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# MDA NEWS

MAINE DENTAL ASSOCIATION

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## What's Inside?



MDA Legislative Update - p. 6

From The Executive Director's Desk	2
ADA COVID-19 Guidance	2
From The President's Corner	3
First District Trustee's Corner	4
COVID-19 Financial Help	5
COVID-19 Cybercrime Alert	7
Preferred Business Partners	12-13
In The News	14
Classifieds	14-15

## HPI Poll Results Show Impact on US Practices

BY MATT CAREY  
ADA News

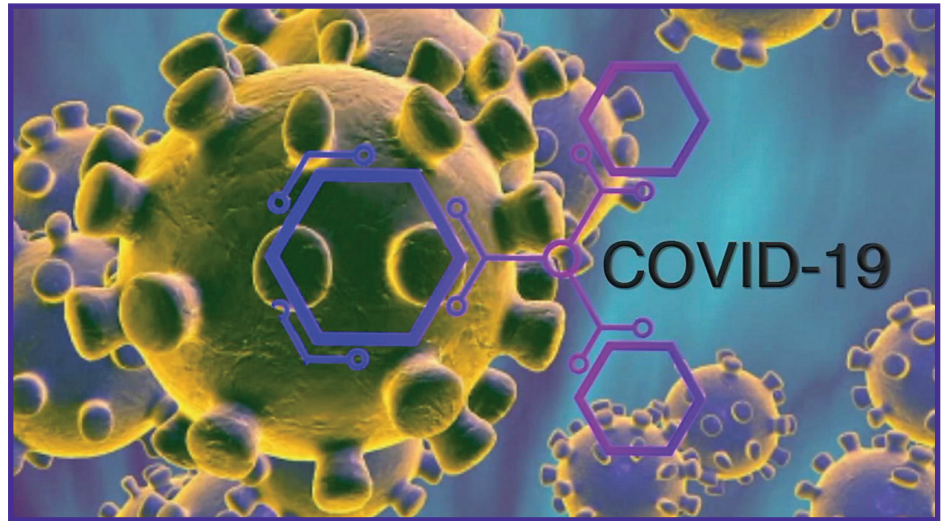
The second round of results from the ADA Health Policy Institute poll on the impact of COVID-19 on dental practices showed significant financial impact, with collections for the vast majority of dentists less than 5% of what is typical in their practice.

The poll, from responses gathered during the week of April 6, was taken by 6,441 dentists in private practice, a response rate of over 50%.

"This invaluable data gives an accurate picture of what dentists are facing and will help shape the ADA's response," said Marko Vujicic, Ph.D., chief economist and HPI vice president.

(continued on page 10)

## Maine's Dental Practices Hit By COVID-19 Pandemic



BY LUCAS KNOWLES  
MDA Staff

Effects of the COVID-19 (coronavirus) pandemic have been felt throughout the world, and Maine's dental offices haven't been immune.

In the last month, the Maine Dental Association's focus has been to provide members with the most up-to-date information and guidance, and to assist them in navigating uncertain times. The MDA has been sending daily communications and has offered two webinars thus far and will continue to keep its members updated and informed.

On March 16, the MDA recommended

(continued on page 11)

## MDA Cancels 2020 Annual Convention

The Maine Dental Association's long history goes back more than 150 years, and the MDA's Annual Convention has been an integral part of that history. But the effects of the COVID-19 epidemic have changed the landscape and forced tough decisions.

The MDA Board of Directors has voted to cancel the 2020 Annual Convention, which was scheduled for May 28-30 at the Samoset Resort in Rockport.

"While we are deeply disappointed

(continued on page 11)

**MDA MISSION STATEMENT:**  
To support members in achieving excellence in dentistry

**MDA VISION STATEMENT:**  
To be leaders in oral health in Maine



# From The Executive Director's Desk: Patience, Resilience

By Angela Cole Westhoff, MDA Executive Director



Over the last several weeks, I have spoken with many of you who are grappling with the prolonged closure to all but visits for emergency care. We believe most practices have complied with the recommendation to postpone elective procedures and continue to treat only emergencies.

I want to thank you all for your continued cooperation. These actions which threaten the financial well-being of every dental practice in Maine are drastic but sadly necessary to halt the spread of COVID-19.

Life as we know it has all but disappeared. With each passing day, the consequences of the pandemic become increasingly stressful. Together we need to pause to acknowledge that overwhelming fact.

At this point, we can't yet fully understand how COVID-19 will impact dentistry in the long term.

I do want to acknowledge a few bright spots in all of this chaos. More than 25 practices have donated personal protective equipment (PPE) to front-line health care workers, including hospitals, first responders, and clinics. Thank you for your most generous donations!

Thank you to those of you who are so tirelessly working to maintain necessary emergency care for patients, all the while reassuring patients and staff members, and at the same time juggling the many demands of new routines and schedules.

I also want to acknowledge the efforts of the MDA Board of Directors and the Continuing Education Committee to launch a new webinar platform that allowed us to host our first online course on Friday, April 10; Dr. Sook-Bin Woo, Harvard University, was MDA's guest lecturer.

In the face of a major snowstorm, widespread power outages and numerous technical challenges, we delivered a very successful CE program. With more than 200 registrants, this was the most highly 'attended' course of the 2019-2020 CE Lecture Series.

As we continue to adapt to new technology and delivery platforms, I want to personally thank all of you who participated for your ongoing patience and resilience.

The MDA Board of Directors recently made the difficult decision to cancel the 2020 MDA Annual Convention which was scheduled for May 28-30 at the Samoset Resort. We're disappointed that we will not be able to gather for education and networking. However, we will continue to explore options for an abbreviated program in the fall of 2020, which will include an Annual Meeting in order to hold MDA Board elections, vote on proposed bylaws amendments, and present well-deserved honors and awards. Stay tuned for details.

And a final word or two of appreciation . . . thank you to those of you who are so tirelessly working to maintain necessary emergency care for patients, all the while reassuring patients and staff members, and at the same time juggling the many demands of new routines and schedules – including homeschooling, child care, and so much more. Be gentle with yourselves and others. We're all doing our best. Wishing you all good health.

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## Summary of American Dental Association Guidance During COVID-19 Crisis

### PROVIDED BY ADA.ORG

The COVID-19 pandemic, caused by coronavirus (SARS-CoV-2 virus), has caused major disruption in the lives of dental teams in the USA. ADA and many state dental associations have urged dental offices to treat only emergency patients; some states or local governments have mandated this. The ADA continues to urge dental offices to follow closure recommendations. Safety of the dental team and patients or people accompanying patients is essential while treating emergency patients and following this crisis.

**COVID-19 is different from the flu, the common cold and SARS-1 and may require different precautions than dental teams have been employing since the early 1980s.**

The *emerging* science is indicating that:

- COVID-19 is "stickier" than previously seen viruses – infection is easier
- COVID-19 causes serious symptoms in persons over 60, and those with underlying medical conditions
- COVID-19 may be spread through the airborne route, meaning that tiny droplets remaining in the air could

cause disease in others even after the ill person is no longer near

- COVID-19 may be spread through aerosols produced by high and low speed handpieces, ultrasonic scalers, air/water syringes, or an infected patient coughing, and even when taking intra-oral radiographs
- Individuals infected with COVID-19 may be shedding virus and communicating the disease even before they show symptoms, including transmission through saliva
- Children may be asymptomatic and infectious

(continued on page 9)

# News from the President's Corner

Brad Rand, DDS



## Let's get Back to Work

This has been very challenging for each of us, and I have come to appreciate the strength, generosity, and professionalism of our members.

Factual information, including evidence-based recommendations for keeping you, your staff, and your patients safe will take time to develop. COVID-19 is still too new to have well-devised and peer-reviewed studies, however, we are seeing the ADA and CDC start to issue guidance on best practices even as I write this. I expect that the guidance will be general at first and become more specific as time goes on.

I've been kind, but persistent, on your behalf as I've tried to work through what national and state recommendations and orders mean for our offices. I hope you have been receiving my email communications - if you have not been receiving information on a frequent basis, please contact the MDA Office. Please know that there has been a lot of advocacy going behind the scenes, and that not all of it has been included in our regular updates. Some of it will come to light at a later date, some of it may not. In telling you this, I'm not looking for recognition, rather, I want to be clear that I have been working to give Maine dentists the best outcome in a very difficult situation.

Going forward, we are going to see a balance between patient and provider safety, and economic/market pressures. New supply lines will be established for products of which we previously needed few. New technology, and old technology with new uses, will be advanced by manufacturers. We have

Going forward, we are going to see a balance between patient and provider safety, and economic/market pressures ... We have adapted in the past, and we will adapt again to this new challenge. Dentistry is resilient.

adapted in the past, and we will adapt again to this new challenge. Dentistry is resilient.

## Can I give you a piece of advice?

There is a lot of information out there. I advise to you stay with trusted sources, whether that is for the dental recommendations you follow or the supplies you order. There are those that claim that we will need to be closed until a vaccine is sourced, and even beyond that. There are others who claim that we can go back to dentistry as usual without any modifications. As is typically the case, the reality is usually found somewhere between the two extremes. I promise that I will continue to keep you updated as new information comes about.

As to supplies, there are going to be companies and individuals that try to take advantage of dentists and others. Be aware, and make sure you are ordering from a trusted source and paying through a secure method.

Our Maine Dental Association staff works hard for us. I'm grateful for our Executive

Director Angela Westhoff, who has worked with me days, nights and weekends as we sorted through the almost constant stream of information (and misinformation). Thank you to Patti, Lucas, and Jean, who also work hard on our behalf. I'm also very grateful for Ann Mitchell from Mitchell Tardy Jackson, who helps us with governmental affairs and who is consummately wise and professional.

I'm looking forward to the date, which I hope is sooner rather than later, that I can say let's get back to work.

Be rational, be wise, be safe.

## As States Consider Reopening, ADA Offers PPE Guidance To Dentists

As of mid-April, conditions regarding COVID-19 transmission vary greatly across the U.S. Some state and local governments are now considering reopening certain businesses considered "essential," including dental practices.

In states that are considering reopening, the ADA believes dentists should exercise professional judgment and carefully consider the availability of appropriate PPE to minimize risk of virus transmission. The ADA is communicating with the Federal Emergency Management

Agency (FEMA) to advocate that dentists, as essential healthcare workers, are prioritized for PPE.

To aid dentists who may be reopening their practices when state mandates are lifted, the ADA has developed interim guidance on the PPE recommended in order to practice during the pandemic and minimize the risk of virus transmission. Additional guidance documents will be issued regarding protocols for office and treatment procedures. You can find the ADA's latest guidance by going to [www.ada.org/virus](http://www.ada.org/virus).

# News from the First District Trustee's Corner

Rich Rosato, DMD



## Three Periods

German writer and statesman Johann Wolfgang von Goethe once said, “fresh activity is the only means of overcoming adversity.” In the trying times caused by the COVID-19 pandemic, Goethe’s words ring particularly true. Dentists, as business owners, health care providers and members of the community, are facing powerful challenges that threaten nearly every facet of their professional lives. However, through positive and meaningful action, we can navigate through these rough seas and into safe harbors. I would like to share some of the ways dental leaders are acting for the benefit of the practice of dentistry and our patients.

**FIRST PERIOD:** As you know, Congress has taken up several economic stimulus bills that would avail disaster relief, support health care workers and aid businesses hardest hit by the pandemic. ADA’s lobbying team in Washington DC have done a phenomenal job of working with congressional leaders to ensure dentists will be among the beneficiaries of these bills. However, some of the legislation’s provisions, while well-intentioned, threaten to impose higher costs on small practices.

Recently, the ADA issued an action alert for all tripartite members. This simple link created a direct line between dentists and their respective congressional delegations, asking that dentists – as small business owners – be exempted from these burdensome provisions. I am buoyed by the fact that nearly 123,000 dentists, dental professionals and dental leaders from all over the country took part in the initiative, sending more than 376,000 emails to Congress. The result? Dentist employers who are forced to pay Family and Medical Leave and sick time leave will be eligible for a tax credit for paying that leave. Indeed, this effort represents the “Power of Three” and is the type of fresh action to which Goethe was referring.

**SECOND PERIOD:** Sometimes the type of action needed to overcome adversity is not a popular one. In terms of dentists’ response to the pandemic, part of the needed action was sacrifice for the good of the community. Indeed, what distinguishes tripartite member dentists from others is our global perspective, taking seriously our role as dedicated health care providers and advocates for the public’s oral health. In recent weeks, tripartite dentists (most, myself included, with extreme trepidation), appreciating the gravity of the pandemic, opted to “flatten the curve” by suspending elective

procedures. This action is a painful one, as we lose business and lay off staff without a clear timetable for return. As epidemiologists across the country continue to look for signs that the virus’ spread is abating, dentists – like everyone else – are asking the pivotal question: “how much longer?”

Without a clear answer to the question above, the tripartite system is aggressively pursuing every financial assistance resource available. From state government aid initiatives to Small Business Administration (SBA) loans to local and national bank lending opportunities, we are encouraging eligible dentists to take advantage of these resources.

As both trustee and a dentist, I hear and share your strong concerns about the long-term financial impacts the sacrifices we are making creates. As a dental community, we can work together to bring as many resources to bear to mitigate these impacts.

**THIRD PERIOD:** During this crisis, information that adds new dimension and direction to this pandemic seemingly arrives on an hourly basis. It is both confusing and overwhelming, especially for clinicians/business owners like dentists, whose primary focus right now is on the survivability of their practices. I commend our leaders for working tirelessly to find and share the most reliable and practical information. Here in New England, the presidents and boards of every state, the executive directors and the staffs have done an amazing job of both getting information out and launching initiatives to help our members during this difficult time. On the national level, leaders like ADA President Dr. Gehani, Executive Director Dr. O’Loughlin and every member of the ADA staff in Chicago and Washington, DC have been working tirelessly to recommend best practices, secure valuable resources, and lobby on behalf of dentists and their staffs.

As I mentioned, the pandemic weighs heavily on our minds. Fear, stress and anxiety abounds and is compounded by the uncertainty of when we will see the light at the end of the tunnel. It is important to focus on our mental health during this crisis, especially when we all know that, despite the present darkness, light will return. A colleague of mine recently reminded me that the number one reason people join the tripartite is to become part of a community of like-minded dental professionals. You are not alone – together, we will get through this pandemic and reemerge to practice the medical art we love.

# Financial Assistance Available To Practices Amid COVID-19 Pandemic

## SPECIAL CONTRIBUTION FROM PREFERRED BUSINESS PARTNER ANDROSCOGGIN BANK

We may not know exactly when, but there is a light at the end of this COVID-19 crisis. Many practice owners understand this and are using downtime to make improvements and upgrades to existing spaces and equipment. Some are even taking the time to shop real estate and are preparing to build and relocate into their “dream practice.” Androscoggin Bank is ready to help these clients prepare for a bright future by continuing to offer **100% financing for practices and equipment. – YES, even if the practice is currently closed, has deferred loan payments, or has applied for disaster relief funds.**

If your current financial concerns are more immediate, there is still federal assistance available. At this point, most business owners are familiar with the Coronavirus Aid, Relief, and Economic Security (CARES) Act, which made loans and grants available to small businesses affected by the ongoing COVID-19

Most small businesses will access these funds through one of two Small Business Administration (SBA) programs.

pandemic. Most small businesses will access these funds through one of two Small Business Administration (SBA) programs - the Economic Injury Disaster Loan (EIDL) program and Paycheck Protection Program (PPP).

The EIDL loans do not go through a lender; they come directly from SBA Disaster Assistance. Most small businesses are eligible to apply but must show economic injury due to coronavirus (COVID-19) - not other factors. The applicant's credit history and ability to repay will also be considered. More information can be found online at [disasterloan.sba.gov](http://disasterloan.sba.gov).

PPP funds are intended to be used by

businesses that do not lay off employees or rehire laid off employees to borrow up to \$10 million. These loans will be forgiven as long as 1) 75% of the loan proceeds are used to cover payroll costs, with the remainder able to be used for mortgage interest, rent, and utility costs over the eight-week period after the loan is made **AND** 2) employee and compensation levels are maintained. Businesses can apply for PPP through any existing SBA lender or through any federally insured depository institution, federally insured credit union, and Farm Credit System institution that is participating. Other regulated lenders will be available to make these loans once they are approved and enrolled in the program. You should consult with your local lender as to whether it is participating. Visit [www.sba.gov](http://www.sba.gov) for a list of SBA lenders.

Androscoggin Bank remains steadfast in our commitment to our clients. If your need is assistance with relief fund applications or financing for your practice and/or equipment, contact us today. We are here to help.

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# Legislative Update: 129th Legislature's Second Session

By Ann Mitchell, Mitchell Tardy Jackson Government Affairs



The Second Regular Session of the 129<sup>th</sup> Maine Legislature adjourned “sine die” at approximately 11:30 pm on March 17. While the Legislature completed a great deal of its work, including a supplemental budget, an emergency unemployment bill, and \$11 million in funding for COVID-19 response, several hundred bills remain in committees, on the special appropriations table, the special highway table, the special study table or tabled for further consideration in the House and Senate.

By tradition, the “sine die” or “without day” adjournment signifies a final adjournment of the Legislature, but communications from both chambers and the governor indicate an intent to return. As a matter of fact, a joint order passed that specifically states “... all matters not finally disposed of upon the adjournment sine die of the Second Regular Session of the 129th Legislature be carried over, in the same posture, to any special session of the 129th Legislature.”

While some legislation of particular interest to the MDA was passed to be enacted and signed into law by the governor, several important bills remain to be dealt with during a Special Session, most notably:

**LD 2146** - An Act to Implement the Recommendations of the Board of Dental Practice Related to the Definitions of “Supervision” and “Teledentistry”; and

**LD 1955** - An Act to Promote Cost-effectiveness in the MaineCare Program and Improve the Oral Health of Maine Adults and Children

Both of these bills received unanimous votes in committees; unfortunately, LD 2146 had not been reported out of the Health Coverage, Insurance and Financial Services Committee when the Legislature adjourned so abruptly. LD 1955 was passed to be enacted in



the House on March 17 and sent to the Senate where, due to the fiscal note, was placed on the special appropriations table.

When and if the Legislature returns, LD

2146 should quickly move through the House and Senate, pass in both chambers and be signed by the governor; LD 1955, with an FY 20-21 fiscal note of \$3.6 million, faces significant hurdles.

When the Legislature adjourned, there were well over 100 bills on the special appropriations table, all vying for funding. Additionally, initiatives included in the supplemental budget, which was enacted on March 17, represented just over half of the expected supplemental budget. With a significant anticipated revenue shortfall resulting from the COVID-19 crises, it's likely that most of the bills on the special appropriations table will die.

Important to remember is the fact that any bills not dealt with in a Special Session of the 129<sup>th</sup> Legislature, or in

*(continued on page 7)*



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<sup>1</sup> Data as of March 2018. Comparison of longest average store hours in the regions (MSAs) in which TD Bank operates compared to major banks. Major banks include our top 20 national competitors by MSA, our top five competitors in store share by MSA and any bank with greater or equal store share than TD Bank in the MSA. Major banks do not include banks that operate in retail stores such as grocery stores, or banks that do not fall in an MSA. 35367-LM (04/19)

# Department of Homeland Security Issues COVID-19 Cybercrime Alert

## ADA NEWS

The U.S. Department of Homeland Security issued an alert April 8 warning that cybercriminals are increasingly exploiting the COVID-19 pandemic to target individuals, small and medium businesses and large organizations.

Cyber criminals and advanced persistent threat groups are deploying a variety of ransomware and other malware for commercial gain, according to a joint alert from the Department of Homeland Security, Cybersecurity and Infrastructure Security Agency and the United Kingdom's National Cyber Security Centre.

"Both [Cybersecurity and Infrastructure and Security Agency] and [National Cyber Security Centre] are seeing a growing use of COVID-19-related themes by malicious cyber actors," according to the alert. "At the same time, the surge in teleworking has increased the use of potentially vulnerable services, such as virtual private networks, amplifying the threat to individuals and organizations."

Cybercriminals are likely to continue to exploit the COVID-19 pandemic over the coming weeks and months, according to the alert. These threats include phishing and malware distribution, using the subject of coronavirus or COVID-19 as a lure; registration of new domain names containing wording related to

coronavirus or COVID-19; and attacks against newly — and often rapidly — deployed remote access and teleworking infrastructure.

A phishing email disguises itself as coming from a trustworthy source in an attempt to obtain sensitive information, such as usernames and passwords, by tricking the recipient into clicking on a link or opening a document and then providing sensitive information. Attackers also may use a phishing email to infect computers with ransomware, malware or other computer viruses.

To create the impression of authenticity, cybercriminals spoof sender information in an email to make it appear to come from a trustworthy source, such as the World Health Organization or an individual with "Dr." in their title, according to the Department of Homeland Security.

"In several examples, actors send phishing emails that contain links to a fake email login page," the alert said. "Other emails purport to be from an organization's human resources department and advise the employee to open the attachment."

Although most phishing attempts come by email, the National Cyber Security Centre has observed some attempts to carry out phishing by other means including text messages.

In addition, as many organizations rapidly deploy new networks, such as VPNs and related information technology infrastructure, to shift their entire workforce to teleworking, cybercriminals are also exploiting a variety of vulnerabilities in VPNs and other remote working tools and software, the Department of Homeland Security said in its alert.

The Federal Bureau of Investigation offered some tips to defend against online meeting hijacking. These include:

- Do not make meetings public. Instead, require a meeting password or use the waiting room feature and control the admittance of guests
- Do not share a link to a meeting on an unrestricted publicly available social media post. Provide the link directly to specific people
- Manage screen sharing options. Change screen sharing to "host only"
- Ensure users are using the updated version of remote access/meeting applications
- Ensure telework policies address requirements for physical and information security

"This is a fast-moving situation and this alert does not seek to catalogue all COVID-19-related malicious cyber activity," according to the alert. "Individuals and organizations should remain alert to increased activity and take proactive steps to protect themselves."

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## Legislative Update

(From page 6)

the event that the Legislature does not reconvene, will not move forward into the next session.

On a positive note, **LD 1975** - An Act to Facilitate Dental Treatment for Children - was passed to be enacted and subsequently signed by the governor on March 17. Special thanks to Dr. Jonathan Shenkin, who led the charge on LD 1975. The new law prohibits a health insurance carrier or dental insurer from imposing a waiting period for any dental or oral

health service or treatment, except for orthodontic treatment, for an enrollee under 19 years of age. The prohibition applies to standalone dental insurance plans and to health insurance plans that provide coverage for dental or oral health services; the law applies to policies and contracts issued or renewed on or after January 1, 2021. All but one of the thirteen HCIFS Committee members voted in favor of LD 1975. The bill passed under the hammer in both chambers.

A bill tracker, which includes the bills we worked on this session, is posted on the MDA website at [www.medental.org/member-center/legislative-update](http://www.medental.org/member-center/legislative-update).

The tracker includes links to all bills and other information, as well as the final posture of each bill on adjournment

Lastly, I want to thank all of you who have provided guidance, testimony, and support throughout the session. As always, your input is invaluable. A special acknowledgement goes to Committee on Government Relations Chair Dr. Michelle Mazur-Kary, CGR members, and the dentists I've counted on since we began working with the MDA in 2013.

Stay Safe. Be well.



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# Guidance Summary

(From page 2)

- COVID-19 survives on environmental surfaces for various periods of time, including metal and plastic surfaces, as found in the dental office

This has serious implications for the dental team, in terms of personal protective equipment (PPE), treatment room disinfection and treatment of patients. It is important that dentists and dental teams thoroughly understand the risks of treating patients, the need to continue treating patients with emergency oral health issues so they do not present to hospital emergency room departments, and the realities of what PPE is available to dental personnel.

During the active COVID-19 crisis and beyond, risk must be minimized during dental treatment:

- Screen for dental emergencies using teledentistry or other remote modalities, minimizing the risk of transmission
- Fully utilize available PPE, understanding that surgical masks,

which do not seal around the nose and mouth, are not adequate to completely protect against aerosol-borne disease transmission

- Take extra-oral radiographs whenever possible; intraoral techniques may induce coughing
- Reduce aerosol production as much as possible through use of hand instrumentation and employment of dental dam and high-speed suction.
- N95 masks, with a positive seal around the nose and mouth, in combination with a full face shield, should be worn when treating patients in close proximity to their respiratory system, similar to the protocol for medical teams performing intubations. If N95 masks are not available, surgical FDA approved masks must be worn for each patient and not reused, in conjunction with proper utilization of goggles, gowns and gloves.
- Members of the dental team within six feet of the treatment aerosol area should be limited to the operator and the assistant

ADA has developed numerous resources

([ADA.org/VirusResources](https://www.ada.org/VirusResources)) including:

- guidance on what constitutes a dental emergency
- interim guidance flowcharts on how to proceed with emergency treatment
- healthcare supply of PPE
- coding and billing guidance
- ADA/OSAP webinar covering infection control, aerosols, surface disinfection and considerations for when regular dental treatment resumes

All the resources at [ADA.org/virus](https://www.ada.org/virus) should be thoroughly reviewed because the implications for disease transmission are serious, both to and among the dental team, patients, and to the community at large.

The ADA will continue to develop resources as the pandemic continues.

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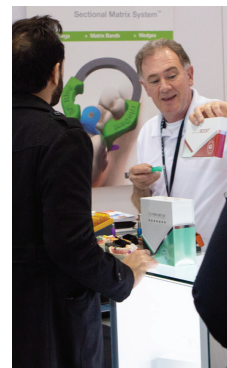
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## Poll Results

(From page 1)

In the second round of polling, 79% of dentists reported that their practices were closed except for emergency patients, and another 18% are closed completely, indicating that the vast majority of dentists are complying with Centers for Disease Control and ADA guidelines. Outlier states were Vermont and Arkansas, with 38% and 31% of practices fully closed, respectively.

Pennsylvania saw a dramatic change from two weeks ago. For the week of March 23, 74% of dentists in Pennsylvania reported that their practices were fully closed, but that percentage dropped to 29% in the second poll after the state relaxed an earlier complete ban on dental procedures.

Compared to the first round of polling, the biggest change relates to staffing. In the first round, 27% of dentists were paying their staff fully compared to 11% in the second round. Conversely, the

In the first round, 27% of dentists were paying their staff fully compared to 11% in the second round. Conversely, the percentage not paying any of their staff rose from 28% to 44%.

percentage not paying any of their staff rose from 28% to 44%.

The second poll introduced a question about what actions dentists would consider to ensure the sustainability of their practices if the current practice restrictions continue.

Through the end of April and June, the majority of dentists reported that they would focus on cost cutting, including adjusting staffing and borrowing money to address shortfalls. But if the situation

were to continue through the end of August, 46% said they would consider closing, selling or filing for bankruptcy.

“The data tell a clear story. The early, proactive response by the dental profession to safeguard the safety of patients and help flatten the curve and preserve PPE has, as expected, impacted dental practices in a major way,” said Dr. Vujicic.

“Short-term financial relief from the Coronavirus Aid, Relief, and Economic Security Act, dental insurers and other groups as well as the enhanced use of teledentistry could help ease financial shortfalls in the short term. What is clear at this stage, however, is that the coming two to three months represent a critical juncture for the economic sustainability of many dental practices.”

HPI will continue to track data every two weeks in every state to provide a glimpse into how the COVID-19 pandemic is unfolding. Dentists who wish to participate can access the poll on ADA.org.



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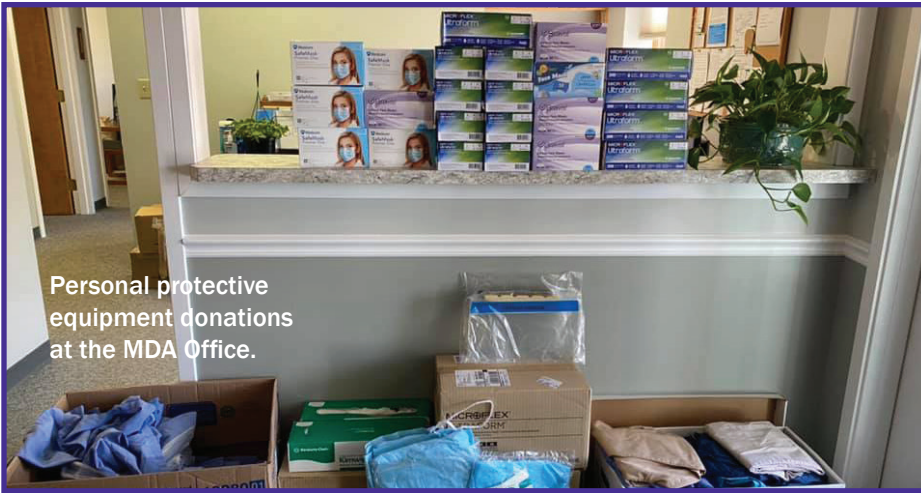
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Personal protective equipment donations at the MDA Office.

## Coronavirus

(From page 1)

that Maine's practices close to all appointments, except for emergency procedures, for three weeks, which mirrored the American Dental Association's recommendation. Following Maine Gov. Janet Mills' announcement of a stay-at-home order on March 31, the MDA recommended that the state's practices be closed to all appointments except emergency procedures through April 30. The ADA has recommended the same.

Following the passage of the Families First Coronavirus Response Act on March 18, Congress passed a \$2 trillion stimulus package - The Coronavirus Aid, Relief and Economic Security Act, or CARES Act - on March 25 aimed at helping those nationwide affected by the coronavirus pandemic.

Provisions in the CARES Act bipartisan legislation include: access to loan and grant funds; allowing withdrawal up to \$100,000 from retirement funds in 2020; federal student loan borrowers not being required to pay loan installments until Sept. 30; employees whose dental practice owners help them pay their student loans not having to pay income taxes on that payment assistance (up to \$5,250) that they receive between enactment of the CARES Act and January 1, 2021; employers and self-employed dentists being able to defer payment of their employer share of Social Security withholdings until Dec. 31; and increased emergency unemployment

### MAINE PRACTICES DONATE PPE

A number of dental practices throughout Maine have donated personal protective equipment to their local hospitals, clinics, nursing homes, and first responders, in an effort to help fight the spread of COVID-19, and aid in the response.

According to information collected by the Maine Dental Association from its members, more than 30 practices have donated nearly 20,000 masks and nearly 30,000 gloves, along with items such as sanitizing wipes, face shields, and surgical gowns.

compensation for employees who were laid off.

The MDA encourages members to consult with their attorney, accountant, or financial advisor to learn more about how they can take advantage of any resources that can assist them as a result of the COVID-19 pandemic.

The MDA has created a coronavirus page on its website. You can access it by going to [www.medental.org](http://www.medental.org) and clicking on the red alert bar on the homepage. The page is updated frequently, and offers access to financial, clinical, and practice resources, along with communications. You can also find a wealth of information [www.ada.org/virus](http://www.ada.org/virus), including the latest guidance from the ADA and much more.

## Convention

(From page 1)

we had to cancel the 2020 convention, we look forward to a time when we can come together for education and networking," said MDA Executive Director Angela Cole Westhoff.

Those that have registered individually for the convention, and are not in either Package Plan, can either receive a full refund or can use their registration payment as a credit toward the 2021 MDA Annual Convention.

Please email [lknowles@medental.org](mailto:lknowles@medental.org) by May 1 to let the MDA know whether you wish to receive a full refund or want to have a credit toward next year's convention.

Package Plan members will have a \$100 credit that they can use toward the 2020-2021 Package Plan. There will be no prorating of 2019-2020 Package Plans.

Please allow 60 days for any refunds.

Hotel reservations in the MDA Convention room block at the Samoset Resort will be automatically cancelled by the hotel.

Be on the lookout for continuing education opportunities from the MDA in the fall.

The MDA apologizes for any inconvenience and did not make this decision easily. Thank you for your membership and take care of yourselves and your families.

### Has Your Address Or Contact Information Changed?

Be sure to let the MDA Office know your new information! You can contact us by mail at PO Box 215, Manchester, ME, 04351; by phone at (207) 622-7900; by fax at (207) 622-6210; or by email at [info@medental.org](mailto:info@medental.org).

# Maine Dental Association Preferred Business Partners

## Androscoggin Bank



Our officers provide sound advice and the expertise that will help you position your practice for the next chapter of your journey. We've been helping Mainers craft unique stories for nearly 150 years.

Go to [www.androscogginbank.com](http://www.androscogginbank.com)  
Or contact: Rob Westhoven -  
[rwesthoven@androscogginbank.com](mailto:rwesthoven@androscogginbank.com)/  
(207) 376-3638

## Bangor Payroll



Bangor Payroll, a division of Bangor Savings Bank, is one of New England's largest payroll and HR service providers. For more than 20 years, it has been providing simplification and streamlining for payroll, tax, time and labor, human resource, and compliance functions. For more information, go to [www.bangor.com/payroll](http://www.bangor.com/payroll), or contact Nick Dyer at (207) 332-8466 or [nicholas.dyer@bangor.com](mailto:nicholas.dyer@bangor.com).

## Berry Talbot Royer



At Berry Talbot Royer, we are more than just your accountant, we are your trusted advisor. Let us be your ONE-stop shop, or help you in a specific area – you tell us! Taxes, consulting, business transitions, and much more.

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Email: [info@btr-cpa.com](mailto:info@btr-cpa.com)

## Best Card



Endorsed by 25 state dental associations. Dental practices save an average of

\$2,768/24% annually in fees over prior processors.

Fax or email a recent credit-card processing to [CompareRates@BestCardTeam.com](mailto:CompareRates@BestCardTeam.com) or 866-717-7247 for a no-obligation savings analysis. Call 877-739-3952 for more information.

## Cross Insurance



Cross Insurance has grown to become New England's 2nd largest independent insurance broker and the nation's 26th largest broker of US business. Contact Cross Insurance at 2331 Congress St, Portland, ME 04102. Tel: (800) 286-5352, or visit our website at [www.crossinsurance.com](http://www.crossinsurance.com).

## The Dentists Supply Company



TDSC is a dentist-led organization built to provide consistent, competitive pricing on dental supplies to members of organized dentistry, regardless of practice size. Dentists have saved millions compared to MSRP through [tdsc.com](http://tdsc.com).

[tdsc.com/maine](http://tdsc.com/maine) 888-253-1223

## Doctors Disability Specialists



Doctors Disability Specialists helps dentists and dental students understand and navigate the world of disability insurance. Whether it's your "starter policy" or an overhead expense policy, we can help. We are friendly, local, efficient, and knowledgeable.

Contact:  
James Kachmar (207) 671-2216;  
[james.kachmar@llfg.net](mailto:james.kachmar@llfg.net)

Tyler DeStefano (978) 907-6002;  
[tyler.destefano@llfg.net](mailto:tyler.destefano@llfg.net)

## D.P. Porter Contractors



D.P. Porter Contractors Inc. team members form collaborative relationships with owners, developers, design teams, subcontractors, and others to assist in delivering the most desirable and economical solutions to the construction goal.

Email [Jason@dpporter.com](mailto:Jason@dpporter.com) or go to [www.dpporter.com](http://www.dpporter.com).

## Harbor Digital



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[support@harbordigitalsystems.com](mailto:support@harbordigitalsystems.com)

## Lexicomp



MDA members have access to Lexicomp's online drug information reference and medication safety information at a special rate. You can also take advantage of a discount on Lexicomp dental books. Order risk-free today and save 20%. Pay for two years and get your third year free! Go to the Preferred Business Partners page at [www.medental.org](http://www.medental.org) to learn more.

## The Malloy Firm



THE MALLOY FIRM  
Attorney, Advisor, Advocate.

The Malloy Firm has helped a number of dentists statewide with mergers and

*(continued on page 13)*

# Maine Dental Association Preferred Business Partners

acquisitions, and other strategic matters like associate contracts, non-compete agreements, commercial loan and real estate transactions, and employee relations and compliance. We also provide estate planning and wealth preservation services. **Call (207) 333-6700, or go to [www.malloymfirmmaine.com](http://www.malloymfirmmaine.com).**

## Optimum Construction Co.



Optimum is the most relationally focused commercial construction company in Maine. Services include office trims/interior fit-ups; re-purposing, retrofits; new development; pre-construction services management; and project management.

**Contact: [Kendrick@optimumbuilds.com](mailto:Kendrick@optimumbuilds.com);**  
**(207) 712-7195**

**Read the full story at [optimumbuilds.com](http://optimumbuilds.com)**

## Patterson Dental



Patterson's history of serving dental professionals dates back to 1877. As one of North America's largest providers of dental products and solutions, Patterson offers more than 100,000 products and a wide range of equipment, software, technology solutions and services.

**Patterson Dental - 202 Gannett Drive  
- So. Portland, ME 04106 -  
1-800-639-1801 -  
[www.pattersondental.com](http://www.pattersondental.com)**

## RCPM Resources



RCPM provides a full range of regulatory

compliance services for dental offices, including equipment recycling, reuse and waste disposal; office startup and decommissioning; OSHA-required training; OSHA health and safety audits; preparation and updates of OSHA-required safety plans; and medical records destruction. **Contact Kevin McManus at [kmcmanus@rcpm.llc](mailto:kmcmanus@rcpm.llc) or 781-254-5727.**

## Solmetex



Solmetex is proud to offer the "Total Solution" for all dental practice amalgam waste disposal needs, featuring their Hg5 Series, complemented by their products for environmentally friendly recycling of dry amalgam waste, lead, biohazard, and sharps disposal.

**Customer Care: 800-216-5505;**

**Fax: 508-393-1795;**

**Email: [sales@solmetex.com](mailto:sales@solmetex.com)**

## Taylor Singer Madden Group at Merrill Lynch



The Taylor Singer Madden Group at Merrill Lynch builds customized retirement solutions for dental practices. We work hand in hand with practice owners and their employees to help replace their retirement income in a much more tax-efficient manner.

**Go to: [fa.ml.com/mainemaine/portland/taylor-singer-madden-group/](http://fa.ml.com/mainemaine/portland/taylor-singer-madden-group/)**

## The Thomas Agency



Since 1927, The Thomas Agency has

provided third-party debt collection services to creditors in the state of Maine to assist them in the recovery of their past due accounts receivable. The Thomas Agency offers discounted rates to all Maine Dental Association members for its services. **Go to [www.thethomasagencyinc.com](http://www.thethomasagencyinc.com) or contact Jon King at [jking@thethomasagencyinc.com](mailto:jking@thethomasagencyinc.com) or (207) 772-4659.**

## UBS Financial Services



Rich DeMarco, an experienced financial services professional since 1998, is committed to help provide comprehensive wealth management to help clients pursue what matters most. Rich provides high net-worth clients with premium advice and service, while helping them achieve their long-term financial goals. Talk to him about how he can leverage his experience and draw on the global resources of UBS. **Contact him at 603-422-8190 or richard.demarco@ubs.com.**

## USI Insurance Services/PPP



USI Insurance Services is the agent who brings the Professional Protector Plan for Dentists to the MDA, and provides insurance in the form of professional liability (malpractice), general liability, property, employment liability, cyber liability, plus many other coverages. MDA members receive a 5% discount on their professional liability insurance. Dentists purchasing practices for the first time, new graduates, and dentists who work part time receive special discounts.

**Contact:**

**Kathy Sukley - (207) 239-3662**

**[Kathleen.Sukley@usi.com](mailto:Kathleen.Sukley@usi.com)**

**Go to the Preferred Business Partner page at [www.medental.org](http://www.medental.org)**

# Classifieds

## FULL-TIME DENTAL HYGIENIST

Dental hygienist position available for qualified individual. We are a fast-paced office looking for a registered dental hygienist. The position is for full time Tuesday through Friday. Some experience in the field and using Eaglesoft operating system preferred. Applicant must have license in the state of Maine and be in good standing. We are a team-oriented office and we are looking for an individual that works well with others and is motivated. Applicants should be dependable and detail-oriented. Wages based on experience. Please send cover letter and resume to alex@drelston.com or call (207) 892-3200.

## GENERAL DENTIST AND HYGIENIST NEEDED AT CENTER

Kennebec Valley Family Dentistry, Augusta, ME

Our beautiful new dental center needs extra help:

- General dentist that is willing to work with UNE student externs, part time
- Dental hygienist, part-time or full-time, flexible hours

We are a public health facility with a focus on prevention. Open M-F.

Contact Bonnie Vaughan, executive director, at bssvaughan@msn.com or (207) 232-4836.

## DENTAL HYGIENIST

Busy, two-doctor, fee-for-service practice is seeking a dental hygienist to join our top-notch periodontal department. Candidate must have 3-5 years of experience and hold a current dental hygiene license. Candidates must be willing to learn about, and practice, the holistic/biological approach to dental hygiene. Candidates must be neat in appearance, dependable, a team player and patient-focused. If you feel you are a good candidate for this position, please forward your resume to gail@mainecdm.com.

## SEEKING TO ACQUIRE PRACTICES

Considering a transition? Seeking to acquire GP and specialty dental practices in Massachusetts and adjacent states. Possibility of retaining equity. Avoids broker fee.

If interested, please view our transition video at <http://bedidentalgroup.com/acquisitions/>. For more information, email us at [transitions@bedidentalgroup.com](mailto:transitions@bedidentalgroup.com) or call Rod Watkins at 603-562-6138.

## DENTIST SEEKING PART-TIME POSITION

Pediatric Dentist with thirty+ years experience in private practice, FQHC, and operating room, who loves kids of all ages, especially those with "special needs," is seeking a part-time position (one day per week +/-). Please call "Dr. Linda" at (207) 966-2676. Thank you!

## EQUIPMENT, FURNITURE, SUPPLIES FOR SALE

Orthodontic practice closing - all equipment, furniture, and supplies for sale.

Includes: 10 operator and exam chairs; panoramic/cephalometric x-ray machine and Heliodont 2/Dosimatic x-ray machine; Gendex DenOptix digital imaging system; many orthodontic pliers; .022 slot GAC Roth bands and bonds.

Photos available upon request. Call Andrea at (207) 764-5393.

## ORAL SURGEON, ENDODONTIST, PERIODONTIST, ANESTHESIOLOGISTS

Acadia Advanced Dentistry is a specialty clinic opening in 2019. It is affiliated with Caring Hands of Maine, and located in Ellsworth. We are seeking specialists in the above categories who would be interested in working in Hancock County on a full-time, part-time, or rotating basis. Teaching/faculty opportunities and potential loan repayment available. This is a high-need area, with an opportunity to create a satellite practice with no capital investment! For more information, contact Dr. Timothy Oh at [TOh@caringhandsofmaine.org](mailto:TOh@caringhandsofmaine.org).

[www.medental.org](http://www.medental.org)

## In the News

HELLO

New Members

Find COVID-19 information at [www.medental.org](http://www.medental.org) - Click on the red alert bar on the homepage.

**Dr. Qaiser Ahmed**  
122 Academy St  
Presque Isle, ME 04769  
O=207-554-5045

**Dr. Alex Boucher**  
309 St. Thomas St  
Madawaska, ME 04756  
O=207-797-5834

**Dr. Molly Cohen**  
716 Stevens Ave  
Portland, ME 04103  
O=207-221-4876

**Dr. Skye Kim**  
60 Union St  
Orono, ME 04473  
O=201-310-2169

**Dr. Patrick Rowe**  
160 Park St  
Orono, ME 04473  
O=207-688-2813

## Notice of Annual Meeting

Maine Dental Service Corporation, d/b/a Delta Dental Plan of Maine (DDPME), will hold its Annual Meeting of Members telephonically on Friday, June 5, 2020, at 11:30 a.m. DDPME participating member dentists, please anticipate receiving further meeting details from Northeast Delta Dental via regular U.S. mail.

 DELTA DENTAL

Northeast Delta Dental

The MDA expresses its condolences to the families of **Dr. Richard Contois** and **Dr. James Orino**.

# Classifieds

## INTRAORAL X-RAY SENSOR REPAIR/SALES

We repair broken sensors. Save thousands in replacement costs. Specializing in Kodak/Carestream, major brands. We buy/sell sensors. American SensorTech - 919-229-0483; www.repairsensor.com

## ORAL SURGERY PRACTICE FOR SALE

Northern Maine - well-established, turnkey oral surgery practice for sale. Includes 3 operatories, 3 recovery rooms, and all the equipment. Building also includes a 3-bedroom apartment on second floor. Contact Dr. Ed Laga at (207) 551-9292 or email elagajr@aol.com.

## ASSOCIATE TO PARTNERSHIP OPPORTUNITY

Large, highly profitable, long-standing general practice looking for a restorative dentist to transition from associate to partner or outright sale of 50 percent of the practice to qualified professional. We are located 50 minutes north of Portland in Auburn.

The practice is in a modern, standalone building that has 16 treatment rooms and 3,000 feet of clinical space. It is long-standing, has been owned by four generations of dentists, and is dedicated to outstanding customer service and dental excellence.

Our valued patients will appreciate a talented, kind, compassionate, and empathetic doctor. This is a full-time position with hours from 7 am to 5 pm four days per week.

Please contact us at [medentalopportunity@gmail.com](mailto:medentalopportunity@gmail.com).

## FQHC DENTIST

Fish River Rural Health, a federally qualified health center with three locations in the St. John Valley, is seeking a general dentist to serve at our state-of-the-art Bolduc Avenue Health Center in Fort Kent. The clinics offer the latest in dental technology, including electronic dental records and digital x-ray. Our dedicated, compassionate team provides patient-centered care to patients of all ages. The mission of Fish River Rural Health is to provide access to comprehensive primary and preventive care of the highest quality to the underserved population and to improve the health care status of the residents of the upper St. John Valley. Fish River Rural Health is a not-for-profit organization serving rural Northern Maine seeking a mission-driven professional to join our integrated service model. Competitive salary and benefits. Recent dental graduates are welcome to apply. This position is available immediately. Qualified candidates are encouraged to submit a letter of interest and resume to: Fish River Rural Health, Attn: Executive Office, PO Box 309, Eagle Lake, ME 04739.

## DENTIST LOOKING TO BUY PRACTICE

Experienced dentist moving to southern Maine in the next several months, and looking to purchase a steady practice within the next year. Ideal practice is collecting \$800,000 or more, with a healthy stream of new patients. Willing to discuss stay-on options. Please reach out via email at [medentalisting@gmail.com](mailto:medentalisting@gmail.com).

## LOOKING FOR ASSOCIATE DENTIST

Private general dentist office in Brunswick/Topsham area looking for associate for 4 days a week. Someone willing to challenge themselves clinically and grow through education and practice. All digital, all new equipment. 2+ years experience required or GPR experience. Email [cscruggs@rooseveltdentalme.com](mailto:cscruggs@rooseveltdentalme.com).

## GENERAL DENTIST

St. Croix Regional Family Health Center in Princeton, Maine has an excellent opportunity for a recent graduate or an experienced general dentist. SCRFFHC is Federally Qualified Health Center located in a Health Professional Shortage Area! Our new dental department is state of the art with digital radiography and paperless charting system. We are looking for a highly motivated and personable general dentist who is licensed in the state of Maine. We have a competitive compensation and benefits package. Dentist joining SCRFFHC are eligible to apply for NHSC loan repayment! Please send in your resume to Corinne A. LaPlant, Community Health Center, St. Croix Regional Family Health Center, 136 Mill Street, Princeton, ME 04668; (207) 796-5503; [scrhc.cal@hotmail.com](mailto:scrhc.cal@hotmail.com)

## ASSOCIATE ONE DAY A WEEK

Augusta office looking for an associate one day a week. Perfect for just about anybody. For more details please contact: [carlsheline@gmail.com](mailto:carlsheline@gmail.com) or call 330-651-2265.

## ASSOCIATE DENTIST

We are expanding our practice, and are looking for an associate interested in high quality, personalized care. Great opportunities for mentorship and continuing education. Call (207) 233-1393 or email [davidpierdmd@gmail.com](mailto:davidpierdmd@gmail.com).

## DENTAL EQUIPMENT FOR SALE

Dental equipment for sale - 9 years old, purchased new from Patterson Dental

### Compressor

Air Techniques AS10 AirStar 10 oil free. Price paid \$4,550; asking \$450.

### Dry Vacuum System

Air Techniques 54900 STS-3, STS pump, 4-gallon CAS. Price paid \$6,630; asking \$500.

### Dentsply Professional Midwest

- (1) low-speed handpiece (Rhino XP)
- (2) U-style adapters for use with disposable proph angles
- (1) contra angle sheath
- (1) push-button latch angle for burs with latch capabilities

Asking \$739 - plus I am adding in another Midwest low-speed Rhino XP handpiece that needs repairing. All of this for \$739.

What's your best offer?

Email [pollobicho@yahoo.com](mailto:pollobicho@yahoo.com) or call 650-8976.

## VOLUNTEERS NEEDED

Oasis Free Clinics are seeking volunteer providers for our newly expanded dental program in Brunswick. Help us make a difference by giving of your time at our brand new clinic with two new operatories, digital x-rays and electronic records. We provide free adult dental care to prescreened patients and our staff dental assistant will help make your experience be a positive one. We will help retired dentists with licensing and insurance. To learn more, visit us at [www.oasisfreeclinics.org](http://www.oasisfreeclinics.org) or contact Dr. Rick Elsaesser at [rselsaesser@gmail.com](mailto:rselsaesser@gmail.com).

## GENERAL DENTISTS

The Caring Hands of Maine Dental Program in Ellsworth, Maine, is recruiting general dentists to join our non-profit organization. We have facilities in Ellsworth and Mount Desert Island, and operate an active mobile program in Hancock, Washington, and Aroostook counties. Full-time and part-time hours are available immediately. We are an externship site for four universities, and qualified applicants must be community-minded and enjoy teaching. We are a FAME loan repayment site. For more information, contact Dr. Timothy Oh at [TOh@caringhandsofmaine.org](mailto:TOh@caringhandsofmaine.org).

## DENTIST CAN PROVIDE TEMPORARY HELP

Need temporary help for vacation or medical leave? We have a Maine licensed dentist for your needs. Call (772) 913-3552 to ensure your practice is maintained while you are away. We can also cover for those peak times in your office.

**Did you know MDA members can submit a classified ad that's up to 50 words for free?**

The MDA News of the Maine Dental Association is published quarterly by the Central Office in Manchester, Maine, for circulation to members and friends of the Association. Opinions expressed by authors may not represent the official position of the MDA. Publication of an advertisement is not to be interpreted as an endorsement by the MDA unless specifically stated. The MDA News reserves the right to edit all communications. News, inquiries, or comments may be addressed to: MDA News, Maine Dental Association, PO Box 215, Manchester, ME 04351  
Phone 207-622-7900 Fax 207-622-6210 E-mail [info@medental.org](mailto:info@medental.org)



MAINE DENTAL  
ASSOCIATION



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