



M-OCDS News

MONMOUTH-OCEAN COUNTY DENTAL SOCIETY NEWSLETTER

A Component Society of The New Jersey Dental Association and
the American Dental Association

From the President

SEPTEMBER 2020

"Leadership is not a position or a title, it is action and example."

unknown

These words ring true as I embark upon the honorable position of MOCDS President for the 2020-2021 term. Our organization is blessed to be composed entirely of leaders. Leaders in our chosen profession, leaders in our offices, leaders in our communities, and leaders in our homes. We each have invaluable experience to share and unique expertise to offer as members of this community; and as a mother, wife, practice owner, and pediatric dentist, I hope to be able to continue to contribute meaningfully in this new leadership role. I am thrilled and humbled to head such a talented group, especially in such challenging times, and I look forward to what we can accomplish in the year ahead.



Organized dentistry has never held more importance than it does today. The leadership at the ADA, NJDA, and component levels have helped to guide our profession through this extremely difficult period and will continue to do so in the year ahead. Members have seen their leaders take decisive action in promoting the importance of dental care as part of one's overall health, educating members on safety and protocol modifications in their practices, advocating for accessible personal protective equipment, and ensuring that our businesses are not forgotten in talks on economic relief. These dedicated members continue to work tirelessly on our behalf and have shown us exactly what action can do. I am extremely proud to be a small part in this effort and will continue to remain focused on placing the needs of our members first.

My primary focus this year is to continue to support and strengthen the relationship between the NJDA and our component. The past few months have shown us that there is strength in numbers and united we will go farther than any one of us alone. A robust relationship between our component and the NJDA places us in an optimal position to advocate for our profession, provide quality information to educate our members, and lend support to our peers that need us most. We have established an open line of communication with the NJDA leadership through frequent emails, calls, and virtual Zoom meetings. I hope to establish an ongoing initiative that continues beyond the immediate COVID-19 crisis, allowing a more collaborative approach to addressing member concerns and planning for the years ahead.

As the COVID-19 crisis continues to unfold, our trustees have elected hold both our trustees' and dinner meetings virtually for the remainder of this calendar year. Regardless of the medium, it is still a wonderful opportunity to stay informed about the organization, and to educate yourselves on a wide variety of topics – all from the comfort of home! I encourage members to log on, "Zoom In", and remain active. Let our component be the example on how to innovate and remain flexible in a time of great change. We have a unique opportunity to thrive under pressure, and our response may shape how future meetings and continuing education could be delivered in the future. It is my fervent wish that we are all able to reconvene again in the spring, and we do have a date for the President's Dinner Dance in the end of May. Until then, I hope you take full advantage of your membership and participate in the great continuing education webinars that we have to offer.

As we navigate the year ahead, I will do my very best to head the MOCDS with the grace and dignity of our past presidents. Please be sure to remain leaders in your own right by staying involved and engaged; whether it be on our Facebook page, our website, our blasts, or in direct communication with our Executive Board. Take advantage of all that organized dentistry has to offer.

Dr. Sally Iucerrasio-Safari
M-OCDS President

Upcoming Events

JERSEY SHORE UNIVERSITY MEDICAL CENTER
Wednesday, September 16, 2020

"Mastering Restorative Dentistry-Treatment Protocols for Compromised Vital And Endodontically Treated Teeth"

Dr. Alan M. Atlas

LIVE VIRTUAL ZOOM MEETING
Eileen Becker at (732) 869-5734

TRUSTEES MEETING

Tuesday, October 6, 2020 7 PM
LIVE VIRTUAL ZOOM MEETING

GENERAL MEMBERSHIP DINNER MEETING

Tuesday, October 13, 2020 7:00 PM

"Every Day Digital Dentistry"

Naren Rajan, DMD, FAGD

LIVE VIRTUAL ZOOM MEETING

JERSEY SHORE UNIVERSITY MEDICAL CENTER

Wednesday, October 14, 2020

"The Christensen Bottom Line

Including Covid-19 Update"

Dr. Gordon J. Christensen

LIVE VIRTUAL ZOOM MEETING
Eileen Becker at (732) 869-5734

TRUSTEES MEETING

Tuesday, November 3, 2020 7 PM
LIVE VIRTUAL ZOOM MEETING

GENERAL MEMBERSHIP DINNER MEETING

Tuesday, November 10, 2020 7:00 PM

"The Year in Review:

Dental Industry Changes Pre & Post Pandemic"

Dr. Joan Monaco

LIVE VIRTUAL ZOOM MEETING

JERSEY SHORE UNIVERSITY MEDICAL CENTER

Wednesday, November 18, 2020

**Contemporary Clinical Periodontics and Implantology
and Peri Implantitis and Implant Failures"**

Dr. Jon B. Suzuki

LIVE VIRTUAL ZOOM MEETING
Eileen Becker at (732) 869-5734

Society web site: www.M-OCDS.org

It's now MOBILE ready for any device

SAVE A TREE! Email Dr. Mitchel Friedman that you want the newsletter via email or your contact information has changed: Editor@M-OCDS.org



MOCDS President Dr Bruno with Speaker Dr. Christina Carter



Drs. Bruno and Sones present CDHM Fair volunteer Dr. Sam Tover JSUMC resident with certificate



Zoom Organizational Meeting MOCDS 8/11/2020

MOCDS TRUSTEE MEETING MINUTES MARCH 3, 2020

M-OCDS TRUSTEES MEETING MINUTES
March 3, 2020

Attendance: Trustees: S. Albin, C. Andricsak, E. Boim, P. Condello, S. Guerrasio, R. Hersh, Richard Isaacson, Robert Isaacson, J. Jeffries-Bruno, C. LaFalce, T. Sniscak, J. Soliman, M. Safari, A. Seto, D. Shah, M. Sones, E. Velazquez.
Non-Trustees: M. Lehaff, N. Nebblett, L. Ostrow

The meeting was called to order by Dr. Jeffries-Bruno at 7:01 pm.

We do have a quorum.

Approval of the minutes from last meeting:

A motion was proposed to approve the minutes from the last trustee meeting on January 7, 2020 by Richard Isaacson, 2nd by R. Hersh. A call to vote was made and approval of the minutes passed.

President's Report (Dr. Jeffries-Bruno):

- Next Dinner Meeting is March 10th – "Identifying Developing Disharmony in the Growing Child" Dr. Christina Carter
- Our nomination of Dr. Robert Hersh for the NJDA Sy Symanski award was submitted February 25th and the nomination letter was submitted March 2nd.
- M-OCDS Dinner Dance honoring past presidents is Saturday May 30th, 2020 and I will be working with the dinner committee to get out invitations.
- I granted one dues waiver request at the request of the NJDA, details available upon request.
- Monday Morning E-Blasts are going out with new content every Monday.
- April is our month for a slide to be posted on the NJDA Website. We will feature content about the upcoming meeting in April as a non-member event. Please let me know if you have any suggestions or would like to help creating the slide.
- Phyllis sent out an email about Resolutions for Annual Sessions – to be submitted by April 2nd.

It has been brought to my attention by some of our members reports of a new phishing scam. A person calls and states they are from the NJ State Board of Dentistry and attempts to get information and/or payment. Some of the numbers start with area code "804" This is a scam and the State Board of Dentistry is aware of the problem. If this happens the dentist is encouraged to reach out to the state board of dentistry by calling the State Board (973) 504-6405 or email Mr. Jonathon Eisenmenger EisenmengerJ@dca.lps.state.nj.us.

On the State board website the Alert is mentioned and suggestion to reach out to the Federal Trade Commission (FTC) at FTCComplaintAssistant.gov.

ALERT

The Division of Consumer Affairs is warning all licensed professionals about individuals impersonating New Jersey Division of Consumer Affairs (DCA) investigators, Drug Enforcement Administration (DEA) agents, DEA investigators, New Jersey Drug Control Unit investigators, Federal Bureau of Investigation (FBI) investigators, and other law enforcement personnel, as part of an extortion scheme.

The impersonators are contacting licensees by telephone, stating that they are subject of an investigation. The callers are demanding money to clear up the matter, or threatening to revoke the individuals license. Please be advised that the Division of Consumer Affairs will not contact licensees by telephone to discuss investigations or demand money.

Anyone receiving a telephone call from a person purporting to be any of the above mentioned individuals seeking money, should refuse the demand. We encourage you to report the call to the Federal Trade Commission (FTC) at FTCComplaintAssistant.gov. You may also report the call to the Division of Ask Consumer Affairs.

- A letter was submitted to the NJ State Board of Dentistry on behalf of the Monmouth Ocean County Dental Society in response to the BOD proposed rule changes. The letter was received by the state board on January 14th, 2020.

Vice President's Report (Dr. Guerrasio):

I have worked with the accountant and the executive board on the proposed budget for 2020-2021. We need to look at our expenses and determine which expenses we can cut or reduce to make sure we have a balanced budget. The cost of our dinner meeting has increased because we have had great attendance. It has also become increasingly more difficult to obtain commitments from our sponsors to help subsidize the cost of

the dinner meetings.

After reviewing the proposed budget for 2020-2021 and having much discussion, a motion was made by D. Shah: "I move to discontinue print copies of our newsletters and provide our newsletters electronically." The motion was 2nd by E. Boim and was discussed in great length. The concern of continuing to print the newsletter was the cost of the printing itself and the postage. It was discussed as to whether we want to completely cut out the newsletter or only print biannually.

E. Velazquez made a motion to amend D. Shah's motion to "print and distribute hard copies of our newsletter biannually instead of quarterly." The motion was 2nd by Richard Isaacson and was discussed in detail.

T. Sniscak motioned to table the amended motion until our next Trustee meeting in order to do research on cost and whether or not our newsletter sponsors would still be interested in print sponsorships via electronic distribution. E. Velazquez 2nd. A call to vote was made and the motion passed.

Richard Isaacson motioned to table the D. Shah's original motion until our next Trustee meeting and was 2nd by E. Velazquez and a call to vote was made and the motion passed.

Treasurer's Report (Dr. LaFalce):

All accounts are in good standing.

Secretary's Report (Dr. Sones):

The NJDA has officially asked for nominations for Trustee, Alternate Trustee, ADA Delegate and ADA Alternate Delegate as well as nominations for our component to be represented in the State Association councils. We must complete the nominations this evening as NJDA has requested we submit everything by March 5, 2020.

NJDA Trustee Report (Dr. Velazquez):

See attached for complete minutes of the last NJDA BOT meeting on January 15, 2020.

1/15/2020 - This was the official RIBBON CUTTING for the newly renovated headquarters. There was a great turnout and our previous Speaker Dr. Chinoy joined in the ribbon cutting in his wheelchair and was able to access the now handicapped accessible building. We had guests that addressed the board: Dr. Chad Gehani (president of ADA), Dr. Darwin Hayes (the dental director of NJ), and Dr. Ceil Feldman (dean of RSDM).

Council of Nominations: Dr. Rossi. The following is the slate of officers for the administrative year 2020-2021. President-Elect, Luciano Ghisalberti; Vice-President, Peter DeSciscio; Treasurer, Renee Arace; Secretary, Elisa Velazquez; and Edward Tirpack, Speaker of the House. According to the Bylaws, candidates can be nominated by personal petition up to 90 days before the annual House of Delegates meeting. Anyone wishing to become a candidate should inform the NJDA Executive Director. The deadline date for nominations by personal petition or by component society is March 5, 2020.

Membership: Dr. Brett Handsman reported that membership has increased with active licensed dentists and total numbers. Great work NJDA!

Council on Governmental & Public Affairs - Dr. Elisa Velazquez reported on the 2019 elections. District 1 flipped from Blue to Red and there were other tight races. She pointed out that our member, Dr. Jeffrey Van Drew, switched from Democrat to Republican. The Republicans held a lot of key elections and the new legislature began yesterday. The bills that were not passed must be reintroduced in the new legislature. The SPA Grant has been again approved. \$42,000 has been earmarked for Government & Public Affairs. The \$250,000 bill toward staffing the special care treatment center at RSDM was vetoed by the governor, claiming proper channels were not followed. The retreat is next week for PAC and Council on Governmental & Public Affairs on Wednesday at Old York Country Club. The Councils next meeting is scheduled for February 12th at 1:00 pm at NJDA headquarters.

CE. Paul Lawlor - They are trying different things to keep people interested. There is a course 2/28 DELTA DENTAL 101 and the committee is looking

MOCDS TRUSTEE MEETING MINUTES MARCH 3, 2020

to host HIPAA courses in rotation with CPR at our headquarters. There will also be a medical/dental integration course with Horizon in various locations in the state.

Non-dues revenue sources are always being looked at. Maureen will soon be publishing non-member groups fees for use of the facility.

Art Meisel - Everyone had until 1/18/20 (60 days after being public) to make comments for proposed State Board regulations. Each item proposed was discussed one by one. NJDA will send a formal letter before the deadline. MOCDS and NJAPD were commended for getting a letter in to voice concerns of the members they represent.

Presidents Report - GKAS 2/7/20. He met with Dr. Hayes to outline goals for oral health for our state.

VP REPORT – Dr. Weiner discussed AMT and our ongoing relationship. Members are signing up with little attrition and members seem pleased.

TREASURER REPORT: Dr. Peter DeSciscio - 2019 ended with receiving \$1,672,432 in dues and by December 31st we had already receive \$487,773 in 2020 dues. Renovation expenses were approximately \$572,000 including furniture, AV & kitchen appliances.

The Capital Campaign pledges are just over \$452,000 with approximately \$125,000 already received and used toward the project. We will receive more than \$325,000 over the next 3-4 years. Please consider a pledge. NEW BUSINESS: Dues for Active Life Members. The ADA passed a resolution stating that Active Life members will pay full dues, however Connecticut and New York are not going to follow the ADA on this. There were comments on the pros and cons of following the ADA or staying with the 75%. This was tabled to allow components to discuss.

NEXT MEETING: 3/18/20

Motion was made by D. Shah to direct Dr. Velazquez, as our NJDA trustee, to vote to keep our NJDA dues structure the same as it is now in regard to active life members and not change to correlate with the proposed dues changes to be implemented by the ADA. Motion was 2nd by S. Albin. Discussion ensued. A call to vote was made and the vote passed unanimously.

Motion was made by D. Shah to keep our MOCDS dues structure the same as it is now in regard to active life members and not change to correlate with the proposed dues changes to be implemented by the ADA this year. Motion was 2nd by S. Albin. Discussion ensued. A call to vote was made and the vote passed unanimously.

COUNCILS:

Council on Annual Session (Dr. Andricsak):

150th anniversary events update:

- The ribbon cutting ceremony was held on Jan 15th to kick off our anniversary year. The official anniversary event will be in Oct at NJDA headquarters.

- We have secured the Rosedale Picnic Grounds of Mercer County Park for NJDA's family picnic for Sunday Sept 13th. We are working on permits to participate with the Oral Health Coalition's oral cancer 5K walk/run to benefit oral cancer awareness programs and research.

- Be sure to register for the annual NJDA's president's dinner which will be a cruise on the Hudson on the Atlantica yacht on Sunday, June 7 at 6:30pm for a wonderful evening of dining, dancing and taking in the magnificent views of the NY skyline. Start your day a little later on Monday so you can attend this event. You can RSVP on NJDA's website. Tickets are 160.00pp. Goes up to 190.00 after March 1st.

- More details to come about the Jersey Shore beach bash July 15 and 16. It's in our backyard so book to stay one night at the new Hotel IBI. If you haven't been there yet, it's a beautiful new hotel, just over the Causeway bridge in Long Beach Island; opened only last summer. We expect the Monmouth Ocean component to have a good turnout since it is in Ocean county after all.

- You can contact Maureen Barlow at NJDA for any questions
- Our conference call is tonight. I will have more details for you next meeting.

Council on Governmental & Public Affairs (Drs. Velazquez and Kukucka):

Dr. Velazquez reported on the recent elections. District 1 flipped from Blue to Red and there were other tight races. She pointed out that our member, Dr. Jeffrey Van Drew, switched from Democrat to Republican. The Republicans held a lot of key elections and the new legislature began yesterday. The bills that were not passed have to be reintroduced in the new legislature. The SPA Grant has been again approved. \$42,000 has been earmarked for Government & Public Affairs. The \$250,000 bill toward staffing the special care treatment center at RSDM was vetoed by the governor, claiming proper channels were not followed. The retreat is next week for PAC and Council on Governmental & Public Affairs on Wednesday at Old York Country Club. The Councils next meeting is scheduled for February 12th at 1:00 pm at NJDA headquarters. Council on Membership (Dr. McTaggart):

ADA passed dues changes that NJDA membership does not agree with. However, it is done. The ADA representative on the conference call understood our position and they anticipate a drop in membership.

New members:

Dr. Henry Nardea, Dr. Sally-Jo Placa, Dr. David Basar, Dr. Najwa M Bahsoun-Jaber, Dr. Heather Albert

Meeting Minutes:

NJDA staff: Arthur Meisel, AnnMarie Varga & Bill Cook

ADA staff: Bridget Baxter

Membership Report:

2019 EOY Report:

- Active licensed total-3585 an increase of 107 from 2018
- Total year-end number was 4,621 and increase of 145 from 2018
- Market share 51.9% up from 51.3%
- Women increased by 82, Specialists by 13 & New Dentists by 138

2020 Report: Total of 3123 have paid to date, 68% have renewed.

SPI Recruitment: Strategic Promotional Incentive (SPI) which allows non-members to join for half off for the entire year. The year's focus is on specialists and large group practices. To date the NJDA has sent a mailer and 3 emails. They will continue to recruit these non-members. ADA sent a mailer several weeks ago and will once again begin their calling program.

2021 Dues: As a reminder, resolution 15 was passed at the 2019 ADA House of Delegates and will go into effect in 2021, this will not impact this year's (2020) dues. The changes to the national dues structure that will be implemented for the 2021 dues cycle are as follows:

- Elimination of the \$30 graduate dues to \$0
- Elimination of the 25% discount for life members to make that a full dues paying category. The last year of life membership discounts will be 2020 and current life members will not be grandfathered in under the new dues structure.

- Elimination of two discounts for new graduates. Rate A (1st year out of dental school) will remain \$0; Rate B (2nd year out of dental school) will change to 50% of full dues. Rates C (3rd year out of dental school) and D (4th year out of dental school) will be eliminated.

The Council discussed the anticipated negative effect it may have on those segments of members and our overall membership numbers. Revenue may be unaffected even if we lose some members because of the dues increase. The Council is not in favor of this, even if the effect on revenue is ok. The Council does understand that these changes were voted on and passed by the ADA House of Delegates who are member dentists, not staff. NJDA will discuss 2021 constituent dues in the next several months.

2019 ADA EOY Report:

- The ADA ended 2019 with an active licensed dentist membership of 129,547, an increase of 539 over the total 129,008 in 2018.
- The total market of active licensed dentists in 2019 was 207,706, an increase of 2,657 over the total of 205,049 in 2018.
- The ADA ended 2019 with a market share of 62.4% down from 62.9% in 2018 as a result of the considerable increase in the total market.
- The number of active licensed members increased in several target markets in 2019:

- o Women increased by 2,139
- o Foreign trained increased by 593
- o General Practitioners by 669

MOCDS TRUSTEE MEETING MINUTES MARCH 3, 2020

- o Ethnically Diverse by 1,753
 - o All Graduate Students by 2,050
 - Enhanced partnership with state societies enabled 35 states to end 2019 with a positive net gain in active licensed members.
- COMMITTEES:

Liaison for Meeting Vendors (Dr. Matt Sones):

We currently have eight paid sponsors who are scheduled to attend the dinner meeting on March 10th. The sponsors for the meeting are: Bank of America, CARR, Hiossen, Pulpdent, Newark Dental, Zimmer Biomet, PNF Accounting, and Garfield Refining. The goal has always been to have 10-12 sponsors so please don't hesitate to reach out to potential vendors and have them contact me if interested.

Committee on Communications (Dr. Friedman):

The next newsletter will be published April 2020.

Committee on Membership/New Dentist (Drs. McTaggart and Sniscak):

Sent on Behalf of Dr. Danielle Rioridan, chair, ADA Council on Membership Subcommittee on Grants and Member Benefits:
February 12, 2020
Thomas J. Sniscak, D.M.D.
Monmouth-Ocean County Dental Society
Dear Thomas J. Sniscak, D.M.D.,

Congratulations! I am pleased to tell you that your proposal for the ADA Engagement Program Grant identified below has been approved to move to the next steps towards funding for 2020:

Monmouth-Ocean County Dental Society
New Dentist Networking Event
\$1,500.00

Next Steps:

ADA staff will be following up with your office to complete a legal agreement governing use of the ADA Engagement Program funds. All programs must be completed no later than December 31, 2020. Upon completion of your program and a fully executed final report, which are due no later than 30 days after your program is complete, funds will be distributed. Failure to complete and return your final report within 30 days may result in forfeiture of your funds.

Thank you Dr. Sniscak for your hard work in obtaining this grant to help benefit our society and its members.

Committee on Nominations (Dr. Guerrasio):

Dr. Natalie Nesblett and Dr. Lyia Ostrow had expressed interest in becoming members of the Board of Trustees. It was discussed and agreed upon and we look forward to having them as members of the Board next year.

Dr. John Soliman will be the incoming secretary for 2020-2021.

We have an opening and need for someone to be apart of the Governmen-

tal and Public Affairs Council.

Committee on Budget and Finance (Dr. Angowski):

All accounts are in good standing.

Committee on Children's Dental Health (Dr. Jeffries-Bruno and Dr. Sones):

The event was a success with multiple attendees at both the Monmouth Mall and Ocean County Mall on February 23rd. There was less traffic than usual with the unexpected good weather but overall, still a success. We awarded poster contest winners in both Monmouth and Ocean County – the them was "Fluoride in the Water Prevents Cavities – Get it from the Tap" as designated by the ADA. Next year the date TBD – either February 21st or February 28th. In attendance were the following dentists/practices:

Monmouth Mall:

- o Atlantic Pediatric Dentistry – Dr. Sally Guerrasio & Dr. Matt Safari
 - o Children's Dental Center of Monmouth – Dr. Brett Wohlstetter
 - o Beachside Pediatric Dentistry – Dr. Madeline Badalaty
 - o Shore Children's Dental Care – Dr. Jocelyn Jeffries-Bruno
 - o Isaacson Orthodontics – Dr. Rick Isaacson
 - o Freehold Orthodontics – Dr. Natalie Neblitt
 - o Monmouth County Board of Health & Medical Reserves
 - o Dr. Sam Tover, Dental Resident at Jersey Shore University Medical Center
 - o Monmouth County Vocational School Dental Assisting students
- Ocean County Mall:
- o Ocean Pediatric Dental Associates – Dr. Elisa Velazquez and Dr. Akriti Gupta
 - o Jackson Orthodontics – Dr. Miriam Furlong
 - o Coastal Oral Surgery – Dr. John Soliman and Dr. Daniel Winston
 - o Lakewood Pediatric Dentistry
 - o Ocean County Board of Health

- Participants will be receiving certificates at the dinner meeting.

Aruba Health Seminar Committee (Dr. Robert Isaacson):

We had a great meeting and the attendees had a great experience filled with lots of education and some fun in the sun! Looking forward to planning next year's Aruba Seminar with some great speakers.

NJ Dental Lifeline Network (formerly Donated Dental Services) (Dr. Feeney):
See letter.

Old Business

At our last meeting 1/7/2020, a motion was passed to create a committee to research the effects of CBCT radiation to present to the NJDA in an attempt to facilitate changes to the inspection of such machines. J. Kukucka and J. Soliman agreed head the committee on CBCT research to present to the NJDA. There were no updates at this time but Dr. Soliman reported he will be doing some more research and is compiling data.

New Business:

Dr. Paul Condello presented a donation to MOCDS on behalf of the Dental Department at Jersey Shore University Medical Center. Our members greatly appreciate the generosity and commitment to organized dentistry.

Good and welfare (Dr. Jeffries-Bruno):

A big congratulations to our very own Dr. Elisa Velazquez who will be the incoming secretary for the NJDA. We know that she will represent MOCDS very well and serve as an asset to the executive board of the NJDA.

The meeting was adjourned at 8:53pm.

Respectfully submitted, Matthew K. Sones, D.M.D. Secretary

NJDA & M-OCDS Life Members for 2019

Dr. Joseph DiFazio • Dr. Steven Eisen
Dr. Marten Ladman • Dr. Frank Navarro
Dr. James Keenan • Dr. Patrick McDermott
Dr. James McLees • Dr. Carlos Meulener
Dr. Carl Pinnaro • Dr. Gordon Sangree
and Dr. Martin Weinstein

MOCDS TRUSTEE MEETING MINUTES APRIL 7, 2020

M-OCDS TRUSTEES MEETING MINUTES
April 7, 2020

Attendance: S. Albin, C. Andricsak, E. Boim, P. Condello, M. Friedman, M. Furlong, S. Guerrasio, R. Hersh, Richard Isaacson, J. Jeffries-Bruno, C. LaFalce, R. McTaggart, L. Picciotto, M. Safari, D. Shah, T. Sirota, T. Sniscak, J. Soliman, M. Sones, E. Velazquez, N. Neblet, L. Ostrow

Non-Trustees: S. Nieminen, B. Wohlstetter,

The meeting was called to order by Dr. Jeffries-Bruno at 7:03pm. The meeting was held via ZOOM video conferencing to make every effort to abide by optimal social distancing to do our part to prevent the spread of COVID-19.

We do have a quorum.

Approval of the minutes from last meeting:

A motion was proposed to approve the minutes from the last trustee meeting on March 3, 2020 by Matthew Sones, 2nd by Rick Isaacson. A call to vote was made and approval of the minutes passed.

President's Report (Dr. Jeffries-Bruno):

First off please let me thank everyone for the hard work and focus in gathering and sharing information during this ever changing and challenging time in which we find ourselves. We truly are like a family coming together to get through this as best we can and I feel so fortunate to be among you all, esteemed colleagues.

COVID-19 Information:

As information is received it is gathered/summarized for distribution to our members. In an attempt not to overwhelm or overburden with repeat information, we are presently distributing weekly summaries on Fridays with a president's message to touch base with our members and make sure important information was not missed. Currently this is a project I am completing while also re-affirming information with the Executive Board. All information which has been sent out was reviewed with members of our Executive Board for accuracy and content.

Words of Wisdom: Dr. Feeney has contributed for our mental health positivity with his words of wisdom which we have e-blasted to our members on Monday's.

Facebook: Updating regularly – looking for volunteers to post as well.

Component Monday Block: I am updating regularly along with Sally.
Component Slide on NJDA Website: It is up – links back to our website.

Meetings: Virtual format at this point until further notice. We have a Zoom account – Pro plan which upon research should meet our needs for Trustees Meetings or Executive Board Meetings. The cost is monthly – \$15.38 including tax.

"Dinner" Meeting: Our last official dinner meeting was March 10th – Dr. Christina Carter gave a very informative lecture on interventional orthodontics.

Venue has been cancelled for April 21st as well as May 13 (legislative night) – Legislative Night will be moved to our New Member event in combination in September.

The next "dinner" meeting was scheduled for April 21st "Out with the old in with the new: A crash course in state-of-the-art Dentistry" with Dr. Ron Kaminer – sponsored by Voco.

Update: I have been speaking with Voco who is still planning to sponsor Dr. Kaminer. I spoke with Dr. Kaminer who agreed to conduct the meeting via webinar as well as include updated COVID-19 related material. I also reached out to the State Board - Mr. Jonathon Eisenmenger confirmed over email that our program would be awarded CE accreditation over Webinar format (live if viewed live, distance learning if recorded). However, they cannot send out formal CE numbers at this time, I feel we can rely on his word that we can then retro-actively send out CE forms to our members.

I reached out to two platforms, Viva and Catapult, recommended by Dr. Kaminer and Voco and also researched Zoom.
CATAPULT/VIVA

- Benefits: Platform handles all the tech work, sign up, dry run with Dr. Kaminer, CE forms & distribution including Accreditation. Dr. Kaminer

has experience working with each of these platforms.

- Negatives: We are giving emails to a 3rd party, Cost. Catapult is \$1000.00.

Viva is more a long term commitment platform.

o Viva Platform offers with a 2 year contract.

• Cost \$9.00 per member minimum of 350 members (3150) 600 members \$5,400.

• Access to all live/on demand CE courses (individually would be \$36 per year or \$5.00 per certificate

• Our own branded platform which can include sponsors we would set up

• Weekly newsletter with available content

• Personal webinar cost is \$1850.00 which would be waived during COVID-19 based on their promotion.

Could do April but "start officially" May.

• Overall impression: Interesting member benefit to consider, could survey membership (monkeysurvey). In the new reality having more CE online would be interesting to consider. Much CE available for free right now, hold off and explore in future.

Alternative of utilizing our Zoom account:

• Benefits: Less cost - \$40.00 per month for hosting the video webinar, \$64.00 per month for additional participants (100-500). Dr. Kaminer and VOCO have familiarity working with this platform and have agreed to help through the process.

• Negatives: Setup, puts all work and technical issues in our hands, we will have a delay for official CE forms.

• I believe this is the best fit for us at this time though I will need help organizing if we move forward in this platform.

Third Alternative is to delay the course to another date. However, I feel it would be more beneficial to our members to try to make this work during this time in a virtual framework especially with a motivated speaker and sponsor both of whom have been working with me to help make this work virtually.

President's Dinner Dance scheduled May 30th – Recommend to cancel for now. Lauren Picciotto and Julia Cintron have an update for us on this which we will discuss under "special committees". They are doing a great job staying on top of this. We can consider rescheduling the event in combo for next year, we can award the Distinguished Service Award and Isaacson Award recipients at our New Member Event scheduled for September; which will also be combined with the Legislative night.

Website: The website has been updated on our calendar and we also have links to the ADA.org/virus and njda.org/virus.

Vice President's Report (Dr. Guerrasio):

I spoke at length with Mitch and Jocelyn regarding the line item for the newsletter in the budget (see report under communications). It appears that there is a \$7,100 savings if the newsletter is converted to a digital format. I feel that due to the unprecedented circumstances that we are facing, it may be time to consider this option.

In line with the costs of the newsletter, I anticipate that the budget I presented at our last trustees meeting will no longer have the validity that it once did. I cannot anticipate our return date to "dentistry" and our ability to function as a society in the way that we once did. I will amend the budget once the newsletter item has been decided amongst the trustees, but any other adjustments would seem premature at this time. I feel that the budget should be revisited at the next trustees meeting, when we know more, and then perhaps voted upon in the summer months. While this is unorthodox, I feel that it would be best in order to create a more accurate budget for the upcoming year.

I have spoken with my first speaker for the fall and he is able to run a webinar talk if social distancing continues into the fall. I have reached out to others and wait their response.

We are a nonprofit organization and are eligible to apply for the EIDL loan. It would have to be applied for Rich Angowski, but it is something we can consider.

Sally motioned to move to a fully digital format for the newsletter to help balance the budget and reduce our future expenses. It was seconded by Mitch Friedman. There was much discussion as to the format of future newsletters and keeping hard copies of our newsletters for members that prefer paper copies as a preferred method for dissemination. A call to vote was made and the motion passed by majority.

A motion was made by R. Isaacson to apply for the EIDL after consultation with Art Meisel to make sure that we qualify for the loan. The motion was seconded by Mitch Friedman. A motion to amend the motion to include

MOCDS TRUSTEE MEETING MINUTES APRIL 7, 2020

our CPA to determine if we are eligible was made by Matthew Sones and was seconded by Elisa Velazquez. A vote was called and the motion to amend was unanimously approved. There was much discussion on the motion. A call to vote was made to apply for the EIDL after consultation with Art Meisel and our CPA to make sure that we qualify for the loan and the motion passed by majority.

Treasurer's Report (Dr. LaFalce):

All accounts are in good standing. A current P & L from the accountant was distributed for review. We have received payment from NJDA for component dues, balance from 2019 as well as January and Feb 2020.

Secretary's Report (Dr. Sones):

Nominations for MOCDS Trustee members and committees were sent to NJDA. A big thank you to Bob Hersh who has volunteered to replace John Kukucka as our representation on the Governmental Affairs Committee.

NJDA Trustee Report (Dr. Velazquez):

I have attached my notes from the 3/18/20 BOT meeting. However, I DID change some of the information to update it to be accurate as much as has changed in a few weeks. When official minutes come out, I can pass that along.

BOT 3/18/20 Dr. Elisa Velazquez

BOT via phone conference - with UPDATES

The BOT meeting was solely on COVID-19

MUCH of the meeting info has been updated so we don't confuse anyone with outdated INFO.

CORONA VIRUS INFO

Meetings are being cancelled and social distancing required.

ADA advised emergency/essential treatment only until April 30th. List of "what is an emergency" on ADA website.

Executive Order 109 from the governor does not have a specific date to allow for our return. That is what we must go by and we will wait for additional info.

PPE Inventory REPORTING deadline was 3/27. If you have not done so - please do that ASAP. <https://covid19.nj.gov/ppereport?fbclid=IwAR136R0jgHva-QUW3bgGAWnxCtIaloKhSEhZxGNbBMKMYrEwio1doCoWWMU>

CARES ACT HAS BEEN PASSED. 2 Trillion dollar stimulus. Speak with your financial planner/accountant/lawyer for information.

New ACTION REQUEST to clarify language with the EIDL & the PPP loan. This latest guidance appears to indicate that small businesses will not be ineligible to apply for a PPP loan if they received EIDL dollars after April 3, 2020. Many small businesses that have applied for the EIDL were under the impression that they could also apply for PPP loans in the future if they chose to do so. All of the guidance from the various Congressional committees and other sources have stated that a small business can apply for both, with no deadline beyond the covered period in the legislation. The guidance also seems to contradict legislative language from the CARES Act. Further, the SBA has been accepting the EIDL applications with no caveat that it might make someone ineligible for PPP.

** 4/6/20 update: Dentists indeed are eligible for both the Economic Injury Disaster Loans (EIDL) and Paycheck Protection Program (PPP) loans offered by the Small Business Administration (SBA). GRASSROOTS ACTION WORKED!

NJDA/COGPA has been in regular contact with the Governor's office on coordination for any possible preparedness efforts in which dentists may be able to assist.

We are working with the legislature to amend business interruption insurance to nullify the exclusion cause for communicable diseases. (Legislation has been introduced). This would allow NJ businesses who are negatively affected by Coronavirus to be able to file a claim.

FAMILIES FIRST CORONAVIRUS RESPONSE ACT:

Employers with fewer than 50 employees, including dental practices, may be exempt from a provision in the Families First Coronavirus Response Act that requires them to provide emergency paid sick leave and expanded medical leave to employees in certain COVID-19 circumstances, the U.S. Department of Labor said April 1.

TELEDENTISTRY - Is LEGAL in NJ. Companies are relaxing standards during this pandemic, and you DO NOT need a special app etc. federal government has indicated that they will waive penalties for HIPAA violations against health care providers that serve patients in good faith.

Stay tuned for NJDA's insurance webinar.

STATE INCOME TAX FILING EXTENDED TO 7/15.

*THIS IS A FLUID SITUATION - CHANGING BY THE MINUTE. FOLLOW NJDA/ADA FOR UPDATES.

COUNCILS:

Council on Annual Session (Dr. Andricsak):

No new report. There is a virtual meeting scheduled for the end of the month. The following information was given at the last trustee meeting in regard to the 150th anniversary events:

- The ribbon cutting ceremony was held on Jan 15th to kick off our anniversary year. The official anniversary event will be in Oct at NJDA headquarters.

- We have secured the Rosedale Picnic Grounds of Mercer County Park for NJDA's family picnic for Sunday Sept 13th. We are working on permits to participate with the Oral Health Coalition's oral cancer 5K walk/fun run to benefit oral cancer awareness programs and research.

- Be sure to register for the annual NJDA's president's dinner which will be a cruise on the Hudson on the Atlantica yacht on Sunday, June 7 at 6:30pm for a wonderful evening of dining, dancing and taking in the magnificent views of the NY skyline. Start your day a little later on Monday so you can attend this event. You can RSVP on NJDA's website. Tickets are 160.00pp. Goes up to 190.00 after March 1st.

- More details to come about the Jersey Shore beach bash July 15 and 16. It's in our backyard so book to stay one night at the new Hotel LBI. If you haven't been there yet, it's a beautiful new hotel, just over the Causeway bridge in Long Beach Island; opened only last summer. We expect the Monmouth Ocean component to have a good turnout since it is in Ocean county after all.

- You can contact Maureen Barlow at NJDA for any questions Council on Dental Benefits (Dr. Safari):

See attached minutes from the NJDA Council on Dental Benefits.

Council on Governmental & Public Affair (Drs. Velazquez and Kukucka):

We are combining our legislative night with the new member meeting in September 2020. The May 2020 Legislative night has been cancelled.

Council on Membership (Dr. McTaggart):

M-OCDS STRONG!

I have never been more proud to be a member of organized dentistry. The communication that has been disseminated during this pandemic to our members is extraordinary. During a time where there is so much uncertainty and constantly changing information the ADA, NJDA, and especially M-OCDS have been a model to keep us informed.

Please note that the deadline for members to renew their membership for 2020 has been extended from March 31 to July 1. All un-renewed members will be receiving an email notification from NJDA announcing this change tomorrow

New member: Dr. David Basar

COMMITTEES:

Liaison for Meeting Vendors (Dr. Matt Sones):

We currently have eight paid sponsors who are scheduled to attend the dinner meeting on April 14th. The sponsors for the meeting are: Bank of America, CARR, Hiossen, Pulpdent, Newark Dental, Zimmer Biomet, PNF Accounting, and Voco. Due to the fact that this meeting will be a webinar as opposed to being an in-person, live CE course, the sponsors will be contacted to inform them of the change and will be given the opportunity for a refund.

Next meeting, I would like to propose a change to our sponsorship program to introduce different tiers of sponsorship at different prices to hopefully allow for more vendors to become sponsors but to also offer exclusivity at an increased cost. Everyone should expect more information at the next Trustee meeting.

Committee on Communications (Dr. Friedman):

Due to the uncertainty with the Corona Virus & daily updates, Drs. Bruno & Friedman decided to not produce an April newsletter in any format. This will save approximately \$1,520 to create, print & prepare for mailing plus \$200 bulk mail postage, for a total of \$1,720 which is the average of our five issues per year. With Constant Contact we are able to provide our Trustees & general membership the information they need as it is updated.

The newsletter budget which was brought up under "Vice President's Report: 2020-Budget" at the last Trustee Meeting will be discussed - motion to discontinue print copies of our newsletters & provide newsletters

MOCDS TRUSTEE MEETING MINUTES APRIL 7, 2020

electronically". After reviewing the costs for our past 7 issues, the cost has remained consistent as described above. That makes the total annual expense to create & distribute the five issues \$8,600. The actual accounting values the accountant provided I believe are higher because other printing & mailing expenses were allocated to "Newsletter Expenses." Regardless of this, I have always maintained that as long as advertising income was high, it didn't matter. However, we are down to 5 advertisers for an annual income of \$2,580. When I let Doug, owner of Omega Graphics, know our situation, he offered several options to continue printing the newsletter. He would reduce his fee by \$250/issue, or \$370 if we reduce the issue from 12 to 8 pages. There would also be a reduction if we eliminate all color from the printing (color would remain in the digital PDF version). If we choose to go digital for any issue, the cost would be \$300 which is for creative only. We could produce a digital 12-page version 5 times each year for a total of \$1,500, a total savings of \$7,100. I don't believe that our advertisers care if we stop printing so if they all stay we would net \$1,080, or we could lose two and be covered for the expense.

Committee on Budget and Finance (Dr. Angowski):

All accounts are in good standing.

Committee on Special and Social Events (Drs. Cintron and Picciotto):

3/10/2020 – Reduced attendance due to COVID-19.
44 attendees, 10 Vendors.

Prior to moving forward with the dinner meeting multiple MOCDS past presidents, the speaker and NJDA leadership were consulted; a unanimous decision made to move forward with the dinner meeting with additional hygiene measures in place. Additional hygiene measures put into place included: tissues, multiple hand sanitizers available at the tables as well as buffet line and bar; doors propped open; discouraged hand shaking; Sticker name badges for disposal. Attached is a list of RSVP's with attendance.

Note: I am finding that fewer and fewer people are responding to the eblast. This is problematic when giving the Waterview Pavilion a final count. How can we stress that the response is not to ensure a name badge, but to give an accurate count to the venue?

President's Dinner Dance: As of now we have not cancelled with the Molly Pitcher Inn, but they are aware we may have to and will be very flexible (return deposit if needed). My concerns are that we may have to postpone this year or if we have to move it to the summer the Molly Pitcher Inn will not have another Friday or Saturday. We can consider a Thursday or another venue? Waterview Pavilion? Too many uncertainties at this point, but we will keep evaluating.

There was much discussion on postponing the President's Dinner Dance indefinitely due to all of the uncertainty surrounding COVID-19. It was ultimately decided to postpone until next year or perhaps in September when we have our legislative night and new member meeting, we can do an officer's induction at the same time and a brief celebration. Otherwise, we would likely have one President's Dinner Dance to honor this year's president, Dr. Jocelyn Jeffries-Bruno, and next year's president, Dr. Sally Guerrasio.

Aruba Health Seminar Committee (Dr. Robert Isaacson):

We had a great meeting and the attendees had a great experience filled with lots of education and some fun in the sun! Looking forward to planning next year's Aruba Seminar with some great speakers.

NJ Dental Lifeline Network (formerly Donated Dental Services) (Dr. Feeney):

Dr. Feeney submitted an article on Dental Lifeline Network for the Newsletter or other format to be distributed to members.

Old Business

At our meeting on 1/7/2020, a motion was passed to create a committee to research the effects of CBCT radiation to present to the NJDA in an attempt to facilitate changes to the inspection of such machines. J. Kukucka and J. Soliman agreed head the committee on CBCT research to present to the NJDA. J. Soliman reported he has been compiling a file of information and will touch base with J. Kukucka.

Previous motions made with regards to the Newsletter are now dismissed as a new motion was made and passed.

New Business:

- Who is open seeing emergencies? We thank them for being the "front-line" for dentistry commending their service.

- MMC Dental Clinic
- Multiple private practice dental offices, especially OS
- Lists of providers can be found on the NJDA website under "For the Public".

Overview of Paycheck Protection Program/SBA

1. Topic: Owners for Employees
2. What Associates should be doing for themselves?
3. What are the "Best Practices"?
4. Is there a summary we can provide for our members

by E-Blast?

*There was discussion on what information we could give to our members through e-blasts. It was ultimately decided that we wait for guidance from the ADA and NJDA and not overwhelm the membership with additional and redundant materials.

- How do we protect our patients? We must be taking into consideration how we can protect our patients and our staff from COVID-19. We continue to urge our members to make sure that they are taking all necessary precautions and following the recommendations of the CDC and OSHA.
- What should we be doing to prepare for re-entry? Making sure we are informed and educated will be of utmost importance.

Good and welfare (Dr. Jeffries-Bruno):

A big thank you to the Board of Trustees and the executive board for working through the COVID-19 crisis and making these very challenging times a little easier to bear. Together we will get through this - please be safe and stay healthy!

The meeting was adjourned at 9:12pm.

Respectfully submitted,

Matthew K. Sones, D.M.D.
Secretary

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MOCDS TRUSTEE MEETING MINUTES MAY 5, 2020

M-OCDS TRUSTEES MEETING MINUTES
May 5, 2020

Attendance: S. Albin, C. Andricsak, E. Boim, M. Friedman, M. Furlong, S. Guerrasio, R. Hersh, Richard Isaacson, J. Jeffries-Bruno, C. LaFalce, R. McTaggart, L. Piccioito, M. Safari, A. Seto, D. Shah, T. Sirota, T. Sniscak, J. Soliman, M. Sones, E. Velazquez, N. Nebblett, L. Ostrow.

The meeting was called to order by Dr. Jeffries-Bruno at 7:05pm. The meeting was held via ZOOM video conferencing due to circumstances surrounding COVID-19.

We do have a quorum.

Approval of the minutes from last meeting:

A motion was proposed to approve the minutes from the last trustee meeting on April 7, 2020 by Richard Isaacson, 2nd by Thomas Sniscak. A call to vote was made and approval of the minutes passed.

President's Report (Dr. Jeffries-Bruno):

"Dinner" Meeting:

We had a successful first MOCDS webinar "dinner" meeting on April 21st with 3 additional sponsors to Voco: Newark Dental, Bank of America and Zimmer Biomet.

"Out with the old in with the new: A crash course in "State of the Art Dentistry" Dr. Ron Kaminer – speaker sponsored by Voco. It was well received based on feedback from our membership and sponsors. The Audiovisual group who sets up our meetings credited a meeting for us for next year.

Virtual Platform: We will continue to use Zoom platform as needed. Our Subscription is monthly.

COVID-19 Information FRIDAY SUMMARY:

This continues to go out weekly with summaries. I have been compiling the list, the executive board reviews it prior to release. We are getting good feedback about this from members as a valuable resource. We can continue to monitor it for frequency/content as the situation develops and the needs of our members may change.

Words of Wisdom: Dr. Feeney's contributions have received great feedback from our members – we have well thought out lineup through June. The messages are e-blasted to our members on Mondays as a positive start to the week.

Facebook: Updating as needed.

Component Monday Block: I am continuing to update regularly along with Sally.

Website: I asked our web designer to remove the emails listed for anyone on the website. This was in response to multiple phishing emails received about obtaining gift cards. The only email currently listed on the website is MonmouthOceanDentist@gmail.com, rsvpmocds@gmail.com, and indirectly via the newsletters. Hopefully this will deter future Phishing Scams.

Executive Board Meeting: We held a meeting via Zoom on Friday May 1st to discuss several topics including:

- NJDA Peer 2 Peer initiative (more details below)
- Virtually transitioning the Board over Zoom tentatively May 30th
 - o I am reaching out to NJDA to organize transitioning officers – 2 other components transitioned this way. The tentative date is May 30th time TBD – once obtained we will set up a short zoom event.
- September New Member Meeting (in combination with Legislative Night)
 - o Date & Location discussed
 - o At this event we can award the MOCDS annual Robert Isaacson Award and the MOCDS Distinguished Service award which usually are received during the President Dinner Dance.
 - o Certificates can be given to Dr. Mitchel Friedman (Outstanding Performance Award) and Dr. Bob Goodwin (Exceptional Long-Term Service Award)
 - o We discussed the concept of a committee for gathering information related to COVID-19. However, because our group is so open in communication, we decided that for now it is not necessary. We would ask you to please keep sharing information you find important to share with our Trustees over the email thread.

Peer 2 Peer: This is an initiative generated by NJDA as an outreach. The goal is to reach out to members to check in with them. Additionally, to reach out to those who have yet to renew (102 of the 500 total). I am looking for as many volunteers as possible to help with this initiative. The program runs through May 15th. The more volunteers, the less people to call. Matt Sones volunteered to set up a Google Sheets document so we can each have access to update the Excel spreadsheet to mark those individuals to whom we reached out. We also are to add notes if needed for follow up or concerns were discovered in conversation.

Discussion about the ADA's communication with our component leaders during weekly webinars.

Vice President's Report (Dr. Guerrasio):

If we must do another webinar in the fall, our first scheduled speaker is comfortable doing the lecture as a Webinar. I want to congratulate Jocelyn for a job well done over the past year as our MOCDS President during some very difficult and unprecedented times.

Matthew Sones made a motion to pass the proposed budget for the 2020-2021 year as proposed at our March 2020 Trustee meeting. The motion was seconded by Stu Albin. Discussion ensued, a call to vote was made, and the budget passed unanimously. It was noted to include a line item in the budget to account for possible losses, including losses from dues revenue, due to the COVID-19 pandemic.

Treasurer's Report (Dr. LaFalce):

I reached out to our accountant regarding the confusion at last TM with respect to our entity type. She relayed that: M-OCDS is NOT a 501 (c)(3) public charity; it IS a 501(c)(6) a business association. As such, we were eligible to apply for the EIDL. Our executive secretary, Dr. Angowski attempted to apply. Unfortunately, the funds for that grant had already been exhausted. Our annual filings are up to date.

All accounts are in good standing.

NJDA Trustee Report (Dr. Velazquez):

- There has NOT been a formal meeting since our last MOCDS meeting.
- NJDA has been inundated with calls/emails with 3 main concerns: 1) opening date 2) PPP 3) PPE
- We are STILL under Executive Order 109 - with no definitive date to return.
- NJDA released a white paper to the Governor and legislators urging we OPEN NOW. (4/27/20)
- Conclusion: Therefore, the New Jersey Dental Association recommends all dental facilities reopen to full capacity as soon as possible, consistent with local, state and federal law, to optimally manage the oral health of all New Jerseyans. To do anything less, harms the health of our state.
- No physical NJDA meetings for the remainder of this year. No events.
- Dr. Joan Monaco resigned (she is now with BCBS).

ADA Delegate (Dr. Hersh):

There are no significant items in connection to the ADA House of Delegates. Whether or not the 4th District Caucus in Wilmington will be held at the end of the Summer is undetermined. Additionally, whether or not the ADA Meeting in Orlando will be held in mid-October is dependent on the status of the COVID-19 Pandemic. As autumn approaches, the ADA will make a definitive decision.
COUNCILS:

Council on Annual Session (Dr. Andricsak):

The NJDA dinner dance cruise on the Hudson has been postponed until August 23 (previously June 7). If you already a paid with early bird pricing and cannot make this date, refunds will be honored.
The Jersey Shore beach bash was voted on to postpone to 2021 pending on Hotel LBI's response to keep the same pricing that we secured for 2020.
The Mercer county family picnic scheduled for Sept 13, 2020 has not been changed at this time.
The official 150th anniversary Open House at NJDA headquarters has not been changed at this time. It has been planned to move the honoree presentation, originally to take place during the Shore event, to take place at the Open House event. Details are not worked out.
Council on Governmental & Public Affairs (Drs. Velazquez and Kukucka):

- Senate President Steve Sweeney and Senators Paul Sarlo, M. Teresa

MOCDS TRUSTEE MEETING MINUTES MAY 5, 2020

Ruiz, Steve Oroho, Declan O'Scanlon, and Troy Singleton drafted a letter requesting elective procedures be allowed. (4/28/20)
- Senator Pennachio drafted a letter to lift the ban on elective procedures. (4/30/20)
- NO SCHOOL for the remainder of the year.

Council on Membership (Dr. McTaggart):

No membership meeting. No report except as expected due to the Pandemic membership renewal is down significantly. A summary will be provided when there is more data.

COMMITTEES:

Liaison for Meeting Vendors (Dr. Matt Sones):

A new sponsorship program was emailed to everyone for review. I would like to propose a change to our sponsorship structure for our dinner meetings for next year. I have spent a lot of time on the phone with Maureen Barlow at the NJDA to try and mirror the kind of sponsorship program that NJDA offers to the EBA's. However, it is entirely on a different scope and cannot be scaled down to the component level. That being said, I came up with something a little different that offers different types of sponsorships at different prices to our dinner meeting vendors.

A motion was made by Dr. Rich Isaacson, and seconded by Robert Hersh to accept the proposed sponsorship tiers as outlined. A call to vote was made and the vote passed. At the start of our 2020-2021 lecture series, we will offer an exclusivity agreement with vendors who are interested.

Committee on Communications (Dr. Friedman):

The April issue of the newsletter was not created. The June issue will also not be created.
All information was been provided to membership in a timelier matter using ConstantContact with email list maintained and provided by NJDA. All email corrections must be made with NJDA. The Calendar will be mailed prior to the August Organizational meeting. The September issue of the newsletter will be digital only unless the Trustees decide otherwise.

Committee on Membership/New Dentist (Drs. McTaggart and Sniscak):

Planning is underway for the New Member Networking Event in September. Though the future of group gathering is uncertain, tentative date is Thursday, September 24th over Friday the 25th. Contacted multiple venues, discussion progressing with Watermark in Asbury Park. Cost will be approximately \$40 pp for food and drink (about \$50 pp with tax and tip). We have been awarded a \$1500 grant for this event from the ADA Engagement Program (if completed in 2020).

I would like to have a few minutes of group discussion on how to incorporate Legislator's night into the event.

Committee on Budget and Finance (Dr. Angowski):

All accounts are in good standing.

Committee on Special and Social Events (Drs. Cintron and Picciotto):

President's Dinner Dance – Cancelled. Molly Pitcher Inn will refund our deposit of 500 dollars. Thoughts as to rescheduling? I would hate to skip this year, but I do not think it will be possible to schedule anything over the summer. If we combine with next year, we should look into choosing a date ASAP - Venues are busy rescheduling the many canceled events. And if we do skip this year, when do we do the induction?

General Membership Webinar - Tuesday, April 21st.
"Out with the old in with the new: A crash course in "State of the Art Dentistry" Ron Kaminer, DDS. Huge success thanks to Jocelyn! As per Mitch, Flawlessly Executed!
144 Members joined; I attached the reports that were generated and then a word document with just the names of attendees. Ten members couldn't get in - should we offer a recording to them? And what about all members? We could email the recording via eblast, but obviously no CE. If we are not going to offer the recording to everyone, what should we do about the handful of attendees who reached out to Jocelyn for a recording to refer back to? Maybe just send the recording to all attendees?

Committee on Dues Waivers (Dr. Angowski):

A dues waiver was awarded to an MOCDS member.

Old Business

No new developments on our initiative to research CBCT radiation and inspection issues.

New Business:

No new business.

Good and welfare (Dr. Jeffries-Bruno):

This board has been amazing to work with but even more so in relation to the current pandemic we are experiencing. Extra thanks to Dr. Guerrasio, Dr. Sones and Dr. LaFalce – the executive board truly made this year successful. I look forward to this coming year as Dr. Guerrasio steps up as President, as I am confident she will take M-OCDS to even greater heights. Please continue to share new information as it becomes available. Everyone be well and stay safe!

The meeting was adjourned at 8:54pm.

Respectfully submitted,
Matthew K. Sones, D.M.D. Secretary

M-OCDS TRUSTEES MEETING MINUTES August 11, 2020

Attendance: C. Andricsak, E. Boim, M. Friedman, M. Furlong, S. Guerrasio, R. Hersh, J. Soliman, M. Safari, Rich Isaacson, J. Jeffries-Bruno, C. LaFalce, D. Shah, T. Sniscak, M. Sones, A. Seto, N. Nebblett
Non-Trustees: Dr. Lauren Picciotto

The meeting was called to order by Dr. Guerrasio- Safari at 7:02PM. The meeting was held via ZOOM video conferencing due to circumstances surrounding COVID-19.

We do have a quorum.

Approval of the minutes from last meeting:

A motion was proposed to approve the minutes from the last trustee meeting on August 4, 2020 by Dr. Jeffries-Bruno, 2nd by Dr. Sones. A call to vote was made and approval of the minutes passed
President's Report (Dr. GUERRASIO-SAFARI):

The start of this year has presented our organization with some unique challenges, and has tested our ability to remain flexible and our willingness to embrace change. I cannot thank Dr. Jocelyn Jeffries-Bruno enough for the exceptional job that she has done as our president during the start of this pandemic. Our organization was able to disseminate critical information to our members, respond to their questions/concerns, all while continuing to provide opportunities for continuing education. On behalf of the entire executive board, I thank her for her service and hope to continue to serve our members at the same level of excellence.

President's Report:

- Unfortunately, the President's Dinner Dance had to be cancelled due to COVID-19. We have tentatively rescheduled for May 22, 2021 at the Molly Pitcher Inn. This will be a joint event to celebrate both Dr. Bruno's and my year in service.

- The Legislator/New Member's social outing was also cancelled. Our primary concern is to keep our members safe, and the Executive Board in conjunction with Dr. Tom Sniscak, decided that a deferment to next year would be prudent at this time.

- NJDA: I have continued to send out our weekly messages to Colleen for the Monday morning E-blast. If anyone has a topic that would be appropriate, please forward it to me.

- The tentative calendar for this year has been sent to you for your review. There are a few unknowns due to the uncertainty of the times, but I have been working to finalize this information for paper publication. Please let me know if there is anything that should be changed or improved upon prior to publication.

- I am excited about the speakers that we have secured for the upcoming year. There are a variety of topics with well qualified speakers able to provide their lectures either virtually or live. We anticipate that the majority of lectures will be held virtually at this time, and I have secured CE approval from the NJ State Board for each of these courses.

• Dr. Joan Monaco is excited to return our organization to provide us with the latest changes in insurance, especially as it relates to the COVID-19 crisis. She has always been well received in our dinner meetings, and I think that her new position at HBCBS will provide

MOCDS TRUSTEE MEETING MINUTES AUGUST 11, 2020

us with different insight as it relates to the practice of dentistry and insurance.

- Mr. William Barrett is a successful employment attorney that many of our members have used for their own practices. This type of law is very pertinent for our profession right now as we navigate staffing challenges that the pandemic has brought.

- Dr. Naren Rajan is an accomplished practitioner that excels in the field of Digital Dentistry. He will review the latest in digital impression systems and how it relates to workflow in our offices.

- Mr. Mark Miller, a financial advisor specializing in dental professionals, is our tentative 4th speaker.

Treasurer's Report (Dr. Sones):

All accounts in good standing.

ADA Delegate (Dr. Hersh):

On June 25, 2020, Dr. Gehani, president of the ADA, announced that the ADA Board of Trustees had decided to conduct the ADA House of Delegates' meeting virtually in October, 2020 instead of in Florida. This decision was made, Dr. Gehani explained, "in an effort to insure the safest environment for all ADA delegates."

On July 26, 2020, Dr. George Shepley, Fourth District Trustee, reported that the overwhelming sentiment of the ADA Fourth District trustees was to conduct the Fourth District Caucus virtually, as well. The meeting is scheduled for September 26, 2020, during which time nominations for the office of Fourth District Trustee will take place. According to the Fourth District Rules of Procedure and the ADA Constitution and By-laws, only delegates can nominate or participate in the voting process for the delegates.

COUNCILS:

Council on Annual Session (Dr. Andricsak):

Due to the COVID-19 pandemic many changes to our upcoming celebratory events are necessary. Discussions were as follows:

NJDA Dinner Dance: The event has been rescheduled to April 25, 2021.
NJDA Family Picnic: Currently scheduled for Sunday September 13th at 12:00pm at Mercer County Park. Questions were raised about turnout at an outdoor event with the Covid-19 situation as it stands. A survey will be sent to the general membership to determine interest. Based on survey results, the Picnic will move forward or be cancelled.

NJDA Anniversary Celebration: Currently scheduled for Sunday October 25th. Current restrictions would severely limit this event. The Council has decided that it will now be held mostly virtually similar in fashion to the Installation of Officers.

The future of the Annual Session was discussed.

Future plans are currently uncertain, but different ideas were discussed and details will be determined at a future time.

Future meeting dates are to be determined.

Council on Dental Benefits (Dr. Safari):

Beam Dental – Fax received by a member dentist indicating that Dental Benefits Providers, Inc, a UnitedHealthcare Company, has entered a network arrangement with Beam Dental. As such, the dentist is automatically enrolled as a participating provider. Because of the non-leasing of network legislation passed in New Jersey the dentist was able to successfully refuse participation (or to "opt-out" of participation). Any member who received the fax from Dental Benefits Providers and wants to "opt-out" is urged to call the 800 number on the fax and express their desire to do so. Code D1999 for PPE – United Concordia is reimbursing for this code. Principal is reimbursing as well. Delta of New Jersey and Connecticut are running their own program for reimbursing where the dentist needs to be enrolled in EFT, and these participating Deltas are tabulating patient visits so no separate code is needed. Reimbursement will be paid monthly based on these tabulations.

The question came up about "non-covered services" and whether a dentist can charge the patient if the benefit provider denies the coverage for PPE. It was advised that in the event the dentist is "non-par" and the plan is an insured plan, that the dentist advise the patient in advance that there will be a charge for the PPE. If the dentist is a participating provider it will depend on the position the plan takes.

The NJDA is very aware of this issue and is actively looking to do something legislatively, or through the Dept of Banking and Insurance, or both. Dr. Whitman reported that he spoke with someone regarding covering PPE for Medicaid and that it was not being covered and was "under discussion". Dr. Whitman asked Mr. Meisel to look into this at the state level.

The question was raised whether all patients, insured and non-insured, should be charged for PPE. The conclusion was that all patients should be treated equally and charged accordingly. It was pointed out that all procedures do not necessarily require the additional PPE and thus do not need to be charged.

Benefit providers have indicated that these programs will be available for a limited amount of time.

Replacing Dr. Monaco – Ad will run soon to replace her. The Association certainly has a need for a Dental Benefits advocate. The candidate does not need to be a dentist.

Dr. Whitman- Number of patients covered by New Jersey Family Care (Medicaid) will rise. There will likely be fewer providers available due to the pandemic and the necessary PPE and protocols. The way a dental practice does business with Medicaid is by volume, and with the demands placed on properly treating patients during the pandemic, a dentist cannot do the volume of work necessary to be profitable. In addition, the managed care companies have not stepped forward with advanced payments based on past income to help defray current overhead. It would also be better if those companies would step forward and cover PPE without dentists having to beg for it.

Regarding Dental Networks and participation – Now more than ever it is important for all dentists to evaluate the programs with which they are participating and to decide if it is profitable for them to continue participation. Dental carriers need their networks to sell their product (dental insurance). If the network goes away, they have no product to sell. Carriers have been collecting premiums during this downtime. It would be nice if some of that money found its way to the providers. It is now a particularly good time for all dentists to evaluate their business models.

Antoinette Tauk, DDS will take over as the new Chair for the Council on Dental Benefits after the Board Of Trustees meeting on June 3.

Art Meisel reported that he will be filing a brief with the appellate division regarding the Smile Direct Club litigation. He also reported that Smile Direct Club recently filed a lawsuit against NBC seeking 2.85 billion dollars in damages from a report aired a few months ago.

Invited guest: Dr. Joan Monaco joined the meeting later. She discussed what is going on at Horizon. They are going to allow additional money for the D1999 code. For now, the code will be denied but should be covered on appeal. The reimbursement should be in the range of \$10 - \$15 per patient visit to cover the cost of PPE. Horizon will also offer a "prepayment loan". They will average a practice's 2019 claims submissions and loan 50% of the monthly average for 2 installments representing 2 months. This loan will be interest free. Dates for the loan will be announced soon. In the Fall the recovery of the loan will be from the claims that are submitted at that time. This will be offered on the Medicaid side as well.

The question was asked about Horizon embedding dental coverage in their medical plans. Because of that it becomes necessary for the provider to submit to the medical plan first and then to submit the EOB from the medical to the dental for reimbursement. Dr. Monaco explained that part of her job now is to investigate a way that the 2 entities, medical and dental, can share the data and reimburse quicker. Right now, the data flows to the medical where it is processed electronically. Changes to this system may take until some time in 2021 to happen.

Dr. Monaco recommends that all dentists investigate EFT for their offices. She sees this as the future of insurance payments.

Dr. Monaco reported that the CDT Committee has been meeting and are almost finished with the 2021 codes. She expects there will be a code for PPE, and likely not D1999.

The Council thanked Dr. Monaco for her tireless and dedicated service to NJDA and to the profession of dentistry.

Everyone wished Dr. Monaco well in her new position at Horizon.

The Council thanked Dr. Ed Tirpack for his time as Chairman of the Council. Council on Membership (Dr. McTaggart):

A total of 3972 have paid to date, 86% have renewed. M-MOCDS has about 78 non-renews.

ADA Report: Bridget Baxter reported on the Peer 2 Peer toolkit, this information has been forwarded to the Council. If anyone would like to see discussion points when conversing with non-members or non-renewed members please let me know.

She also reported on the Health Policy Institute (HPI) COVID-19 Economic Impact Survey results which can be found on the ADA's main COVID-19 page.

Liaison for Meeting Vendors (Dr. Matt Sones):

At the moment, we do not have any sponsors for our "dinner meetings". I have not contacted any of our sponsors as we have yet to make a final determination on in-person vs. virtual meeting dinner meetings. We are definitely leaning toward virtual meetings and thus a change in our fee

structure and the number of sponsors will need to be addressed.

Dr. Richard Isaacson Motions to Vote on Dinner meetings to be held virtually for the 2020 year and reevaluating the situation at the January 5th Trustees meeting for the 2021 Meetings. Vote passed with a majority.

Committee on Communications (Dr. Friedman):

The newsletter was not published in April and June. Eblasts were used to reach members in more timely manner. This was decided by Dr. Bruno with Trustees in agreement.

The next scheduled newsletter is September which will be published and mailed to members. The updated mailing list has been received from NJDA. It will also be sent via Constant Contact. The Secretary should get the updated email list from NJDA to make sure our members receive the emails.

The 4 advertisers that paid for unpublished issues have had their subscription extended for the next 2 issues. They were also included in the Eblasts to thank them for their support.

Several new advertisers were included in the Eblasts until they could be in the next newsletter. These payments have been deposited into the Well Fargo checking account and the Treasurer was informed that the money should be credited to "newsletter advertisers."

Dinner meeting sponsors can have a business card size ad as a "thank you." They need to email their camera ready art to editor@M-OCDS.org Dr. Sones can contact them regarding this offer.

Committee on Membership/New Dentist (Drs. McTaggart and Sniscak):
New Dentist Networking will be postponed until further notice.
A Virtual Version is being considered to continue networking amongst members.

Committee on Budget and Finance (Dr. Angowski):

All accounts are in good standing.

Committee on Children's Dental Health (Dr. Jeffries-Bruno and Dr. Sones):
Children's Dental Health Month Fair- *Tentative*

- Date pending as we determine if it will be possible to hold the event this year due to current restrictions. Poster contest can still take place pending school decisions.

Committee on Dues Waivers (Dr. Angowski):

Three Members requested Dues waivers. One Member was approved 100% one was approved at 50% the other was denied due to frequency.

New Business:

1. Eblasts that will be done for MOCDS members:
- What is the fee structure for this advertising, and what is our commitment to the advertiser? Trying to keep the sponsors happy is our commitment.

2. Request for checking account to be "online" and without signature required to streamline deposits and transactions.

3. Idea of all virtual meetings for the entire year

4. Advertising on the blank MMC education page in the calendar.

The meeting was adjourned at 8:28pm

Respectfully submitted,
John Soliman, D.M.D., M.D. Secretary

NEW JERSEY DENTAL PAC

2020 Club Level Contributors from Monmouth-Ocean County Dental Society

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Elisa Velazquez Ira Zohn Robert Hersh

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MASTERING RESTORATIVE DENTISTRY-TREATMENT PROTOCOLS
FOR COMPROMISED VITAL AND ENDODONTICALLY TREATED TEETH**

*****Wednesday, October 14, 2020, Dr. Gordon J. Christensen
THE CHRISTENSEN BOTTOM LINE-INCLUDING COVID-19 UPDATE**

*****Wednesday, November 18, 2020, Dr. Jon B. Suzuki
CONTEMPORARY CLINICAL PERIODONTICS AND IMPLANTOLOGY
and PERI IMPLANTITIS AND IMPLANT FAILURES**

****Wednesday, December 9, 2020, Dr. Harold Crossley
A POTPOURRI OF CLINICAL AND PRACTICAL PHARMACOLOGY**

***Wednesday, January 13, 2021, Dr. L. Stephen Buchanan
THE ART OF ENDODONTICS: SAVING TEETH
WITH CURRENT CONCEPTS OF ROOT CANAL THERAPY**

***Wednesday, February 10, 2021, Dr. Marco Brindis
A NEW GENERATION OF HYBRID DENTURE:
A MORE EFFECTIVE, VIABLE, HYGIENIC SOLUTION FOR THE EDENTULOUS PATIENT**

***Wednesday, March 10, 2021, Dr. Scott DeRossi
FROM DENTIST TO ORAL HEALTH PROFESSIONAL: A ROADMAP**

***Wednesday, April 14, 2021, Dr. John Molinari
INFECTION CONTROL AND OSHA: BEFORE DURING AND AFTER COVID-19**

***Wednesday, May 5, 2021, Dr. Bethany Valachi
NECK, BACK, AND BEYOND- EVIDENCED BASED DENTAL ERGONOMICS
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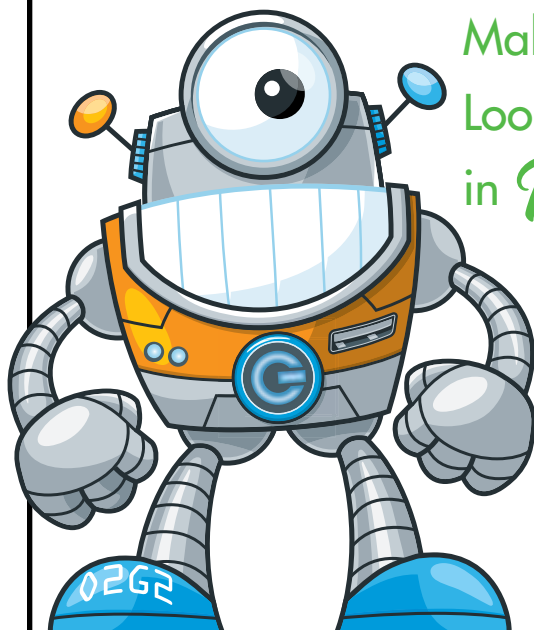
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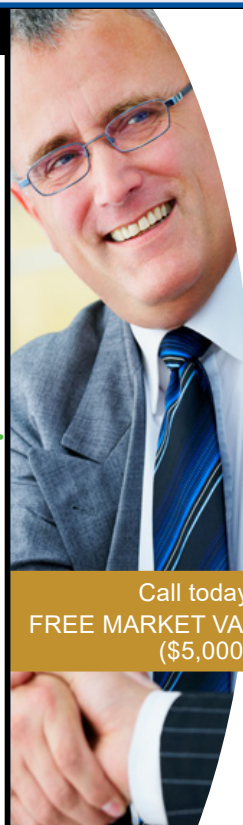
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M-OCDS News SEPTEMBER 2020

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The Monmouth-Ocean County Dental Society is not responsible for the articles or views of authors or contributions in these pages.

General Membership Dinner Meeting

Tuesday – October 13, 2020

**“Everyday
Digital Dentistry”**

NAREN RAJAN, DMD, FAGD

VIRTUAL Meeting 7:00 PM

2 CE credits

EMAIL RSVPMOCDS@gmail.com

General Membership Dinner Meeting

Tuesday – November 10, 2020

**“The Year in Review:
Dental Industry Changes
Pre and Post Pandemic”**

DR. JOAN MONACO

VIRTUAL Meeting 7:00 PM

2 CE credits

EMAIL RSVPMOCDS@gmail.com

Annual Monmouth Ocean County Dental Society Awards

On May 30th, at the conclusion of the 2019-2020 year we were honored to present two of our members very well deserved awards and thank them for their dedication and contributions.



**DR. ROBERT ISAACSON
DISTINGUISHED SERVICE AWARD**

Dr. Miriam Furlong

Dr. Furlong serves as a M-OCDS trustee, has served on the executive board and as President in 2013. She was in charge of Children’s Dental Health Month for several years, has served as our NJDA Alternate Trustee and now has stepped up into the role to be our NJDA Trustee.



**MONMOUTH OCEAN COUNTY DENTAL SOCIETY
DISTINGUISHED SERVICE TO DENTISTRY AWARD**

Dr. John Feeney

This year we awarded Dr. John Feeney for his unwavering commitment to our component, organized dentistry, and our profession as a whole; his guidance helping us to remain “Laser Focused”. His poetic words in the Monday Words of Wisdom have helped reach so many during these trying times bringing us smiles and inspiration.