

Membership Matters

A publication of the Oregon Dental Association • September 2023



866 348-3800 Since 1996 www.mydentalbroker.com info@mydentalbroker.com

Are you thinking you may want to buy a practice some day? Call us, we will walk you through the preparatory stages:

- 1. Establish a banking plan. Find out what you qualify for now and what you may choose to do to prepare your portfolio.
- 2. How much debt is too much debt to buy a practice?
- 3. How to review the financial analysis of an opportunity and learn to prepare ownership projections and budgeting.
- 4. Due Diligence. What information do you need and what to look for.
- 5. The advertising plans. Can you grow a practice quickly? How much will an advertising program cost?
- 6. The letter of Intent. Understand the process of successfully submitting an offer on a practice.
- 7. What is the best way to retain the patients and the staff in a transition.

We are a proud, family owned brokerage with over 25 years experience in facilitating successful transitions. Consider working through this with us now to be better prepared and plan for when and if the time comes to own. There is no fee for this process. Whether you buy a practice through our brokerage firm or not, this will help you prepare. This may also be a significant help in deciding what you may want to look for in a practice and to be ready when that right one comes along. Call us today to get started!

The brokerage team that works and resides in Oregon:



Broker adam@mydentalbroker.com (541) 520-5507 Adam Bratland



President/Broker paul@mydentalbroker.com (866) 348-3800 Paul Consani



VP/Broker joe@mydentalbroker.com (503) 858-5350 Joe Consani



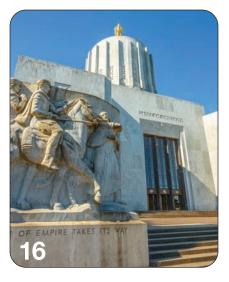
INSIDE THIS ISSUE

FEATURES

- 16 DENTISTS WIN INSURANCE TRANSPARENCY IN 2023 LEGISLATIVE SESSION
- 21 THE ODA WELCOMES INCOMING RESIDENTS
- 22 ODA COMPONENT HIGHLIGHTS
- 24 LONGSTANDING ODA MEMBER AND FORMER TRUSTEE AWARDED THE ACADEMY OF GENERAL DENTISTRY'S DR. THADDEUS V. WECLEW AWARD

DEPARTMENTS

- **5** GUEST EDITORIAL
- 7 NEW MEMBERS
- 9 EVENTS AND EDUCATION
- 13 BOARD OF TRUSTEES MEETING HIGHLIGHTS
- 15 MEMBER BENEFIT OF THE MONTH
- **26 CLASSIFIED ADS**
- 26 INDEX TO ADVERTISERS



Connect Online

- Oregon Dental Association
- OregonDental channel
- Oregon Dental Association (private group)
- @oregondental

Membership Matters accepts original submissions for publication from member dentists. For viewpoint articles, please limit to 800 words. For clinical articles, please limit to 1,600 words. Membership Matters is not a peer review publication. Publication of any article is at the discretion of the Editor. Please disclose any financial interests you may have in products or services mentioned in your article. Email ODA staff at info@oregondental.org with any articles or questions.

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.



3

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

PUBLISHED AUGUST 2023/ODA-K0823 Membership Matters (ISSN 1082-4111) (USPS-905060) is published monthly (except January, July and October) by the Oregon Dental Association, 8699 SW Sun PI, Wilsonville, OR 97070. All statements of opinion and of alleged fact are published on the authority of the writer under whose name they appear and are not to be regarded as the views of the ODA or its subsidiaries or affiliates. Subscription to Membership Matters is a member benefit of the Oregon Dental Association. The annual subscription rate for nonmembers is \$40. Single copies may be purchased for \$5 each.

Advertising. The acceptance of advertising for publication in *Membership Matters* should not be construed as endorsement by ODA of the advertiser or of the product or service being advertised. For advertising rates and information, contact Robyn Mourant at 1-800-796-2638, ext. 4324, or rmourant@naylor.com.

The entire contents of this publication are copyrighted by the Oregon Dental Association, 2023. All rights reserved. No part of this publication may be reproduced, reprinted, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise without the prior written permission of the editor and the author.

Periodicals postage paid at Wilsonville, Oregon, and at additional mailing offices. POSTMASTER: Send address changes and all correspondence to: 8699 SW Sun PI, Wilsonville, OR 97070; 503-218-2010 or 800-452-5628 (toll-free in Oregon).

Published by NAYLOR 550 SW 2nd Avenue, Gainesville, FL 32601, Tel: 800-369-6220 www.naylor.com, **Publisher** Marbella Miller **Editor** Russell Underwood **Layout and Design** Manish Dutt Sharma

COVER IMAGE: ISTOCK.COM/ZRFPHOTO

Protecting dentists. It's all we do:

tdíc.

At **The Dentists Insurance Company**, our name is our promise. Practice with the confidence that you're covered by TDIC, and our singular focus is you.

Unique understanding of dentists' needs
Unmatched experience and proven expertise
Earned dental association endorsements
Comprehensive coverage at a fair price
Rated A by AM Best for 29 years in a row

See the difference at tdicinsurance.com.



Endorsed by



oregon dental



GUEST EDITORIAL

Professional Conduct for Our Professional Organization



By Bruce Burton, Chair of CEBJA

OUR BOARD OF TRUSTEES AND EXECUTIVE DIRECTOR have done

a wonderful job expressing why it is time for urgent and widespread change for the American Dental Association. The changes for the Tripartite (what I like to call TEAM ADA) that is made up of the component, constituent (state) and national organizations will be exciting and challenging. Going forward, we, as members of the ADA, will be discussing the changes put forward by the Trustees, the Strategic Forecasting Committee and the Councils. We, your teammates on the Council on Ethics, Bylaws and Judicial Affairs (CEBJA) want to encourage everyone that we should all look at everything through the lens of our Principles of Ethics and Code of Professional Conduct ("Code of Professional Conduct") and the ADA Member Conduct Policy (https://www.ada.org/about/ principles/code-of-ethics).

Per the Principles of Ethics and Code of Professional Conduct; the five principles of ethics are 1) Patient Autonomy "Self-Governance," 2) Non-Maleficence "Do No Harm," 3) Beneficence "Do Good," 4) Justice "Fairness," and 5) Veracity "Truthfulness." It is extremely critical that we all live by these principles so that dentistry remains a profession and does not become a trade. The public trusts dentists to self-regulate to a large degree, and it is imperative we continue to live up to this responsibility. The vision for CEBJA is to enhance the ethical conscience of dentists by promoting the highest ethical and professional standards in the provision of oral health care to the public. We need your help to achieve our goal by fulfilling this vision.

The Code of Professional Conduct and the ADA Member Conduct Policy address how we as dentists interact with our patients and also with each other in a respectful and safe manner. During the four years I have been on the Council, I have witnessed increased breakdowns in how we engage fellow leaders at the constituent and component levels. All ADA members are obliged to follow the Code of Professional Conduct as members of the ADA. We encourage constituent and component society volunteers to consider the ADA Member Conduct Policy (available on page 153 of the ADA Current Policies book at https:// www.ada.org/-/media/project/ ada-organization/ada/ada-org/ files/about/governance/current policies.pdf?rev=f8a6561f9da4421

387a6c8c982a118f8&hash=9DED0 F70F6E09C155240BBF6007A4B70)

if they have not done so already. It is a great reminder of how we should conduct ourselves as leaders and teammates. If unhealthy conflict happens, the Code of Professional Conduct and the Member Conduct Policy provide a baseline for what is acceptable and what is not. If you would like any help with this, just let CEBJA know. Contact us via email at cebja@ada.org.

A quote from football coach Chip Kelly of the UCLA Bruins (who I have to admit I liked a lot more when he coached the Oregon Ducks):

"If you are not going to say it, who is? Sometimes, that excuse of 'Well, I'm not a vocal guy' is your excuse of being selfish. To be a leader, you have to serve. You have to be able to get out of your comfort zone. Maybe you don't like talking in front of a group. But that's what this team needs. Are you willing to do that to get us to compete at the level we have to?"

As we navigate the changes ahead for our organization, I hope all of us will speak up and move beyond our comfort zone. I ask that we let our *Principles of Ethics and the Code of Professional Conduct* and ADA Member Conduct Policy provide us with a guiding ethical lens while we take advantage of the opportunity to change TEAM ADA for a brighter future.

5

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.



\$50 OFF
your first case & SEE
the Difference!

Z-Brux[™]– 100% full-milled, high translucency Zirconia restoration...with no porcelain overlay resulting in no porcelain fractures!

- Less than half the price of a gold crown
- Aesthetic alternative to gold restoration and PFM
- 1250 MPa flexural strength
- Excellent marginal fit
- Conventional chamfer prep and cementation
- Works well with limited occlusal clearance
- Single units to full roundhouse for frames and full contour

Dr. Seth Monson

Crowns fit A+ and Steve/Eric are amazing on the customer service side!



Send your digital cases today

Assured Dental Lab®

877.283.5351 www.assureddentallab.com

Quality Products at Amazing Prices. Case after Case.

UP FRONT

Welcome New ODA Members

WELCOME TO OUR NEWEST MEMBERS! Please reach out to these new members and welcome them into the ODA community.

Brennan Bahnson, DMD

Southern Willamette Dental Society

Pamela Butler, DMD

Multnomah Dental Society

Christian Fowler, DDS

Rogue Valley Dental Society

Justin Gonzales, DMD

Clackamas County Dental Society

Andy Higgins, DMD

Marion Polk Dental Society

Mai Jones, DMD

Yamhill County Dental Society

David Luc, DDS

Multnomah Dental Society

Audrey Mikkelson, DMD

Marion and Polk Dental Society

Jacob Roper, DDS

Rogue Valley Dental Society

Katherine Sonoda, DMD

Washington County Dental Society

Carmel Townsend, DDS

Rogue Valley Dental Society





CUSTOM DENTAL PROSTHETICS, INC



All dental products made in house.

Your partner in providing all the services needed for an optimal treatment plan for your patients.

We are focused solely on the production of removable and implant prosthetics.

We use the finest material, providing practical solutions on proven impression techniques including digital scans, measuring procedures and aesthetics for everything from simplest functional dentures to the most advanced overdentures and hybrids with precision attachments!





Events & Education Component CE Calendar

CONTINUING EDUCATION

Calendar provided by Mehdi Salari, DMD

This calendar is current as of August 9, 2023.

Please visit the host dental society website for the most up-to-date information.

Date	Dental Society	Course or Event Title	Speaker	CE	Location	More Information
09/14/23	Lane	Hop Valley Dentist Social	-	-	Eugene (Hop Valley Brewing Co.)	Register: www.bit.ly/LCDSEVENTBRITE
09/14/23	Multnomah	Fall Kick Off Tailgate Event - Multi-Component Event	-	-	Wilsonville (ODA Parking Lot)	Register: www.multnomahdental.org
09/14/23	Southern Oregon	Integration - a deep dive into the modern dental laboratory	Mark Hiddle	2	Medford (West Orthodontics)	Info/Register: sodentalsociety@gmail.com
09/21/23	Central Oregon	Complex Mechanics: How to Manage Teeth & Implants Over Time	Kimberly Schlam, DMD, MS	2	Bend (Riverhouse Convention Center)	Info/Register: drjessicahenderson@gmail.com
10/06/23	Lane	Improve the Health of Your Practice Mini-Conference	Dr. Joshua Austin, Dr. Brian Holmes & Dr. Michael Shirtcliff	5.5	Eugene (Lane Community College)	Register: www.bit.ly/LCDSEVENTBRITE
10/12/23	Southern Oregon	Pearls for Exodontia & Infection	Dr. Bryan Clevenger & Matt Myers	1	Medford (West Orthodontics)	Info/Register: sodentalsociety@gmail.com
11/09/23	Multnomah	New Dentist Social	-	-	TBD	Register: www.multnomahdental.org
11/16/23	Southern Oregon	Extraction versus Non-Extraction Orthodontic Treatment	Dr. Dana Schmidl & Dr. Keyon Botsford	1	Medford (West Orthodontics)	Info/Register: sodentalsociety@gmail.com
12/08/23	Lane	Refreshing Your Pediatric Dental Knowledge and Skills	Dr. Greg Psaltis, DDS	6	Eugene (Lane Community College)	Register: www.bit.ly/LCDSEVENTBRITE
12/13/23	Multnomah	3D Imaging Interpretation: You only see what you know	Saulo Sousa Melo, DDS, MS, PhD	2	Portland (OHSU-SOD)	Register: www.multnomahdental.org
01/11/24	Lane	Peri-Implantitis	Dr. Brad McAllister	2	Eugene (Lane Community College)	Register: www.bit.ly/LCDSEVENTBRITE
01/17/24	Multnomah	Cultural Competency	Chris Verbiest	2	TBD	Register: www.multnomahdental.org
02/09/24	Lane	Infection Control	Healthcare Compliance Associates	2	Eugene (Lane Community College)	Register: www.bit.ly/LCDSEVENTBRITE
02/09/24	Lane	Cultural Competency	Healthcare Compliance Associates	2	Eugene (Lane Community College)	Register: www.bit.ly/LCDSEVENTBRITE
03/14/24	Lane	Retirement Planning Strategies for Dentists	Nathan Ricks, CFP, MS	2	Eugene (Lane Community College)	Register: www.bit.ly/LCDSEVENTBRITE
04/19/24	Lane	Soft Tissue & Radiographic Pathology	Dr. Bryan Trump	4	Eugene (Lane Community College)	Register: www.bit.ly/LCDSEVENTBRITE
05/10/24	Lane	LCDS Golf Scramble	-	-	Junction City (Shadow Hills Country Club)	Register: www.bit.ly/LCDSEVENTBRITE
05/15/24	Multnomah	Table Clinics	-	2	TBD	Register: www.multnomahdental.org
06/11/24	Lane	Retiree Luncheon	-	-	TBD	Register: www.bit.ly/LCDSEVENTBRITE
10/18/24	Lane	Suturing for Success: (Hands-on, Limited to 30 people)	Dr. Nabeel Cajee	2	Eugene (Lane Community College)	Register: www.bit.ly/LCDSEVENTBRITE
12/06/24	Lane	Advances in Dental Pharmacotherapy	Karen Baker, RPh, MS	3	Eugene (Lane Community College)	Register: www.bit.ly/LCDSEVENTBRITE

Find this calendar online at **www.oregondental.org**. Click "Meetings & Events" > "Calendar of Events".

Looking for additional ways to get CE? The American Dental Association has a large collection of webinars and on-demand video learning opportunities available, many of which are free to members. Visit **adaceonline.org** to catch up on the latest offerings on your own schedule.

Non-Engaging Custom Abutments with Angled Screw Channels



Alex Rugh, CDT Team Leader Education, O'Brien Dental Lab

Creating a screw retained bridge requires abutments that don't have an anti-rotational element on the interface. Unfortunately, the vast majority of custom abutments are not available with that type of connection.

Even when bridge abutments are offered, it's extremely rare for them to also have the capability of angling the access hole. Additionally, most of the options that are available are stock parts, so we have no control over the emergence profile or height of the abutment.



There is, however, a company that does offer non-engaging custom abutments for all of the major implant systems. And better yet, we can design them with angled screw channels.

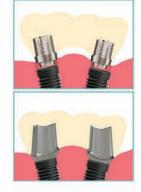


The company is TruAbutment, and their custom abutments are better than using a titanium base for a few reasons:

First, we have much better control over the subgingival contours of the abutment. Second, we can build the abutment up to be more substantial than a titanium base. Finally, we can typically make the abutments much taller than what we would get with a titanium base.



It should be noted that these still won't work in every situation. For instance, if the implants have a really high degree of divergence, the splinted abutments might not seat passively in to the implants. In those situations, we need to make custom abutments that are designed to be parallel to each other and seated to the implants separately for use with a cement retained bridge.



It's also important to point out that these do require a specific screwdriver. But, another thing that is really cool about TruAbutment is that they include a single use ratchet style driver tip with every angled screw channel abutment.



If you would like more information on the non-engaging angled screw channel abutments from TruAbutment, we're always happy to answer your questions.



Scan this code to watch the video!











2022-2023 ODA BOARD OF TRUSTEES

PRESIDENT

Mark Miller, DMD, MAGD Yamhill County Dental Society

PRESIDENT-ELECT

Mark Mutschler, DDS, MS Clackamas County Dental Society

SECRETARY-TREASURER

Cyrus Javadi, DDS Clatsop County Dental Society

AT-LARGE MEMBERS

Jared Adams, DDS Central Oregon Dental Society Normund Auzins, DDS Multnomah Dental Society Todd Beck, DMD Multnomah Dental Society Paul Botsford, DMD Southern Oregon Dental Society James Burneson, DDS Southern Oregon Dental Society Amberena Fairlee, DMD Central Oregon Dental Society Denise Gates, DMD Clackamas County Dental Society Bryan Guthrie, DMD Clackamas County Dental Society Michael Naughton, DMD Multnomah Dental Society Olesva Salathe, DMD Clackamas County Dental Society

ASDA REPRESENTATIVE

Ellen Krippaehne Trustee

ADA DELEGATES AT LARGE

Eddie Ramirez, DMD Multnomah Dental Society Caroline Zeller, DDS Multnomah Dental Society

NON-VOTING MEMBERS

Alayna Schoblaske, DMD Southern Oregon Dental Society Editor

Scott Hansen, DMD Multnomah Dental Society Speaker of the House





11





Fast, flexible financing for your practice

We help you get the financial support to grow your practice because we are dental experts first.

We can help you finance:



Dental equipment



Acquiring a practice



Working capital



Commercial real estate



Expansion/renovation



Refinancing

Learn more about how we can help. Call us today at 800-368-6401.

astrapracticepartners.com

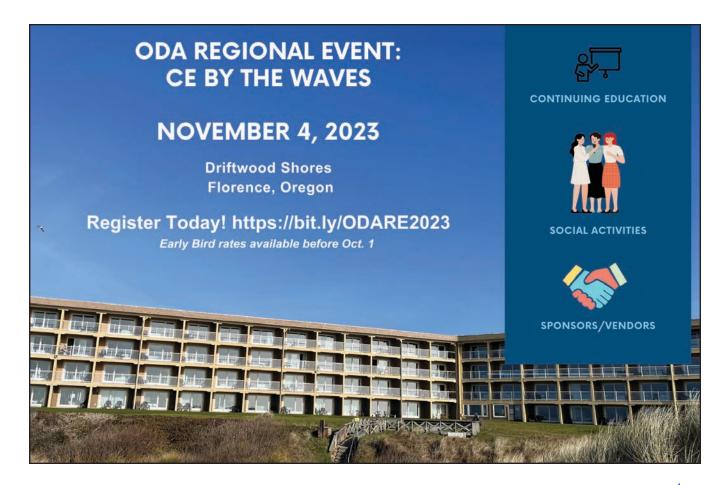
UP FRONT

Board of Trustees Meeting Highlights

Meeting Highlights

Oregon Dental Association Board of Trustees Meeting **Saturday, May 20, 2023**

 The Board voted to consider a House of Delegates resolution to add an immediate past president position on the Board. The resolution will be discussed at the July Board meeting.



TRANSITION POINTER

WHAT ARE THE **ADVANTAGES OF AN ACCURATE PRACTICE** APPRAISAL?

- Enhances seller confidence in total retirement assets
- Greatly diminishes the chance of a practice transition failure
- Obtaining 100% financing is much easier
- It may decrease the time it takes to sell since both the buyer and seller can be confident in the sale price

Dental practices are increasing in value. However, every practice is unique and needs to be valued in that manner.

I have appraised over 2,200 practices and sold over 490 in the past 30 years. My average sell price is 97% of my appraised value.

If a practice transition is in your future, give the expert a call.



GARY SCHAUB HELP Appraisals & Sales, Inc. ADS Oregon

333 S. State St., #V225 Lake Oswego, Oregon 97034 Cell: 503.327.5970 • Fax: 503.636.0436 GarySchaub@comcast.net

PRACTICE TRANSITIONS MADE PERFECT!™



Experience that works for your business

Heritage Bank offers local decision making and options to help your business succeed, including customized loans with competitive terms. Contact one of our banking experts today to learn more.

503.306.5419

OregonDental@HeritageBankNW.com





Equal Housing Lender | Member FDIC







OUR PACIFIC NORTHWEST GENERAL DENTISTS AND SPECIALISTS ENJOY:



- Competitive base salaries and additional incentive-based pay
- · Generous medical and dental coverage
- Rich employer-paid 401(k) contributions
- Market leading paid time-off
- An opportunity to become an owner in the business
- Camaraderie and professional growth that a group practice offers



PERMANENTE DENTISTRY_®

Permanente Dental Associates ONLINE: WWW.PDA-DENTAL.COM PHONE: 503-467-6752 EMAIL: PDAJOBS@KP.ORG

Well qualified dentists with a GPR or AEGD and/or 2-3 years of

practice experience: Contact our Recruitment Team

MEMBER BENEFIT OF THE MONTH

Stronger Together

The Value of Regulatory Advocacy

YOUR OREGON DENTAL ASSOCIATION MEMBERSHIP ENSURES DENTISTS have a seat at the table with Oregon lawmakers, as well as the state's rulemaking and regulatory agencies – so you can focus on your practice and patients.



"The policy guidance and rules created by regulatory agencies have a major impact on Oregon dentists and our patients' lives. That's why regulatory advocacy is so important – the results affect every dentist across the state."

Dr. Stacy Geisler, DDS, PhD
 ODA Regulatory Affairs Council

Our Recent Victories

- ✓ Locked in funding from the Oregon Board of Dentistry for dental team access to the Oregon Wellness Program, which provides mental health support that is nonreported, urgently available and complimentary for health care professionals.
- ✓ Advocated for modernized licensure testing with the Oregon Board of Dentistry.
- ✓ Ensured dentists provided input on proposed dental therapy rules and additional dental pilot projects.
- ✓ Successfully advocated against unequitable licensure fee increase proposals at the Oregon Board of Dentistry.
- ✓ Ensured dental coverage will be included in the state's new Bridge Plan.
- √ Successfully advocated for increased reimbursement rates for Dental Care Organizations and providers.
- ✓ Successfully applied for a new CDT code to allow billing for some immunizations.
- ✓ Successfully passed a bill that will ensure providers have the choice on whether to participate in network leasing and reimbursement via third-party electronic credit cards.

How we do it:



Get Involved!

If you'd like to join other dentists making a difference through legislative advocacy and regulatory affairs, contact ODA at info@oregondental.org.

15

INFORMATION FOR GRAPHICS PROVIDED BY OREGON DENTAL ASSOCIATION

LEGISLATIVE SESSION RECAP

Dentists Win Insurance Transparency in 2023 Legislative Session

Workforce initiative, which stalled amid walkout, poised for future success

By Kara Hansen

OREGON'S 2023 LEGISLATIVE SESSION BEGAN WITH A

widespread feeling of relief and hope. For the first time in three years, things seemed back to normal, with committee meetings taking place in person and legislators, lobbyists, and the public walking the Capitol halls as they did before the COVID pandemic began. With four dentists serving as state legislators in Oregon – more than any other state in the nation – optimism was also high that oral health care would receive the attention Oregonians deserve.

Oregon Dental Association members secured a major win in 2023. Dentists are celebrating the passage of one of ODA's flagship bills, House Bill 3008, which will improve dental insurance transparency across the state.

Thanks to HB 3008, Oregon dentists now have the ability to opt in to various insurance practices, rather than having to opt out. The bill also ensures dental providers have access to more information up front so they can avoid surprise expenses that harm patients and undermine their business. With this legislation, Oregon became the first state in the nation to enact a law requiring dentists' active consent before a network lease can occur, paving the way for other states to similarly protect and empower dental providers.

However, a walkout of Senate
Republicans protesting bills on gun
rights and on reproductive health
and gender-affirming care halted the
legislative process for six weeks.
When they returned, only eight days
remained before the session was
constitutionally required to end on
June 25. While legislators managed to
pass state agency budgets and some
bills, such as HB 3008, the shortened
timeline left many bipartisan
proposals, including dental workforce
legislation, on the table.

"Our flagship bill for dental insurance transparency would not have made it across the finish line without the hard work of ODA's Regulatory Affairs Council and



STOCK.COM/4KODIAK

16

Membership Matters Oregon Dental Association



"Our flagship bill for dental insurance transparency would not have made it across the finish line without the hard work of ODA's Regulatory Affairs Council and Legislative Task Force, our lobbyists, elected officials, and all of our members statewide who advocated for oral health care in the Capitol," said Oregon Dental Association President Dr. Mark Miller, DMD, MAGD.

Legislative Task Force, our lobbyists, elected officials, and all of our members statewide who advocated for oral health care in the Capitol," said Oregon Dental Association President Dr. Mark Miller, DMD, MAGD. "As for bills that unfortunately stalled during the walkout, we look forward to continuing to work with members and ODA partners to reinitiate these efforts in the year ahead."

Each session, the Oregon Dental Association tracks hundreds of bills and weighs in on dozens of issues. Keep reading for a recap of key legislation for Oregon dentists in 2023.

House Bill 3008 – Insurance Transparency

Passed unanimously off the House floor; passed the Senate with overwhelming support; effective Jan. 1, 2024

ODA members spearheaded House Bill 3008 to improve transparency of dental plans and prevent surprise business expenses, protect access to care, improve oral health outcomes, and promote public understanding of health care costs. The bill accomplishes this through transparency in insurance practices involving provider networks, as well as transparency in the claims reimbursement process.

Starting Jan. 1, 2024, dental plans must obtain a provider's consent before selling or leasing out provider panels, along with advance approval to receive reimbursement payments via electronic credit cards rather than checks. Insurers are also required to communicate about payment processing fees associated with these electronic reimbursements. This will provide much-needed relief for many Oregon dentists. For one ODA member, third-party credit card processing fees have added up to \$11,000 a year.

Throughout the session, a major sticking point was whether insurance

A special thank you goes out to the Oregon Dental Association's 2023 Legislative Task Force and Regulatory Affairs Council members, volunteers whose input helps to guide our professional staff and shape ODA's advocacy efforts.

Legislative Task Force

Jason Bajuscak, DMD, Chair Rick Asai, DMD Allen Cheng, MD, DDS, FACS Noel Larsen, DMD Andrea Laidlaw, DMD Rachel Meek, DMD Michael Plunkett, DDS, MPH Alanson Randol, DDS

Ex-Officio Members

Mark Miller, DMD, MAGD Ron Sakaguchi, PhD, DDS Olesya Salathe, DMD

Regulatory Affairs Council

Elizabeth Tomczyk, DMD, Chair Christine Chin, DMD Stacy Geisler, DDS, PhD Rachel Meek, DMD Phil Marucha, DMD, PhD Lisa Yarborough, DDS

ODA values our members' diverse voices! If you would like to join other dentists making a difference through legislative advocacy and regulatory affairs, please contact info@oregondental.org.

17



companies should be required to have dentists opt into these agreements rather than making them opt out, which often leads to surprise expenses. Ultimately, ODA was successful in ensuring opt-in requirements were included. While some states currently have opt-in requirements when it comes to virtual credit card reimbursements, Oregon is the first in the nation to require consent in advance of network leasing.

House Bill 2979 - Addressing the **Dental Workforce Crisis**

Won unanimous approval in House Committee on Health Care; stalled in Joint Committee on Ways and Means

Developed by ODA members, and sponsored by dentists Rep. Hai Pham and Rep. Cyrus Javadi, HB 2979 aimed to address Oregon's shortage of dental support staff by funding the primary pathways Oregonians take to become dental assistants and hygienists and better supporting those working in rural and underserved areas. The bill would have invested in high school and community college education and training programs for dental assistants and hygienists, expanded eligibility for incentives to all oral health professionals serving high-need communities, and improved access to free resources for dentists offering on-the-job training.

ODA staff and leadership collaborated with stakeholders throughout the session and built a coalition including over two dozen organizations - from Oregon Health & Science University, Portland Community College, Clackamas Community College, East Multnomah County Schools and Portland Public Schools, to Kaiser Permanente, Willamette Dental Group, Providence Health & Services, Virginia Garcia Memorial Health Center and Care Oregon, to the Oregon Primary

Care Association, Oregon Dental Hygienists' Association, Oregon Dental Assistants Association, and many others.

ODA members testified to legislators, participated in interviews featured on local news programs, and sent a record 1,500+ letters advocating for the bill to state lawmakers. Although HB 2979 stalled during the walkout, the initiative is strongly positioned if reinitiated in 2024.

House Bill 3007 – Office of Oral Health

Approved by House Committee on Health Care; stalled in Joint Committee on Ways and Means

Spearheaded by the Healthy Teeth, Bright Futures Coalition and supported by ODA, HB 3007 would have established an Office of Oral Health and an Oral Health Advisory Committee to support the Oregon Health Authority's dental director and promote evidence-based oral health disease prevention across Oregon.

The House Committee on Behavioral Health and Health Care approved the bill, sending it to the Joint Committee on Ways and Means, where it stalled following the Senate walkout.



"The Oregon Wellness Program promotes the well-being of health care professionals through confidential access to mental health support," said Dr. Barry Taylor, executive director of the Oregon Dental Association. "We are proud to continue ensuring this important resource is available for our members and for all dentists statewide."

House Bills 2996 and 3223 – Replacing Written Exams for Dental Assistants HB 3223 passed

Sponsored by dentists Rep. Pham and Rep. Javadi, HB 2996 would have allowed dental assistants to obtain certification to perform radiography procedures through a combination of education and hands-on training – with proficiency verified by a licensed dentist or dental hygienist – rather than requiring completion of a written exam. HB 3223 expanded on HB 2996 by replacing written testing requirements for other certifications as well.

The bills aimed to empower dental assistants to practice to the full extent of their training and experience by allowing them to establish proficiency without paying to take written exams, as many dentists felt these do not accurately reflect competency, do not affect the health and safety of patients, and can serve as an economic barrier to career advancement.

While HB 2996 did not advance, HB 3223 was amended and passed the Senate. The amended legislation established a workgroup at the Oregon Board of Dentistry to develop recommendations on dental assisting credentials. The bill also expanded types of accepted dental assisting tests and entities that may provide those tests, required that tests are offered in multiple languages, and specified that the Board may not require more than one examination per dental assistant certification type.

Interested in learning more about other dental bills,

health care legislation and business-related bills?

In 2023, ODA tracked and advocated for hundreds of bills, from funding for school sealant programs and community dental health coordinators, to a proposed ban on flavored tobacco, to modifications to the Corporate Activity Tax and much more.

For example, the Oregon Board of Dentistry's budget bill may not have been a hotly contested piece of legislation, but ODA's advocacy helped to ensure it included funding for the Oregon Wellness Program, which provides health care professionals, including dentists, with access to mental health support that is not

reported, urgently available, and complimentary.

"The Oregon Wellness Program promotes the well-being of health care professionals through confidential access to mental health support," said Dr. Barry Taylor, executive director of the Oregon Dental Association. "We are proud to continue ensuring this important resource is available for our members and for all dentists statewide."

ODA members can access a detailed report that includes these additional bills online, at https://www.oregondental.org/government-affairs/advocacy/2023-legislative-session.

5 More Bills on Our Radar

House Bill 3090 — Prohibiting distribution or sale of flavored tobacco products in Oregon

Passed out of the House Committee on Health Care, then stalled in the Joint Committee on Ways and Means

Senate Bill 412 — Requiring registration of dental labs with some exceptions

Passed out of the Senate Committee on Health Care, then stalled in the Joint Committee on Ways and Means

Senate Bill 487 — Providing funding for sealant programs and CDHCs

Received unanimous approval by the Senate Committee on Health Care, then stalled in Ways and Means

Senate Bill 469 — Creating a health scholarship program to be administered by Oregon Health and Science University for members of federally recognized tribes

Received a public hearing and supportive testimony from ODA but did not pass

Senate Bill 5011 — Oregon Board of Dentistry's Budget

Including implementation of dental therapy fees and funding of the Oregon Wellness Program for dental professionals, the Board of Dentistry budget passed and took effect July 1



Join the 2024 ODA Leadership Academy

Your backstage pass to ODA offerings and leadership growth is waiting





20

I highly recommend the Academy to any member who wants to learn more about the organization, leadership in general and to make a difference in your own life as well as in your profession.

Leah Hickson, DDS 2019 Graduate

Application/Nomination
Deadline: December 1, 2023
http://bit.ly/ODALeadership

Membership Matters Oregon Dental Association

OHSU

The ODA Welcomes Incoming Residents

ON THE MORNING OF JUNE 26, 2023, the ODA participated in the OHSU advanced education orientation for incoming residents. Melissa Juenger, ODA Membership & Communications Director, welcomed the residents and touched on the importance of organized dentistry in the state of Oregon. She outlined the many benefits available during the residents' complimentary tripartite membership. Lora Mattsen, Multnomah Dental Society's Executive Director, spoke to the residents about the benefit of community and networking at the local component level.

We would like to welcome all incoming OHSU residents to the ODA and wish them success in their journeys.

Oregon Health and Science University Residents

Endodontics

Mohammed A. Kadhem, DDS Seonyoung Min, DDS Ryan Reichelt, DMD

General Practice

Julia Goei, DDS
Aria Mirzazadeh Javaheri, DMD
Cameron Phen, DDS
Asmita Poudel, DDS
Ting Wang, DMD
Megan White, DMD

Oral and Maxillofacial Surgery

Kyle J. Grabowski, DMD Tiffany Huang, DDS

Orthodontics

David K. Bui, DDS Kira (Zixin) Chen, DDS Spencer T. Gibbons, DDS Lori A. Gossett, DDS

Pediatric Dentistry

Michelle D. Nguyen, DDS Mona Sivaneri, DDS Kailey Thomsen, DDS Manjiri Vartak, DDS

Periodontics

Joshua F. Huber, DMD Justin J. Kim, DDS Allison Liu, DDS





ATO A CO

21

Lane County Dental Society Summer of Socials

COMPONENT HIGHLIGHTS

By Nissa Newton, Lane County Executive Director

LANE COUNTY WOMEN DENTISTS GATHERED

at Hendrick's Park for a special wine garden party. The event was sponsored by Columbia Healthcare Banking and supported by assistance from the Oregon Dental Association. This event is one of LCDS' summer social events. In June LCDS restarted their annual retiree luncheon. In August LCDS will have a family picnic, and in September there will be a social at Hop Valley Brewery in Eugene.





LANE COUNTY STAFF

22

Southern Oregon's Hot Summer Picnic

By Cameron Cutler, Southern Oregon Executive Director

DESPITE THE HEAT FROM THE HOTTEST DAY of the summer, a collection of brave dental families joined the Southern Oregon Dental Society for our annual summer picnic. We rented a pavilion at a park with a splash pad and set up some fun lawn games. The food was perfect summer fare, and the ice cream hit the spot! We made a special effort to invite our new members and non-members and even used the occasion to take nominations for next year's elected officials. Our current elected officials make it their priority to "give back" to our members as much as possible, creating opportunities for social and educational interactions on a regular basis. Summer events are tricky planning around the heat and the smoke. We are so grateful to our members and non-members who came and melted with us!











www.oregondental.org September 2023 23

MOOLIGO MOLITIFICO

DR. THADDEUS V. WECLEW AWARD

Longstanding ODA Member and Former Trustee Awarded the Academy of General Dentistry's Dr. Thaddeus V. Weclew Award – Profile of Kim Wright, DMD, MAGD

By Barry Finnemore

FOR THE BETTER PART OF HER

CAREER, Kim Wright has been devoted to continuing education for dentists. She was a prime mover behind the Oregon Academy of General Dentistry's 7,200-square-foot training center, which opened in fall 2019 and provides peer-to-peer learning and hands-on training.

Dr. Wright recently was recognized for her years of leadership in CE, receiving the Academy of General Dentistry's Dr. Thaddeus V. Weclew Award. The national award is presented annually to a dedicated educator who embodies the spirit of comprehensive dental care. It is given to an individual who has made

outstanding contributions to the art and science of dentistry or who has enhanced the principles and goals of AGD and made exceptional efforts in promoting these ideals, the AGD said.

AGD President Hans P. Guter, DDS, FAGD, noted that Dr. Wright "creates opportunities for others, positively impacting their personal and professional growth. Her local and national commitment to creating pathways and contributing to continuing education for young and seasoned dentists strengthens the blueprint of what it truly means to be a committed professional in dentistry."

Dr. Wright, he noted, is known by colleagues as a "continuing education

enthusiast, and learning something new all the time is just who she is."

For her part, Dr. Wright said helping develop and orchestrate hands-on continuing education and lectures is her passion. In fact, the bio on her practice website emphasizes her focus on both "caring for patients and caring for our profession." She noted in her acceptance speech that she is just one of the people behind CE lectures or courses "who make each and every event come off without a hitch."

"My thing during my career has been to just learn one new skill a year and get good at that, and in 10 years you'll have a lot of new skills to help your patients," she said in a recent interview. "Being a continual lifelong learner is how you become a great dentist."

Long involved as a leader in the Oregon AGD and Oregon Dental Association, Dr. Wright described the creation of Oregon AGD's Educational Center, in Tigard, as a "miracle of hard work." Prior to the center, Oregon AGD provided continuing education in space rented from the Oregon Health & Science University School of Dentistry, but the stand-alone center expanded its ability to provide hands-on education.

Built thanks to about \$2 million in donations – half in the form of equipment – the center features an 85-seat lecture hall and 12 clinic chairs where both young and experienced dentists learn new techniques around everything from implants to periodontal surgery. The procedures are free to the mostly low-income Oregonians treated there.



DR. KIM WRIGHT

"It's where humanitarian service meets education," Dr. Wright said.

Oregon AGD's efforts go beyond CE for dentists. Among other initiatives, it partners with Beaverton High School on a program to train aspiring dental assistants. Through a \$300,000 Oregon Health Authority grant, young people begin to learn radiology, sterilization, tooth numbering, and the vocabulary that lays the groundwork for supporting a dental office.

Born and raised in Anchorage, Dr. Wright's family moved to Alaska when the Federal Aviation Administration recruited her dad away from Boeing in Seattle to install electronics at rural airports as part of the effort to lay the infrastructure for FAA operations.

After graduating from high school, Dr. Wright worked in an office in Anchorage for a couple of years, learning bookkeeping, payroll, and other skills. She wasn't sure what her next professional step would be but thought she should attend college. She was interested in science, moved to Bellevue, Wash., to attend community college, then transferred to the University of Oregon, where she majored in biology and minored in chemistry.

She was a bit older than most of her fellow students, paying her own way through school and motivated to begin a career. She took part in a pre-dental club, observing dentists around Eugene. She was blessed with great mentors and decided to pursue dentistry, graduating from the OHSU dental school in 1989.

She practiced in Scappoose for 11 years, then sold that office and established a practice in West Linn, Advance Dental Arts, in 2001. Dr. Wright said she enjoys building relationships with patients and providing screenings and care that impact their whole health.

However, forces such as government regulations and insurance companies are intruding on what at

its core is a "relationship business" between dentists and their patients, she said. Organized dentistry is critical to help protect those relationships. "We have influence with those entities influencing the doctor-patient relationship when we speak with one voice," she added.

Dr. Wright, who is a past president of Oregon AGD and a former ODA trustee, praised the longstanding collaboration between the two

organizations, noting the ODA donated \$50,000 to establish the Oregon AGD's continuing education center. "We complement each other," she said.

When she's not in the office, Dr. Wright - a self-described foodie - likes to cook, fish, hike, and read. She enjoys visiting Alaska to fish for salmon, and she and her husband also have purchased property in Mosier, in the Columbia River Gorge, where they plan to build a house.



Handpiece Service Is Our Business

"Trust Your Repairs to the Experts"

Hayes Handpiece Company of Oregon

SERVING ALL OF OREGON AND SOUTHERN WASHINGTON

- Largest Independent Handpiece Repair Company in the World
- High-Speeds, Low-Speeds, Electric Attachments, Fast Turnaround Endodontic, Oral Maxillofacial, Hygiene and Lab • Free Loaner Handpieces Handpiece Repairs
- Free Prepaid Shipping Mailers
- Free Estimates

- Free In-Office Handpiece Maintenance Demonstrations (Staff Training)

- Highest Quality Parts
- Factory OEM or Aftermarket Parts Available
- Fiber Optic Replacement and Rethread Service

Mention this ad and receive \$30 OFF YOUR NEXT REPAIR!



Over 85 Locations to serve you!







25

Hayes Repair Partners

anthogyr CANALIZATI Bien Air Denlapure Linvater MIDWEST MODITA OF MYONIC













154 SE Condor Dr. · Gresham, OR 97080 david.parke@hayeshandpiece.co · 503-491-1724 www.hayeshandpiece.com

September 2023 www.oregondental.org

DENTAL CLASSIFIEDS

DENTAL OFFICE SPACE FOR LEASE

Dental office space for lease

Dental practice/office space, 2,000 sq. ft. Private bathroom, kitchen area. Available in October, 2023, Great location 1865 NW 169th Pl. Beaverton (corner of 173rd and Cornell). Great signage opportunity, to bring in new patients, 503-312-5548

EQUIPMENT: SALE/SERVICE

2017 Gendex DP-300 Digital panoramic machine. Excellent condition. \$5000 OBO.

Text or call 503-702-8308

PRACTICES FOR SALE:

Vancouver Modified Start-Up Great location to get your feet wet and grow this long-term practice. Refers out endo, perio, and pedo. 5 ops and pano in 2500 sq. ft. Contact megan@omni-pg.com, 503-830-5765. (WAD492).

East Vancouver Profitable Practice for Sale Beautiful and highly profitable dental practice for sale in East Vancouver. 2022 collections over \$1.7M. Newer equipment in 5 ops, 2200 sq. ft. Surgical implants being done, difficult OS referred out. Dentist is relocating out of state. Contact megan@omni-pg.com or 503-830-5765. (WAD480).

Dental-Medical-Veterinary Building for Sale in Salem Dental, medical, veterinary building for sale on main street, 2784 sq. ft., 4+ ops. On-site parking. Dental lab currently renting basement. Upstairs could potentially be rented out as office space or ADU. Contact Megan@omni-pg.com, 503-830-5765. (ORR105).

Eugene/Springfield Dental Practice with a Great View Long-standing dental practice with park views. Collections over \$680,000 in 4 ops, digital charts and xrays. Great growth opportunity as all endo is referred out and minimal implants, removable and OS being done. Contact megan@omni-pg.com, 503-830-5765. (ORD170)

Salem/Keizer Dental Practice and Building for Sale Long-standing general practice collecting over \$600,000 in 4-8 ops, 4 equipped. Growth potential as most OS and endo referred out. Hygiene 6.5 days per week. Contact megan@omni-pg.com, 503-830-5765 (ORD162)

Eugene/Springfield Practice and Building for Sale Great building and practice available in Eugene/Springfield. Collecting over \$900,000. 5 ops and room for more and/or rent out upstairs space. Contact Megan@omni-pg.com, 503-830-5765. (ORD157)

Healthcare Building For Sale in Southern Oregon 1200 sg ft building in beautiful rural area near CA. Good for dental, veterinarian, healthcare, or other business. Contact Megan Urban for information: 503-830-5765; megan@omni-pg.com. (OR104)

OR Coast Dental Practice for Sale OR Coast Dental Practice and Building for Sale. Beautiful space with 6 ops, 4 equipped, in 2511 sq. ft. Pre-covid collecting nearly \$800,000, and last year nearly \$700,000, working 4 days per week. Ortho is referred out, as well as much of OS and Perio. In-network with Delta Premier only. Contact megan@omni-pg.com, 503-830-5765. (ORD159).

RESORT RENTALS

MADRONA RIDGE - Manzanita Vacation Rental

Manzanita: "Most picturesque town in Oregon" - Architectural Digest 3 Bedrooms, 2 Bathrooms, Dog Friendly, Hot Tub, Firepit, Washer/Dryer, Wraparound Decks Positioned for Sun Exposure, with Adirondack Seating, Outdoor Dining Table/Chairs, Well Appointed and Clean, Five Star Reviews! For Photos, Details, Booking: https://www.vacasa.com/unit/84350

INDEX TO ADVERTISERS

BUSINESS BANKING Heritage Bank14 www.heritagebanknw.com	DENTAL LABORATORIES Artisan Dental LabInside Back Cover www.artisandental.com	FULL-SERVICE DENTAL Willamette Dental Group
DENTAL BROKERS Consani Associates, LtdInside Front Cover www.mydentalbroker.com	Assured Dental Laboratory, Inc	HANDPIECE REPAIR & SALES Hayes Handpiece Repair Company
Professional Practice Specialists	www.obriendentallab.com EMPLOYMENT OPPORTUNITIES Kaiser Permanente Dental Care Program14 www.pda-dental.com	PRACTICE SALES Michelle Stafford, DDS11 www.kidder.com Omni Practice Group
	FINANCIAL SERVICES Astra Practice Partners12 www.astrapracticepartners.com	TRANSITION & MANAGEMENT CONSULTANTS HELP Appraisals & Sales14 www.adstransitions.com



A FULL DAY AT A SPA FOR YOU AND A FRIEND

VALUE \$1,000

18 HOLES FOR FOUR AT SALISHAN GOLF LINKS

VALUE \$1,000

\$1,000

\$1,000 CASH

\$1,000 APPLE GIFT CARD

AS A SPECIAL THANKS FOR PARTNERING WITH ARTISAN DENTAL LAB, WE ARE EXCITED TO GIVE BACK TO OUR AMAZING CLIENTS!

Starting on September 1, 2023 through November 30, 2023, we are offering you a chance to win one of these four fabulous prizes for doing nothing more than filling out an entry form. You can get entry forms on our website. Each form will include space for the doctor's name and a team member's name. Both names on the entry form will win a prize! The doctor's name on the entry form will win a prize of their choice. The team member's name on the entry form gets to pick a prize and share with the team.

ENTRY FORMS AVAILABLE ONLINE AT WWW.ARTISANDENTAL.COM
WE APPRECIATE YOUR BUSINESS AND BEST OF LUCK.

800.222.6721 503.238.6006

2536 SE HAWTHORNE BLVD., PORTLAND, OR 97214 WWW.ARTISANDENTAL.COM



When it's time to sell your practice, choose the

DENTAL BROKER THAT GIVES YOU THE MOST



Megan Urban
Practice Transition Specialist
License #201221407
megan@omni-pg.com
omni-pg.com
503-830-5765

Current Listings

Eugene/Springfield Dental Practice with a Great View (ORD170)

5 Op Lease Space Salem (ORCM162)

Bethany Profitable Practice for Sale (**ORD169**)

Dental-Medical-Veterinary Building for Sale in Salem (ORR105)

Healthcare Building for Sale in Southern Oregon (OR104)

Vancouver Modified Start-Up (WAD492)

East Vancouver Profitable Practice for Sale (WAD480)

REDUCED PRICE! Salem/Keizer Dental Practice and Building for Sale (**ORD162**)

REDUCED PRICE! OR Coast Dental Practice for Sale (**ORD159**)

REDUCED PRICE!

Eugene/Springfield Practice and Building for Sale (ORD157)

Follow Us on Social Media





