plan to mitigate this risk.

The challenge for many offices is that there are three specific areas where practices can be at risk, and all of these have to be evaluated. The first is Physical. Are your computers locked down? What about the charts? Is there an alarm system or monitoring? Secondly, there is Administrative risk. Do you have systems in place to notify patients in the event of a breach? Have you adequately trained your staff? Do you have Incident reports filed properly? Finally, the one that most people focus on, is Technical risk. Do you have firewalls in place? Antivirus software? Are your backups meeting HIPAA regulations? Is everything encrypted?

Risk assessments can take many forms. While it is certainly possible to do it online and over the phone with a company that knows what they are doing, there is no doubt that an onsite evaluation is the most comprehensive and efficient way to handle this.

Another caveat: if you perform a risk assessment, and decide to do nothing about it, you are actually at risk of even HIGHER fine and penalties. HIPAA has four different classifications of fines, and the highest level are for what they determine to be "willful neglect". Meaning, you knew about the problems but chose not to do anything about them. In other words, if you commit to a risk assessment, be prepared to follow the process through to the end. Willful neglect fines can go as high as \$1.5 million for each type of offense! This is not something you want to have happen to your practice.

I would encourage all dental offices to evaluate how they have conducted their Risk Assessment and decide if further analysis is needed. OCR demands that a risk assessment be completed on a "periodic" basis, in my opinion, this should be done yearly, and even twice a year if possible. 🎯



Want to Learn More?

Dr. Lavine is presenting on **Thursday, April 6**, at the 2017 Oregon Dental Conference.



Mark your calendar and plan to attend!

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SPACE AVAILABLE/WANTED—Dental Office for Sale/Lease in Aurora, Oregon, off 99E. Newly remodeled stand alone 1,100 square feet building. Fully equipped 2/3 ops, office, w/d, move-in ready. Perfect for new or established satellite practice. 503-370-2581; larissa@hancockre.com.

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EASTERN OREGON—30+ YR GENERAL DENTIST RETIRING. 1400SF bldg avail also, great location. GR-\$382,000. Contact Henry Schein Professional Practice Transitions Consultant, Blaine Brown, blaine.brown@henryschein.com, 208-841-4598. #OR104.

ROGUE VALLEY, OREGON GENERAL PRACTICE Collections of 1.2M+, steady flow of new patients. High tech, fully digital, 3D imaging, hard/soft tissue laser. Excellent account receivable management. Doc owns building, will sell or lease. Asking price 815,000 (includes Acct Rec). Contact dentalpracticesale111@gmail.com or Randy Wadsworth at MyModaSolution@gmail.com or 503-475-0000.

G/P PRACTICE FOR SALE IN BEND, OR. Annual collections of \$375,000 on a 3-day work week. 3 fully equipped operatories plus one plumbed for equipment. Professional trained staff will assist with the transition. Well established practice that has been in the same location for over 16 years. Seller owns the building and would be willing to sell at time of practice sale or give a right of purchase. Building is located in a great location with great visibility on a very busy street. Practice has digital X-rays plus a CAT scan. Contact: Buck Reasor, DMD; Reasor Professional Dental Services. info@reasorprofessional.com. 503-680-4366.

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Course content is appropriate for all members of the oral health care team and appears to meet the Oregon Board of Dentistry's requirement for continuing education (CE) in medical emergencies for the renewal of a dental or dental hygiene license. In addition, this course may also be counted towards the CE requirements to renew an anesthesia permit.

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BOISE AREA – Partner wanted for wonderful G/P. On track to collect \$900K+ in 2016. 5 ops, digital x-rays and more. Associate is working the practice; poised for growth!

NEW! TUKWILA, WA – Well established G/P practice collecting around \$900,000 with great potential for growth. Newly appointed office boasts 4 ops, pano, Dextrix, digital x-rays and more. **PENDING**

KETCHIKAN, AK – 100% fee-for-service G/P collecting \$600K. 4 ops updated about 5 years ago. Long established practice in a wonderful community!

ANCHORAGE, AK – Excellent practice collecting over \$900K. 100% fee-for-service! Practice has Prosthodontic emphasis but the production mix is varied.

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NEW! ANCHORAGE, AK – Well appointed G/P collecting around \$800K. 5 ops, digital x-rays, pano and newer equipment. Wonderful South Anchorage location! Motivated Seller! **PENDING**

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