

Annual Report to the House of Delegates, January 26, 2022, from the

Business Development Committee

As Chair, I herewith submit the following report:

The MDS Member Savings Program has a revenue of \$234,579.85 to date for 2021.

The MDS Business Development Committee has paid close attention to the partners in the MDS Member Savings Program as the MDS has expanded the marketing program offering both paid and standard advertising/sponsorship opportunities. The Committee is also currently reviewing proposals from companies providing members an exclusive program offering debt consolidation.

Ongoing Marketing Opportunities

- Monthly Newsletter – 4 to 5 Partner Highlights (free)
- 1-5 Min Video – MDS Web Page (free), eNews (paid), District Meetings (paid)
- Webinar – eNews & District Meetings (paid)
- Weekly eNews & Monthly *Dental Practice Insights* (paid)

New Additions Member Savings Partners in 2021

- Office Depot (ADA) - Office Supplies
- Compliancy Group (ADA) - HIPPA Support
- Citara Systems (MDS) - IT Support
- Shawmut (MDS) - PPE Masks

Cancelled Member Savings Partners in 2021

- Bento
- Sowingo
- HR2FIT

Services Wanted:

- Telemedicine
- Shredding
- Telephone Plans
- Hazardous Waste Disposal

Yankee 2022 Exhibitors:

Aspida	EDIC/EDIA	Shawmut
Bank of America	Henry Schein	Solmetex
CareCredit	ProSites	Spring Insurance
Compliancy Group	Merchant Lynx	
Crown Linen Service	PureLife	

Yankee 2022 Pending Exhibitors:

Citara Systems	RTR Financial	Veradigm
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Respectfully submitted,
Paul H. Aswad, DMD

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Dental Education Committee

As Chair, I herewith submit the following report:

Currently the Massachusetts Dental Society (MDS) holds the longest available ADA CERP (Continuing Education Recognition Program) Certification term of four years 11/1/19 - 12/31/23. Districts may also apply for ADA CERP status through the Extended Application Process (EAP.) The following Districts have been given extended approval as recognized ADA CERP providers 5/21-6/22:

- Berkshire
- Boston
- Merrimack Valley
- Metropolitan
- North Shore
- South Shore
- Valley
- Worcester

Applications for the CERP EAP must be submitted each year and were sent to all the Districts in November with materials due back to the MDS no later than January 14, 2022.

The Committee has been charged with monitoring the Massachusetts Board of Education in Dentistry (BORID) CE regulations and to ensure that the programs follow those regulations. One member will be responsible for keeping updated with BORID meetings and issues. If anything arises relating to CE, the information will be brought back to the Committee to discuss and address if necessary.

The MDS will continue to develop continuing education programs to enhance the member dentist and their staff throughout the practice and patient care. A sampling of topics being discussed are:

- Treatment Planning: discussing different doctor's perspectives, styles, and specialties
- Patient Management - Life After Dental School for Dental Students: discussing topics such as business management and being an associate
- Full day style courses with more concentrated programming including a Mini Dental Residency being discussed for Yankee 2023

In addition, the extension of the Yankee Study Club to develop additional groups for dental assistants and hygienists is being planned for the future.

The Committee submitted several questions to membership to be incorporated into a survey to help determine member interest in various education topics.

Respectfully submitted,
Erin Breen, DMD
Irina Dragan, DDS

Dental Practice and Benefits Committee

As Chair, I herewith submit the following report:

The Dental Practice and Benefits Committee Charges

- Provide Dental Insight tips to support the needs of dental practices
- Monitor insurance and dental benefit issues and make recommendations to the Board of Trustees
- Develop a plan for the MDS to improve the dental workforce shortage

Considering these charges, the Committee has decided to focus on the following initiatives over the course of the year.

Dental Assisting Shortage

The Committee is focused on helping to address the dental assisting shortage challenge that is affecting dental practices throughout Massachusetts. The Committee is looking at this issue through many lenses, including;

- The difficulty dental assisting programs are having filling their programs with candidates.
- OJT – potentially developing or using an existing resource to help dentists train OJTs
- Cost of dental assisting programs and scholarship opportunities
- Leveraging social media resources to attract people to the field
- Possibly collaborating with other First District states to launch a social media campaign targeting recent high school graduates and foreign trained dentists
- Helping dentists connect with local dental assisting programs to leverage externship opportunities

The Committee held “Tackling the Dental Assisting Shortage,” a webinar on December 7, 2021; as of December 3, 2021. The program included:

1. Overview of the Challenges Facing Dental Professionals - Dr. Jeffrey Karen, Chair of the MDS Dental Practice and Benefits Committee
2. Understanding the OJT Process - Barbara Young, executive director of the Massachusetts Board of Registration in Dentistry (BORID), and Dr. Thomas Trowbridge, BORID member
3. Impact on Dental Assisting Programs - Davann Chem, program coordinator at Northern Essex Community College and Samantha Kelley, assistant professor, RDH, CDA, BSDH at Springfield Technical Community College.
4. Q&A to follow via Zoom Chat

Increasing Dental Assistants – Program Proposal

The Committee discussed that the biggest challenge is to get candidates interested in the dental assisting field. Ellen Factor and I met with Denterlein (The public relations agency that MDS has relationship with for Advocacy initiatives). Denterlein believes a small investment in research would deliver big results in identifying the messages and channels that would reach potential dental assistants. To develop effective and consistent campaign messages, Denterlein recommends a survey of current dental assistants in MDS members’ offices. Denterlein would work with MDS to craft the survey; MDS would distribute to its members. Questions likely would include: how dental assistants heard about their jobs, what drew them to pursue it, what media channels they use, etc. Their proposal includes

- Microsite Webpage Development and Management
- Advertising, Content and Collateral Development
- Social Media Influencer
- Partnerships

The Committee will continue to explore this.

COVID Vaccine Employee Mandate

The Committee discussed recommending to the BOT that an advisory letter be sent to the MA Department of Public Health (DPH) explaining that, should the DPH be considering mandating a COVID Vaccine for all employees, that this decision would adversely impact the dental workforce shortage crises and therefore MDS recommends that if DPH moves forward with a mandate that dental offices be excluded from this recommendation. Note: there have been no cases of COVID tied to a dental office, dental offices have the highest infection control standards in place.

Insurance Audits

The Committee discussed audits impacting dental practices and wanted to get a better understating of audit practices and outcomes from these audits. The Committee would like the member assistance representative to survey members when they call regarding their pending audit to ascertain some basic information.

Dental Practice Insights

Dental Practice Insights is a monthly tip which is emailed to all MDS members on Mondays. It provides a useful tip that a member can immediately incorporate into their practice. This member benefit continues to be well received by members and typically has a 26-58% open rate.



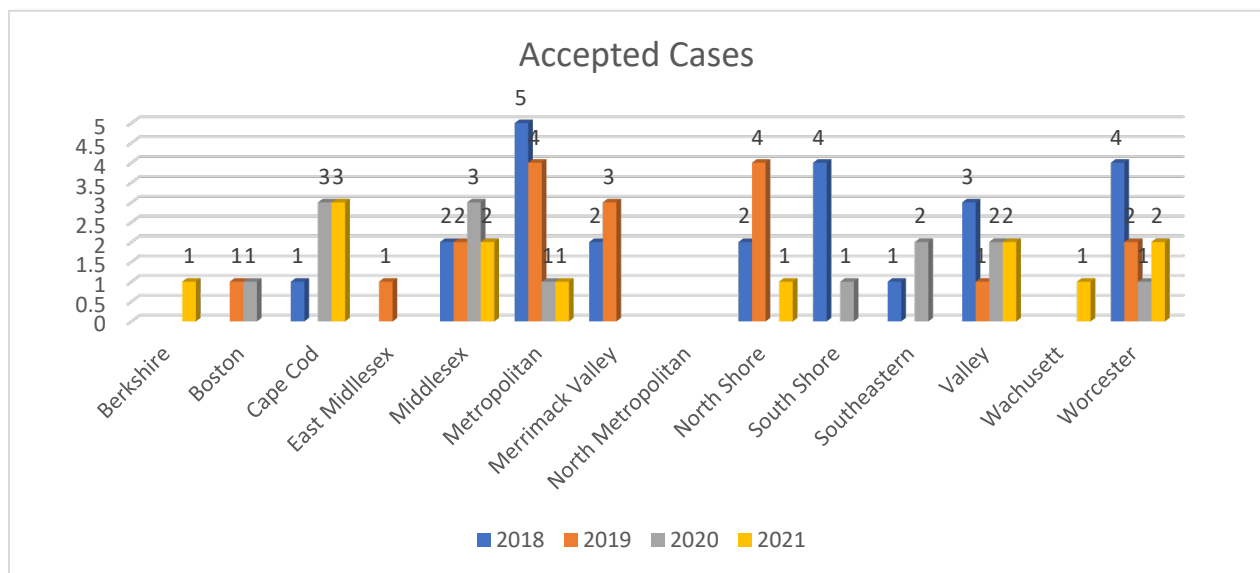
Subject	date	# of Emails	Open Rates
MassHealth Voices Needed	11/1/2021	1114	57.1%
Dental Benefit Questions Answered	10/4/2021	6587	35.6%
Thinking of Hiring an OJT	9/20/2021	6,601	36.8%
Trust and Value Your Employees	8/23/2021	6,939	33.2%
Get Moving to be a Better Dentist	8/9/2021	6,945	26.9%

Do You Know Your PPP Loan Forgiveness Deadline?	7/18/2021	6,913	37 %
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Peer Review

The Peer Review Program is one of the Society's most valuable member benefits. Peer Review offers a nonlegal, non-punitive process available only to members of the MDS. The program relies on the good faith between both parties to resolve their differences in order to promote the best possible oral health of the patient. Recommendations are made within the peer review system as a "gesture of goodwill." The Committee conducted regional peer review training for the Districts to help educate District leaders on the peer review process. The Committee also offers a complimentary member webinar on how to use the peer review system.

Peer Review Statistics 2018-2021



Peer Review Statistics					
Cases	2017	2018	2019	2020	2021
Received	37	47	33	23	25
Accepted	23	24	18	14	13
Denied	14	23	15	9	12
Denied cases					
Treatment plan	5	7	2	0	1
Billing disputes	3	3	3	2	4
Staff related	3	4	1	0	0
Non-member	3	3	0	3	2
Mal-practice	0	4	3	3	4
Dental Practice Policy	0	2	6	1	1
Total	14	23	15	9	12

Peer Review Statistics continued

Accepted Cases					
Crown/bridge Treatment	7	9	4	4	5
Endo treatment	6	3	1	0	0
Implant treatment	4	4	2	3	2
Orthodontic treatment, also invisiling	1	2	2	2	2
Dentures	3	3	7	4	3
Other (fillings, extractions)	2	3	3	1	1
Total	23	24	19	14	13
Results					
Refunds (Between \$500 to \$41,000)	13	13	11	1	6
Resolved on their own	4	5	0	4	2
Withdrawn, declined, beyond of peer review	6	6	7	5	3
In process	0	0	0	4	2
Total	23	24	18	14	13
Updated 12/6/2021					

Respectfully submitted,
Dr. Jeffrey Karen

Dentist Health and Wellness Committee

As Chair, I herewith submit the following report:

The health and wellness of our members is very important to maintaining a thriving Society. The Massachusetts Dental Society (MDS) Dentist Health and Wellness Committee (DHWC) has the important role of educating our members on health and wellness concerns.

Virtual Member Engagement

The DHWC found ways to safely engage members during the difficulties of the pandemic and social distancing. Many members experienced isolation and the Committee held events to promote socialization amongst peers. The Committee hosted a virtual cooking class on April 9, 2021. The Committee also launched a book club via Zoom, which has held four virtual meetings. The Committee also increased their presence on the MDS Health and Wellness Facebook group, prompting discussion questions amongst members. Wellness tips also continue to be shared with members on a regular basis via the MDS eNews.

Health and Wellness Corner

The DHWC will offer a Health and Wellness corner of the MDS Membership Booth at Yankee Dental Congress 2022. This will include an entertaining and educational area that highlights the DHWC and valuable wellness resources. The area will include a body composition analysis service with consultations.

Member Stories Series

The DHWC is holding a series of programs from member speakers modeled after the popular TED Talks. The Member Stories series is presented in an up-close-and-personal “TED Talk” fashion with the goal of creating a community where dentists can share their stories, struggles, and strategies, and learn from one another. Each speaker is a member dentist who has persevered through life’s obstacles and shares their personal motivational stories with colleagues. The first speaker discussed mental health challenges, and the second speaker discussed mobility challenges. A third speaking event is being planned for spring 2022.

District Support

The DHWC provides Districts with a list of Health and Wellness speakers for District programs. Districts may select a speaker from this list and the Committee will provide the related stipend to cover the cost of the speaker.

Helping Members

The Committee is also charged with developing an effective informational and educational program to aid and assist members who voluntarily seek out services for a better and improved quality of life at a confidential and peer level. Dr. Alan Budd serves as Program Director for these related support services.

The DHWC seeks to meet its responsibilities by offering prevention, education, and early intervention services. These services are available to all members across the 14 MDS Districts. The DHWC maintains a website that provides information about SUD and other health and wellness issues. Advertisements in the *Journal of the Massachusetts Dental Society* and articles published in the *MDS Connection* prompt calls from member dentists and others about an increasingly broad range of issues. While the majority of calls to our toll-free help-line concern health problems and legal consequences due to alcohol misuse and the illicit use of prescription medications, the Committee encounters an increasingly complex range of issues and licensees with dual diagnosis. Many calls are from dentists requesting assistance prior to, or in anticipation of, involvement with a regulatory agency. We also receive calls about issues related to staff and family members.

Education

- DCD website
- Toll-free helpline

- Advertisements in the *Journal* and articles in *MDS Connection*
- Speakers bureau (i.e. dental schools, study groups, District meetings)

Support

- Co-sponsor peer support group meetings throughout the state and at YDC
- As a board diversion program, balance public protection with dentist rehabilitation
- Referrals (i.e. assessment, treatment)
- Advocacy (i.e. board, legal authorities, family services)

Respectfully submitted,
Paula Sones, DDS

Ethics Committee

As Chair, I herewith submit the following report:

The code for dentists is embodied in the *Principles of Ethics and Code of Professional Conduct of the American Dental Association* (ADA). The code is based on the five fundamental principles of autonomy, beneficence, nonmaleficence, justice, and veracity. As stated in the code, “the dental profession holds a special position of trust within society. As a consequence, society affords the profession certain privileges that are not available to members of the public-at-large. In return, the profession makes a commitment to society that its members will adhere to high ethical standards.”

The MDS Ethics Committee is focused on upholding that code and continuing to educate members on their ethical responsibilities. During the course of everyday practice, dentists are faced with ethical decisions that must be made for the good of their patients.

The charges for the current governance year are as follows:

- Responsible for the formulations and dissemination of information related to ethical and professional conduct in the practice and promotion of dentistry
- Provide guidance to members on ethical issues
- Address written charges referred to the Society against a member who has allegedly violated one of the following:
 - Having been found guilty of a felony
 - Having been found guilty of violating the statutes of the Commonwealth relative to the practice of dentistry or of any other area controlled by dental laws, including the Rules and Regulations of the Board of Registration in Dentistry of the Commonwealth of Massachusetts, or
 - Violating these Bylaws, the MDS Code of Ethics, or the principles of Ethics and Code of Professional Conduct of the ADA.
- Create content for MDS communications channels to be published quarterly and distributed to the Districts for use to remind members of ethical obligations (Like Ethical Moment in JADA)
- Create CE/webinar or article using the principles of ethics to be used at schools and for members/office staff

Violations

The Committee also reviews, as needed, potential ethics violations and makes recommendations on how to address the related issue(s). This year the Committee plans to continue to expand its offerings over the year to further support the needs of members.

Education

The Committee plans to offer a webinar on ethics to help educate members on important ethical issues.

Respectfully submitted,
Lisa Gamache, DMD

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Government Affairs Committee

As Chair, I herewith submit the following report:

The Government Affairs Committee looks forward to a productive end to the legislative session. The Committee will continue to drive the advocacy and grassroots initiatives of the Society, with a focus on enhancing member engagement and promoting grassroots meetings and contacts.

The Committee will continue to improve member engagement by continuing to educate members through our advocacy webinar series by providing training to help members better understand the legislative issues. This will help strengthen grassroots advocacy back in their respective Districts. The Committee continues to encourage grassroots meetings in the Districts to help build relationships with key members of the legislature and educate them on oral health issues. This year, over 100 MDS members from across the Commonwealth signed up to participate in our advocacy webinar series.

In order to position the MDS for success in the last year of the legislative session, we are focused on targeted grassroots/grasstops strategies. We will continue to partner with membership to help promote the Society's efforts to increase access to care, while ensuring patient safeguards and delivering a comprehensive approach to improving overall oral health. We will be focusing on the following activities.

- **Lobbying/Government Relations:**
 - Identify legislators on key committees to target for meetings on Beacon Hill whether in-person or virtual.
 - Identify other stakeholders outside of MDS members who can utilize their member base and expertise to help with direct lobbying activities.
 - Organize an MDS-member constituent advocacy campaign at targeted members of the general assembly/state government
 - Identify MDS members to join in person advocacy meetings
- **Grassroots/Grasstops Advocacy:** We will continue working with our outside PR firm Denterlein to create a digital advocacy toolkit for MDS members. This toolkit will include email templates for lawmakers, letter to the editor templates, and a social media toolkit.

As a reminder, the Society's 2022 legislative agenda includes:

An Act relative to increasing patient choice through assignment of benefits

Sponsors: Representative Angelo Puppola, this bill would require all insurance carriers to permit a covered person to direct in writing that reimbursable benefits for covered services be paid directly to the treating dentist of their choice.

An Act Relative to Transparency of Dental Benefits Corporations

Sponsors: Senator Harriette Chandler and Representative Angelo Puppola. This bill gives the Division of Insurance (DOI) oversight of dental benefit plan premiums by requiring DOI to approve such plans. Carriers must file rate changes and medical loss ratios with DOI. It requires carriers to file annual financial reports with DOI, including detailing self-funded lines of business.

Respectfully submitted,
Keri Discepolo, DDS, MPH

Membership Committee

As Chair, I herewith submit the following report:

The single most important aspect of our organization is our members. The MDS takes great pride in knowing that, while other membership organizations have struggled in recent years to maintain membership, the Massachusetts Dental Society (MDS) has been able to maintain a steady membership with approximately a 77% market share. This is a significant accomplishment during these changing economic times. The past year the MDS renewed 95% of our membership and grew to over 4,000 members.

Recruitment and Retention

Following the Society's three-year picture, the MDS recruitment efforts remain targeted toward nonmember dentists one to three years out of dental school based on license issue date. Over the course of 2021-2022, the Membership Committee will focus on the development of engagement activities that will align with the following Membership Committee charges:

- Provide outreach to all members via programs that demonstrate member value
- Manage 10 Under Ten program
- Monitor membership trends through member feedback, particularly among under-represented segments, DSOs, and new graduates (less than three years out of school) and make recommendations to the BOT to implement initiatives to increase membership and improve member value of these segments.
- Develop a plan to improve retention of members less than three years in practice to be presented to the BOT and executed during the 2021-2022 term. Develop and execute retention and recruitment initiatives for all members

Programming and events will be launched to address the charges. Proposed programs include:

1. **Social event to be held after Omicron surge:** This will be an opportunity to bring members together in a safe environment to help foster a community of members. The last eighteen months have been very difficult for our members. This event is geared towards reengaging members and showcasing the importance of organized dentistry in the most challenging of times. It will be held in the spring. Location, date, and venue of the event will be selected based on current trends in the pandemic as well as Department of Public Health recommendations. Additional details will be discussed as more information on the current pandemic becomes known.
2. **Appreciation Brunch:** This program targets members who have been in the MDS for 15+ years and MDS staff that has been at the MDS for 15+ years. The program will be held at MDS headquarters in Southborough, MA. Dentists who have been members for 15+ years will be invited to an appreciation brunch to thank them for their commitment to organized dentistry.
3. **Coffee Time Networking Forum:** The Committee plans to create Coffee Time Networking Forums which will be held via Zoom to bring members together to talk informally about a topic or issue or just to socialize. The forum host will rotate monthly and program topics (or no topic program) will be publicized via email for drop in discussion. Coffee time will be held same time each month. This program will launch in February.
4. **Student Field Trips:** Dental student field trips to the Berkshire and Cape Cod Districts are planned for 2022. The goal of these field trips is bring together graduating students and dentists practicing in these communities, which often struggle to recruit new dentists, to meet local dentists and hear about local employment opportunities. These field trips would be planned with corresponding District leadership in collaboration with ASDA leaders.

5. **Survey at Yankee:** The Committee provided question to be included in a more comprehensive survey that will be utilized at Yankee. Our goal is to gather data to tailor events and functions for our members to increase retention. It is also to gauge the current outlook our members have regarding the changing environment of Massachusetts.

The following applications were submitted to the ADA Acquisition, Retention, and Conversion (ARC) grant program for funding:

- New Dentist Networking Event – New dentists one to five years out of dental school will meet with older dentists in a mentoring style networking event to discuss areas of organized dentistry such as advocacy, benefits, education, and community.
- Dental Student Field Trip – The MDS will work with ASDA to hold field trips for dental students to visit the Berkshire and Cape Cod Districts and network with area dentists for recruiting.

Advocacy Engagement

Engaging the membership through ongoing advocacy throughout the calendar year is important to fulfilling the mission of the Membership Committee and the MDS at large. In this increasingly tumultuous atmosphere, dentists are increasingly aware of the challenges facing the field and look to the MDS for representation and leadership now more than ever. We hope that by collaborating with the MDS legislative team that we will be able to bring the valuable work that the MDS does to advocate for dentists to the very forefront of dentists' minds as we collectively continue to engage with these issues.

At-Risk Members

In addition to looking at engagement activity, we have also analyzed the like characteristics of members who do not renew. We have identified members we deem to be “at-risk” for not renewing based on analytics from the MDS Salesforce database on the like characteristics of members who did not renew. These analytics have revealed that the most significant characteristics tied to non-renewals is the length of membership. Members in the “one to three years out of dental school” category are the most at risk not to renew. Targeted programs will be planned for the at-risk categories.

Students

The MDS devotes significant time in cultivating relationships with dental students at the three Boston Dental schools to develop an understanding of the benefits of organized dentistry. Annual student programs planned for 2022 include: lunch and learns, the Yankee Student Debate and Reception, a mentoring program, supporting white coat ceremonies, advocacy briefings, and speakers.

The MDS held virtual programs in 2021 in response to the pandemic. The annual Student Debate was converted to an all-virtual event for the first time at Yankee Virtual on January 30, 2021. The MDS also participated in the annual dental school orientations, including virtual participation through Tufts University School of Dental Medicine and Harvard School of Dental Medicine, and an in-person luncheon at Boston University Henry M. Goldman School of Dental Medicine. The MDS also hosted a virtual fall lunch and learn presentation on Advocacy 101 for students at the three Boston dental schools on October 27, 2021.

Respectfully submitted
Andre Zelikov, DDS

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Trustee Selection and Nominations Committee

As Speaker, I herewith submit the following report:

The Trustee Selection and Nominations Committee had its initial meeting on October 25, 2021, for the Speaker to inform the Committee of its charges and to elect its Chair. Boston District representative Dr. Mina Paul ran unopposed for Chair and was selected by acclamation. The Committee next met on November 9, 2021, to finalize its schedule for the Committee's interview and selection process and to review the candidates' application packets.

The Committee met on December 7, 2021, and interviewed one candidate for Regional Trustee from Region 2 and four candidates for At-Large Trustee. Chair Dr. Mina Paul announced at this meeting that the second candidate for Region 2 Trustee had withdrawn their candidacy.

The Committee selected the following candidates for the 2022-2023 MDS Board of Trustees:

- Region 2 (Wachusett and Worcester Districts): Dr. Charles Greffrath
- Region 3 (Cape Cod, Southeastern, and South Shore Districts): Dr. Jeffey Karen
- Region 5 (Boston and North Metropolitan Districts): Dr. Michael Mayr
- At-Large Trustee: Dr. Neha Das

The MDS Officer positions up for election this year were Treasurer and Speaker of the House. The Committee interviewed two candidates for Treasurer and the candidate for Speaker was unopposed.

This slate will be forwarded to the 2022 MDS House of Delegates on January 26, which is being held at the Seaport Hotel in Boston:

- President: Dr. Meredith Bailey (will serve the 2nd year of a two-year term)
- Vice President: Dr. Abe Abdulwaheed (will serve the 2nd year of a two-year term)
- Speaker of the House: Dr. Raymond K. Martin
- Treasurer: Dr. Kristine Grazioso
- Secretary: Dr. James Lee (will serve the 2nd year of a two-year term)

Respectfully submitted,
Raymond K. Martin, DDS

MDS Foundation

As Chair, I herewith submit the following report:

Increasing Access to Dental Care Grants

Since 2010, the MDS Foundation has focused its grant making efforts on funding programs and projects conducted by nonprofit organizations across the state whose purpose is increasing access to oral health care for underserved populations. More than 30 programs have received funding from our “Access to Care Grants” during the past 10 years. These grants have contributed more than \$1 million to local community organizations.

In 2021, the Foundation continued its grant giving and identified six programs to receive Access to Care Grant funding:

- The [Cambridge Health Alliance](#) (CHA) has been awarded a \$15,000 grant for their ongoing work with newly immigrated youth at Somerville High School’s Oral Health Access Program. The monies will be used to decrease wait times for oral health problems, increase access to care and educational resources, and enhance communication between dental homes, care coordinators, and community partner dentists.
- [Dental Lifeline Network](#) (DLN) received \$12,500 in grant money to continue funding the [Massachusetts Donated Dental Services program](#) (DDS). DLN is a national charitable organization that provides access to dental care for society’s most vulnerable individuals. In 2008 DLN established the Massachusetts DDS program. Funding from the 2021-2022 grant will be used to care for 40 individuals with disabilities, fragile medical conditions, or are those unable to afford care. These patients will receive \$90,000 in pro bono dental care to remedy their ailments. Funds will also support the DDS coordinator position, recruiting efforts for volunteer dentists, training and technical assistance for staff, and increased communication about the program.
- On behalf of the [Forsyth Institute](#) in Cambridge, the [ForsythKids Program](#) was awarded \$15,000 for a mobile dental program for patient populations with poorer oral health and more significant challenges accessing dental care. In 2020 they refocused measures to teledentistry and urgent dental conditions. A portion of the funding will be used to restore and expand operations as dental partners return to normal. Efforts will also continue to focus on improved oral health for at-risk children in Massachusetts and developing a more cost-effective, sustainable service model.
- [Franciscan Children’s](#) received a \$6,700 grant from the MDS Foundation for their [Pediatric Dentistry Program](#) to purchase a hand-held x-ray machine. This machine will allow Children’s to increase practice efficiency, serve more patients, and better accommodate the unique needs of their young patients. Many Franciscan patients have physical, developmental, behavioral, or emotional conditions that can limit the use of their current wall-mounted x-ray machines. Upgrading the x-ray equipment will immediately elevate the standard of care now served.
- [Massachusetts College of Pharmacy and Health Sciences \(MCPHS\) University Forsyth School of Dental Hygiene](#) received a \$15,000 MDS Foundation Access to Care Grant for the Neighborhood SMILES and Worcester EYES Program. This program addresses the problem of limited access to oral health and vision education and services for underserved populations. The funds will be used for weekly oral health and vision education, transportation, and oral health assessments and treatments.
- [Tufts University School of Dental Medicine \(TUSDM\)](#) was awarded a \$15,000 Access to Care Grant from the MDS Foundation. This grant will address the need for additional dental services for veterans in the Greater Boston area. Funds will be used to increase access to oral health care to more veterans, improve awareness of oral health needs for veterans among the TUSDM faculty and staff, and involve dental students of all levels in providing education and services to veterans.

Targeted Grants

Through Targeted Grants, the Foundation is able to provide up to \$2,000 to local community organizations seeking to increase access to dental care in their communities. The Foundation awarded two Targeted Grants to:

- **Tufts University School of Dental Medicine**, for their Autism Smiles Project, which provides children with Autism Spectrum Disorder the opportunity to be introduced to the provider, the dental chair, instruments, and all sensory stimulations that may occur on a typical dental visit.

- **Holyoke Health Center**, to be used towards the purchase of needed equipment (a Size 1 Sensor) to serve their growing patient population in a medically underserved area.

Foundation Registration Roundup at Yankee

For the 2022 Yankee Dental Congress, the Foundation was again able to ask registrants if they would like to round up their total registration fee to the nearest \$5 or \$10 increment. This roundup opportunity allows the Foundation to get its name and branding in front of not only MDS members, but also the dental community of New England.

Board Restricted Fund

This fund became a reality in 2009 when the House of Delegates voted to assess MDS members in order to build an “endowment” for the Foundation (correctly referred to as a Board restricted fund). As of November 30, 2021, the fund totaled \$1,384,281.10. A percentage of the interest earned on the fund amount over \$1M will be used to fund access to care programs/projects. The investing of the fund is managed by the MDS Board of Trustees Investment Subcommittee, with oversight by the MDS Foundation Board.

I urge all members of the House to continue to support your Foundation with your generous contributions and volunteer efforts. A list of the contributors to the Foundation follows this report.

Respectfully submitted,
Robert S. Lewando, DDS

2021-2022 MDS Foundation Donors as of January 5, 2022

Foundation Lifetime Giving: Support from the following generous donors has earned them placement in the Foundation Lifetime Giving levels below:

Visionaries: Donations of \$150,000+

Major Benefactors: Donations of \$100,000 - \$149,999

The Alan K. & Isabelle DerKazarian Foundation*
Dr. Roderick W. Lewin

Benefactors: Donations of \$75,000 - \$99,999

Dr. Raymond K. Martin*

President's Society: Donations of \$50,000 - \$74,999

Founder's Society: Donations of \$25,000 - \$49,999

Dr. Ronald M. Chaput
Dr. Howard M. Zolot
North Shore District Dental Society

DerKazarian Society: Donations of \$15,000 - \$24,999

Named in memory of Dr. Alan K. DerKazarian, who served as the 142nd President of the Massachusetts Dental Society and Past Chair of the MDS Foundation

Dr. Robert E. Boose
Dr. Robert A. Faiella
Dr. Charles A. Gagne
Dr. David P. Lustbader*
Dr. John P. Pietrasik*
Dr. Tofigh Raayai
Dr. Edward Swiderski*

Dr. Martin A. Wohl & Mrs. Marisa Labozzetta*
42 North Dental
Massachusetts Dental Society
Merrimack Valley District Dental Society
Middlesex Valley District Dental Society
Southeastern District Dental Society
Worcester District Dental Society*

Morton Society: Donations of \$10,000 - \$14,999

Named for the Massachusetts dentist who performed the first public demonstration of ether as an anesthetic in dental surgery in 1846

Dr. Randall L. Davis
Dr. John P. Fisher*
Dr. Geraldine C. Garcia-Rogers*
Dr. David B. Harte
Dr. Richard LoGuercio*
Dr. Robert E. Losert

Dr. Nan E. Niland
Dr. Tina L. Wang*
Eastern Dentists Insurance Company
South Shore District Dental Society
Valley District Dental Society

Salmon Society: Donations of \$5,000 - \$9,999

Named for the first President of the Massachusetts Dental Society in 1864

Dr. Casey Cook*
Dr. Mark J. Doherty
Dr. Milton A. Glicksman
Dr. Ann Kirk
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Annual Report to the House of Delegates, January 26, 2022, from the

EDIC

As the MDS Designated EDIC Directors, we herewith submit the following report:

Eastern Dentists Insurance Company (EDIC) is celebrating thirty years in business in 2022. EDIC stands by its mission of “By Dentists, For Dentists” and as such continues to provide exemplary service for professional liability insurance for its policy holders. Unlike many of its competitors, it solely covers dental malpractice coverage. As of December 17, 2021, it has 5,767 policy holders in eleven states as follows: MA - 2,155; NC - 1184; NY - 660; NJ - 658; PA - 513; CT - 163; NH - 130; RI - 113; VA - 96; ME - 75; VT - 20. Over the past year, 575 new policies were written and 5,149 policies were renewed.

The COVID-19 pandemic continues to present challenges. EDIC fortunately had procedures in place precisely to deal with an unexpected event such as this pandemic. Much of the time the staff has been working from home and are beginning to return to the office in compliance with the safeguard regulations mandated by the federal and state government. Throughout this period, the staff has continued to provide excellent service to our policyholders.

As part of that excellent service, EDIC continues its Risk Management webinars. The Spring 2022 schedule includes the following subjects: “Peri-Implantitis” by Jon B. Suzuki, DDS; “Eye Safety” by Peter Arsenault, DMD, MS, MBA; and “Informed Consent” by Tom Borgia, DDS.

EDIC continues its efforts to engage future policy holders by holding events at dental schools in all the states in which policies are sold. The emphasis will shift slightly to holding smaller, more intimate events for students as dictated by COVID-19 protocols.

EDIC is experiencing a “hard” market on the dental side of the professional liability insurance business. Both nationally and internationally the number and severity of dental claims is increasing. In some areas, they have increased drastically. The result is that the amount of losses for our company has increased. Simultaneously, the reinsurance market has hardened also. Many large reinsurers, such as Lloyd’s of London, are exiting the market entirely. Fortunately, our CEO, Sheila Anzuoni, was able to negotiate a new contract for us with Hanover, a company based in Germany. This was largely due to her respected position in the liability insurance world.

However, Ms. Anzuoni hopes to retire in June of 2022, which is later than she had originally planned; a leader of her caliber would not leave her company in the midst of such challenging times as caused by the pandemic. Following our existing succession plan, EDIC has begun the search process for her replacement. Thus far, the search committee has identified the search firm of Lynn Freeman in North Carolina. At the December meeting, the Board of Directors voted to engage her services. The search committee anticipates a replacement to be hired by the time of our June Board meeting. True to her loyalty to EDIC, Ms. Anzuoni has assured us that she will remain until we do have a suitable replacement.

Respectfully submitted,
Janis Moriarty, DMD
Charles Silvius, DDS