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MDA NEWS

MAINE DENTAL ASSOCIATION

Spring 2022 | Volume 8 | Number 3

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Dental Professionals To Come Together Again At Convention

Be sure to register for the MDA's 2022 Convention! We are excited to be back at the Harborside Hotel, Spa, and Marina in Bar Harbor from May 19-21 for this year's in-person event.

The convention will offer courses for all members of the dental staff, outstanding speakers, and opportunities to network with your fellow dental professionals.

Nestled on picturesque Frenchman's Bay, the Harborside Hotel, Spa & Marina is minutes from Acadia National Park and other Mount Desert Island activities and sights, and is located steps from Bar Harbor's downtown.

(continued on page 8)



Legislative Update: What MDA Is Tracking

BY ANN MITCHELL

Mitchell Tardy Jackson Government Affairs

The second regular session of the 130th Maine Legislature is rapidly approaching its April 20 statutory adjournment. While most committees have completed their work, votes on hundreds of bills now in the possession of the House and Senate

will occur over the next few weeks. The Appropriations Committee continues its work on the general fund supplemental budget and the highway fund supplemental budget; additionally, the Appropriations Committee will vote on whether to fund the nearly 200 bills on the special appropriations table, many

(continued on page 6)

MDA MISSION STATEMENT:

To support members in achieving excellence in dentistry

MDA VISION STATEMENT:

To be leaders in oral health in Maine



April JADA Finds More Than 1 in 5 US Adults Have Untreated Caries

ADA NEWS

More than 1 in 5 U.S. adults have untreated caries, and those with a family income at or below the poverty threshold are at a disproportionately high risk of being part of that group, according to a study published in the April issue of *The Journal of the American Dental Association*.

The cover story, "Update on the Prevalence of Untreated Caries in the US Adult Population, 2017-2020," used data from the 2017-2020 National Health and Nutrition Examination Survey to derive estimates for untreated caries prevalence in the U.S. adult population. Author Nasir Zeeshan Bashir, B.D.S., a research fellow in the University of Bristol School of Oral and Dental Sciences in England, conducted subgroup analyses to assess how the disease was distributed among population subgroups and how the epidemiology differed between coronal and root caries.

The study found the prevalence of untreated caries to be 21.3%, based on a weighted sample representative of 193.5 million U.S. adults. Caries was most prevalent in those with a family



income to poverty ratio of less than 0.5 or 0.5-1.0, as well as men, those aged 30-39 and 40-49, those of other or non-Hispanic Black race or ethnicity, those with an educational attainment less than high school graduation, those who did not have health insurance, and those who were underweight or obese. The prevalence of coronal and root caries was 17.9% and 10.1%, respectively.

Other articles in the April JADA discuss the effectiveness of aerosol reduction strategies, tobacco smoke exposure and children's oral health, and outpatient dental visits during the COVID-19 pandemic. Every month, JADA articles are published online at JADA.ADA.org in advance of the print publication.

Proposed Bylaws Changes Up For Vote

The MDA's Bylaws Review Committee has worked to update the association's bylaws, suggesting several changes to the MDA Board of Directors. The most substantial revision is changing the MDA's committee structure, deleting subcommittees, and creating the following standing committees:

- *Committee on Annual Convention*
- *Committee on Communication*
- *Committee on Continuing Dental Education*
- *Committee on Government Relations and Political Action*

- *Committee on Membership and New Dentists*
- *Committee on Peer Review and Ethics*

The MDA Board of Directors has approved the changes, which are now up for review by members, who will have the chance to approve them at the member meeting during the convention. That meeting will be held on Saturday, May 21 at 4:45 pm.

You can read through the MDA's bylaws by going to www.medental.org/bylaws-changes.

From The Executive Director's Desk

By Kathy Ridley,
MDA Interim Executive Director

I've always enjoyed working with the dental students and new dentists. They are an enthusiastic group that keeps me feeling young. The MDA New Dentist Committee has been very active and have planned some exciting events - look forward to having an in-person event at the end of the month. Our current MDA New Dentist Committee Chair, Dr. Wyatt Traina, along with the help of the committee, has put together a comedy show for all dentists on April 29 at the Regency Hotel in Portland starting at 5 pm. Your ticket includes dinner, two drink tickets, and a whole lot of laughter! Tickets are selling fast, so, if interested, go to www.medentalce.org and click on the Comedy Night icon for more information.



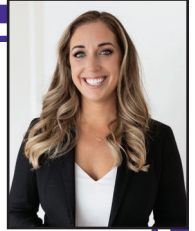
If you are unable to attend the Comedy Night, I hope you can attend the MDA Annual Convention. This is our first in-person convention since 2019 and has a lot to offer! MDA has added courses for the entire dental team, with a fun Friday night event immediately following the education courses. Be sure to check out all the courses, book your hotel rooms, and register for the event as soon as possible. More information can be found at www.medental.org or www.medentalce.org.

This is my last month with MDA, and it's been a pleasure meeting and serving the members of your organization. I have enjoyed my time in Maine and working with Patti, Lucas, and Jean, along with the MDA Board of Directors. Take care of your great state and continue your membership in MDA.

**Contact the MDA:
Phone: 207-622-7900,
Email:
info@medental.org**

News from the President's Corner

Heather Keeling, DDS



Resiliency Through Change

It's hard to believe that almost 12 months ago I began my role as President of the Maine Dental Association.

Reflecting on my time as President, it was the most challenging and rewarding time of my career thus far. Learning about the challenges that dentists and their teams experience across our state was eye opening. Witnessing the resilience, teamwork, and dedication from the same individuals was inspiring, demonstrating the importance of community and why organizations like the Maine Dental Association exist.

We all lead through a considerable amount of change and uncertainty when practicing dentistry and leading our teams. As individuals and as a profession, there is certainty in the fact that we will continue to experience change.

In our profession, we learn to continuously adapt. There is not a single procedure that goes exactly as planned. While we plan and follow a process that has been established to be clinically sound, we all know that every patient is a case study of one. Each patient is unique and therefore every procedure varies slightly, or not so slightly, from the last. Our ability to adapt a standard procedure to benefit each and every one of our patients, to provide them with better oral health, is what makes dentistry the best healthcare profession.

What I love most about dentistry is that we, unlike most other healthcare professions, have the ability to impact, to make a positive change in a patient's life the same day as treatment. We can remove pain instantly, fix something that is broken immediately, and we can improve a patient's confidence in a single visit.

We all lead through a considerable amount of change and uncertainty when practicing dentistry and leading our teams. As individuals and as a profession, there is certainty in the fact that we will continue to experience change.

This, I feel, is the true beauty of dentistry, especially when considering that we live in a world where people want instant gratification!

With day-to-day changes and challenges both in our practices and the world around us, take time to always remember that we as a profession are important. We are vital members of the healthcare team who have a significant impact on the lives of the community around us.

In earlier newsletters I talked about the importance of the dental network, your team, your colleagues, and this association. As I finish my term as the President of our association, I want to leave you with a few of my final thoughts.

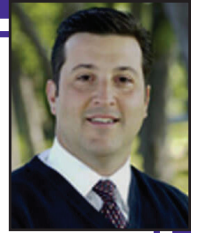
1. Embrace the change. Do not lose sleep over the things you cannot control and seek change as an opportunity for growth.
2. Take time to reflect. See how your past has shaped your today. Don't ever forget where you started and the hard work that has landed you where you are today.
3. Dream big. Whatever your personal or professional goals are, they are achievable and this community supports you.

And last, I want to thank you for allowing me to represent you over this past year. It was my honor and privilege to serve you. I also want to thank Kathy Ridley for stepping in as our interim executive director during a very difficult year and welcome Therese Cahill as our new executive director. Finally, thank you for your support and for candidly sharing your thoughts and concerns during my time as President as this will enable your leadership to continue to modernize and represent Maine dentists for years to come.

**Did you know you the MDA News is available and archived on our website?
Members can go to www.medental.org and click on Publications**

News from the First District Trustee's Corner

Rich Rosato, DMD



Dear Maine Dental Association Friends:

Mid-March saw a rather somber two-year anniversary. During that time in 2020, dental practices across the country – responding to the growing pandemic – closed their doors electively to non-emergency patients. Thanks largely to the leadership of the American Dental Association and state societies like MDA, dental offices were able to reopen using scientifically proven data, and our patients returned to receive the care they needed.

The last two years can best be compared to a roller coaster. We've ridden through deep valleys distinguished by COVID-19 variant case spikes; economic uncertainty and workforce challenges; and slow but promising ascents in the form of vaccines, economic recovery, and practice safety. Throughout this long ride, the ADA kept the promise we made at the start of the crisis – “we have your back.”

As trustee for the First District of the ADA, I am proud to say that this commitment continues. The ADA keeps its attention on the pulse of all aspects of dentistry – monitoring economic conditions and pandemic data, engaging leaders on pivotal issues, and providing Members with the CE, products, services, and resources they need to navigate to prosperous waters.

First, because dentistry operates based on science, so too does ADA's research resources. Our Health Policy Institute is a nationally renowned think tank of economists and statisticians who are constantly monitoring the latest national data on topics such as workforce shortages, office capacity, and economic recovery. Meanwhile, our Science and Research Institute, through its careful study of the pandemic's evolution since 2020, has helped us avoid long-term office shutdowns by providing science-based guidelines that keep our offices and our patients safe.

Second, the ADA's Government Affairs team is dedicated to advocating for all dental professionals and the patients we serve in State Houses across the country, as well as on Capitol Hill. Through this seasoned team of nationally recognized lobbyists, advocates, and policy experts, the ADA is a familiar and a positive force recognized consistently by our elected officials. The team, which is connected with every state society, has successfully advocated for dental and health insurance reform (most notably the reform of the McCarran-Ferguson Act), Medicaid reform, and student loan debt relief, not to mention promoting the integration of

medical and dental health care.

Third, our members enjoy a vast array of services, products, and resources that help them defray costs and meet their state licensure requirements. Our library of online CE is constantly updated to ensure that it contains the most relevant information and data. Our live CE programs, both at the state and national levels, are also useful for all members of the dental team. Finally, members can take advantage of consultative services, discounts on a wide range of products and equipment, and a whole host of member services that help dentists find an associate, negotiate a contract, or locate financial and insurance providers that meet their needs. I am pleased and honored to have a direct role in this particular aspect of your membership benefits, serving on the boards of both ADA Business Enterprises, Inc. and ADA Business Innovation Group. These two for-profit subsidiaries of the ADA are dedicated to availing to members the best third-party vendor programs and services, as well as fostering the establishment of new, dentist-driven companies.

Dentistry is an ever-evolving profession. The professional society that represents it must be equally dynamic and representative of its evolution. Thankfully, our leadership, led by dynamic leaders like ADA President Dr. Cesar Sabates and Executive Director Dr. Ray Cohlmia, is committed not only to the ADA of today, but to the ADA of the future. ADA is launching a major technology upgrade that will greatly streamline operations and bring the ADA's resources and services to the palm of your hand. Our initiatives on diversity and inclusion, for example, foster an ever-expanding base of black, international, female, and LGBTQ+ dentists. As dentists themselves become more diverse, so too does their mode of practice – the ADA's member outreach focuses not just on traditional practices, but on the growing market of DSOs, FQHCs, CHCs, and large group practices. Every dentist and their needs matter to the ADA, and thanks to the positive and proactive vision of our leadership, we are overcoming the challenges of the last two years and quickly moving back to a position where every dentist can succeed.

I am proud to be a dentist. I am also proud of the fact that, like you, the ADA has always had my back! Most of all, I am proud to be part of a tight-knit community of dentists like each of you. Our friendships and professional collegiality are the reason why, in my opinion, dentistry is the profession with the most job satisfaction of any industry. I wish you all the best and am happy to be of service to you.

Desjardins, Gagnon, Saltz Announce Candidacy For Board Leadership

Dr. Norma Desjardins has announced her candidacy for president, Dr. Shanna Gagnon has announced her candidacy for president-elect, and Dr. Adam Saltz has announced his candidacy for vice president of the Maine Dental Association Board of Directors.

Dr. Desjardins earned her DMD degree from Tufts University School of Dental Medicine in 1992. A native of Cyr Plantation, Norma and her seven siblings grew up on a family potato farm. Dr. Desjardins began practicing general dentistry in Van Buren, then moved to Presque Isle, where she was an owner at Academy Dental for 21 years. She then recruited the help of her husband and several community members and founded a private nonprofit dental office, the St. Apollonia Dental Clinic. Recently, she retired from private practice and is continuing to direct St. Apollonia. Dr. Desjardins has also served as vice president and president-elect of the MDA Board of Directors.



DESJARDINS



GAGNON



SALTZ

Dr. Saltz practices in South Portland. He graduated from the UT Health Science Center at San Antonio, where he obtained his master's degree and certificate in periodontics. He

Dr. Gagnon, who practices in Farmingdale, earned her DMD degree at the University of Connecticut School of Dental Medicine in 2004. She joined her father, Dr. Donald Gagnon, in private practice immediately after graduating from dental school. She recently hired a new associate, Dr. Jessica Sikora, to help her with patient care since the retirement of her father in 2012. She previously served as the Kennebec Valley Dental Society representative for the Maine Dental Association Board of Directors for 13 years. Dr. Gagnon has also served as vice president of the MDA Board of Directors.

completed his dental training at Nova Southeastern University, where he also received a public health master's degree. Dr. Saltz actively contributes to several scientific journals and lectures nationally. He is an assistant clinical professor at the University of New England College of Dental Medicine. He served as a public health consultant to the American Dental Association and led the American Student Dental Association as national editor-in-chief. Dr. Saltz currently chairs the MDA Committees on Continuing Education and Communication and represents the Southern District on the MDA Board of Directors.

(continued on page 7)



Private Banking for Dentists

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Legislative Update

(From page 1)

of which were carried over from last Session. And there are more bills with fiscal notes to come. Bills which remain unvoted when the 130th Legislature adjourns will not be carried over to the 131st Legislature.

Many of you may remember the medical loss ratio for dental insurance bill, **LD 1266 - An Act to Add Value to Dental Insurance**, sponsored by Sen. Heather Sanborn in 2021 and carried over to this session. After a great deal of work with the Bureau of Insurance, dental insurers, and other interested parties, a significantly amended version of LD 1266 received a unanimous ought to pass committee vote. A solid piece of policy, the bill establishes a medical loss ratio reporting requirement for dental plans and requires carrier-specific annual loss ratios to be published on the Bureau of Insurance's publicly available website. The bill also directs the Bureau of Insurance to calculate an aggregate average loss ratio by market segment

over a three-year period to identify and review dental plans that have loss ratios which deviate from those averages. The bill further gives the Bureau of Insurance authority to order identified outliers to file remediation plans. While we did not get all we wanted, LD 1266 was passed to be enacted in both the House and Senate and was on its way to Gov. Janet Mills' desk. Sen. Sanborn paid tribute to Dr. Jonathan Shenkin, who led the charge on LD 1266, during her remarks on passage.

We also saw a unanimous ought to pass committee vote on **LD 665 - An Act to Provide Better Dental Care to Cancer Survivors** - the bill was heading to the House and Senate. LD 665 requires a study to determine that the change in law was not an addition to the state's essential health benefits, which would require that the state defray costs. The bill requires health plans to include coverage for dental procedures that are medically necessary to reduce the risk of infection or eliminate infection, or to treat tooth loss or decay, in an enrollee prior to beginning cancer treatment, or that are the direct or indirect result

of cancer treatment. The requirements apply to all health plans issued or renewed on or after January 1, 2023. Maine will become the first state to pass legislation requiring health plans to cover necessary dental treatment for cancer patients. Special thanks to Dr. Rob Berube and Dr. Rebecca Berry for their work on this significant piece of legislation.

The biennial budget which passed last year included allocations for a MaineCare adult dental benefit, as well as funds to implement rate increases on MaineCare dental codes. These are the allocations that are effective on July 1, 2022:

Money allocated in the biennial budget for MaineCare dental rate increases:

- \$2,846,428 General Fund
- \$5,753,752 Federal

Money allocated in the biennial budget for MaineCare adult dental:

- \$12,266,233 General Fund
- \$30,060,311 Federal

(continued on page 7)



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If you're a Maine dentist, we should talk.

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Legislative Update

(From page 6)

The MaineCare Advisory Committee's Dental Subcommittee continues to work on these critical initiatives; additional information will be uploaded to the MDA website.

In June 2021, the governor signed into law **LD 76 - An Act To Amend the Dental Practice Act To Define "Supervision" and Authorize Teledentistry.**

As a result of the law, on March 25, the Maine Board of Dental Practice convened a group of stakeholders to assist in identifying teledentistry guidelines and practice standards to ensure public safety and protection. Dr. David Wicks participated on behalf of the MDA.

The following link provides a wealth of information on teledentistry, as well as a draft of "Practice Requirements For Teledentistry Services," which can be viewed on pages 450-454 at <https://www.maine.gov/dental/board->

information/stakeholder-meetings.html. The Board of Dental Practice is planning to discuss the draft and subsequently undertake rulemaking.

Lastly, I want to thank all of you who continue to provide invaluable guidance, testimony, and support. A special acknowledgement goes to MDA Council on Government Relations Chair Dr. Mike Dowling and CGR members Dr. Rob Berube, Dr. Moe Convey, Dr. Brian Patterson, Dr. Dean Tourigny, Dr. David Wicks, and Dr. Karl Woods.

While we worked on and monitored numerous bills throughout the session, many are still in the process of moving through the Legislature. A bill tracker, which includes all the bills we've followed will be posted on the MDA website in the members-only Legislative Updates section.

The tracker includes links to bills, along with other information. Once the Legislature adjourns, I'll update with the final posture of each bill and include links to final bill language.

Board Elections

(From page 5)

Dr. David Kerr and Dr. Dean Tourigny are running for re-election as MDA Board of Directors treasurer and secretary, respectively.

Elections for officers and members of the MDA Board of Directors will be held at the member meeting at 4:45 pm, which will be held on May 21 at the MDA's Annual Convention in Bar Harbor.

Call For Candidates

With Board of Directors elections coming up in May, the Maine Dental Association is putting out a call for any members who are interested in a seat on the board to let us know.

Interested? Email your information to info@medental.org or contact your local component president.

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Convention

(From page 1)

Dr. Leslie Fang and Dr. Leonard Hess will be offering day-long courses at the event.

Dr. Fang's presentation, on Friday, May 20, will be "When Dentistry Meets Medicine," and will cover advances in medicine that impact your day-to-day care of patients. Topics will include the COVID-19 pandemic, new drugs and medical devices in clinical use with specific dental implications, and new antibiotic protocols.

Dr. Fang has an international concierge practice in internal medicine and nephrology, teaches at Harvard Medical School, and is widely respected in the medical, dental, and academic communities. He is frequently a featured speaker at medical and dental conferences, and has authored many texts, teaching series, and reference manuals.

Dr. Hess will present "Treatment Planning for Functional Esthetics: A Protocol for Predictability and Profitability" on Saturday, May 21, where attendees will learn a protocol for complete diagnosis, treatment planning, provisional verification, and successful results.

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Dr. Hess is co-clinical director at The Dawson Academy and practices full time in addition to teaching continuing education courses. He has been teaching courses since 2005, nationally and internationally, on topics such as occlusion, smile design, treatment planning, preparation design, and practice integration of complete dentistry.

Other courses being offered at the convention:

- Professional Dental

Liability Risk Management Seminar (May 19)

- Prep for DANB® Radiation Health and Safety (RHS)® Exam (May 20)
- OSHA Update and HIPAA Compliance Training for Dental Health Care Providers (May 20)
- Compliance Workshop (May 20)
- Lunch & Learn: Anatomy of a Dental Practice Transition (May 21)

(continued on page 9)

MDA Employment Assistance Database

To assist our member dentists with workforce issues, the Maine Dental Association is maintaining a database that will include hygienists, assistants, office managers, and staff candidate information that member offices can reference.

Those individuals looking for a position within a dental office and dental offices looking for staff members can go to www.medental.org/mda-employment-assistance and fill out the appropriate forms to be included in the database. The MDA is hoping this member benefit will help to connect dental offices with potential employment candidates.

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Convention

(From page 8)

- *Do Your Patients Even “Like” You? How To Up Your Social Media Game* (May 21)
- *Mentoring and Motivating* (May 21)

Exhibitors will be in attendance on May 20. The event will also feature a happy hour/awards event on May 20, along with the Honors Luncheon on May 21 and other networking opportunities.

Those who are part of the 2021-2022 MDA CE Package Plan will receive one of Dr. Fang and Dr. Hess' courses for free.

There is a \$75 registration fee, which includes entrance fee plus Friday lunch buffet, and two drink tickets and food at the happy hour/awards event, along with hospitality charges. For more information and online registration, go to www.medentalce.org. For registration forms and the link to book hotel rooms, go to www.medental.org and click on Annual Convention.

6 CDT Code Category Updates Approved

The Code Maintenance Committee approved updates to six CDT Code categories at its March annual meeting that include seven COVID-19 vaccination codes, six diagnostic imaging codes and codes for the administration of human papillomavirus vaccinations.

While the CDT Code set already includes COVID-19 vaccination codes from previous years, this is the first time the HPV vaccine administration receives a code designation, said L. King Scott, D.D.S., chair of the Code Maintenance Committee.

In all, the committee approved the addition of 29 new codes, as well as 14 revisions and two deletions.

The newly approved COVID-19 vaccination codes are effective immediately, meaning they are officially part of the CDT 2022 code set.

Other CDT Code actions approved

during the meeting will be in CDT 2023, which goes into effect Jan. 1, 2023.

The other Code actions approved by the committee include:

- Six diagnostic imaging codes for tomosynthesis, as well as bitewings and periapicals
- Six guided tissue regeneration procedure codes that enable documenting delivery to a natural tooth, an implant, or an edentulous area
- Four new codes to document 3-D dental and facial surface scanning procedures
- Revisions to nomenclatures or descriptors of various codes in periodontics, oral and maxillofacial surgery, orthodontics and adjunctive general services.

Educational and reference information on CDT Code use and additional information about COVID-19 procedure codes, is available at ADA.org/en/publications/cdt/coding-education.

Will you see one?

“My broken, decaying teeth are fixed and I can eat again.”

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Maine Dental Education Loan/Repayment Program - Apply by May 31

Are you a dental student from Maine who will practice in Maine, a licensed dentist who practices in a qualifying Maine practice, or a licensed dentist who intends to practice in Maine?

The Finance Authority of Maine (FAME) administers two programs designed to increase the number of primary dental care practitioners providing services to underserved populations in Maine.

For the Student

The Maine Dental Education Loan Program is a competitive, forgivable loan program for Maine students pursuing a career as a dentist and planning to work in Maine after graduation. Recipients may receive loans of up to \$25,000 per year, \$100,000 total.

To be eligible for this loan, the student must be a Maine resident (for purposes other than education) for two years prior to matriculation at a dental school; admitted to a program of dentistry for a first DDS or DMD degree at an

accredited institution; show an interest in practicing primary dental care in an underserved population area in Maine and in serving patients regardless of their ability to pay; and demonstrate financial need.

Priority is given to eligible applicants with the greatest financial need and a demonstrated intent to practice primary dental care in an underserved population area in Maine. The loan does not enter repayment or accrue interest until the student has completed their professional education and has forgiveness provisions for borrowers who meet the return service criteria.

For more information on the Maine Dental Education Loan Program, and to apply, go to www.famemaine.com/medloans. The deadline for applications is May 31.

For the Practitioner

The Maine Dental Education Loan Repayment Program provides loan

repayment assistance to dentists practicing in underserved population areas in Maine. This repayment program requires a minimum two-year commitment, which is renewable for an additional two years and provides up to \$25,000 for repayment of existing dental education loans for each year of service for up to four years or \$100,000 total.

To be eligible for this loan repayment program, a dentist must be eligible for licensure to practice dentistry in Maine; have qualifying outstanding education loans; be able to document employment at a qualifying dental care facility; practice at any health care facility that offers primary dental care as either its primary service or as part of a broader medical practice in an underserved population area; accepts payment through MaineCare or a successor program; have at least 25 percent of the patient load that has

(continued on page 11)



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Loan/Repayment

(From page 10)

been accepted for treatment regardless of ability to pay through insurance or other payment source; and a dental care facility must provide patients notice that it accepts payment through MaineCare or a successor program. Qualifying applicants cannot be under an agreement for loan repayment from

a program funded by the National Health Service Corps.

For more information on Maine Dental Education Loan Repayment Program, and to apply, go to www.famemaine.com/dentalrepayment. The deadline for applications is May 31.

To find shortage areas by address, go to data.hrsa.gov/tools/shortage-area/by-address.

ADA Offers Resource On Indoor Masking For Public

The American Dental Association has released a new resource for members to help practices make informed decisions and facilitate conversations about the Centers for Disease Control and Prevention's latest public indoor masking recommendations.

The CDC masking recommendations apply to patients and the general public.

In many states, including Maine, dental practices can opt to align with the CDC's community level guidance. Those that choose that option can use the CDC's

COVID-19 Community Level tool to find their county's risk level.

In addition, the online resource includes sample copy and scripts for printable signs, text messages, phone calls, and emails that dental practices can weave into their communications.

To view the *Indoor Masking in Dental Practice Public Spaces* resources, visit ADA.org/masks. This is a member-only resource, so you will need your ADA user ID (your ADA number), along with your ADA password.

Members Can Save On Events at Cross Arena

The Cross Insurance Arena in Portland offers discounted tickets to specified events to MDA members. **The discount code to use is GMDA.**

Upcoming discounted events:
Monster Truck Nitro Tour - April 22 at 7:30 pm and April 23 at 1:30 and 7:30 pm - SAVE \$5 PER TICKET

Trolls LIVE! - May 14 and 15 at 10 am and 2 pm - SAVE UP TO \$7 PER TICKET

Blue Man Group - May 23 at 7:30 pm - SAVE UP TO \$7 PER TICKET

To order your tickets, go to www.ticketmaster.com and enter code, or call (207) 775-3458.



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With the largest network of dental practices in the country, ADA Practice Transitions can help you connect to successful practices ready for new leadership — *including Hancock, Somerset, and Sagadahoc counties, right here in Maine.*

Create your online profile at
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“ADAPT isn’t just matching you with an area. It’s matching you with a person, a practice, and a mindset. It was my wildest dream to find this match so early in my career.”

– Kristen Sciolino, D.M.D.

Allied Dental Team Members - Join The Maine Dental Association!

The MDA welcomes hygienists, assistants, lab technicians, and dental office staff to join us at allied dental team members in 2022.

Among the benefits of becoming a MDA allied dental member:

- Quarterly lecture series – topics specific to allied dental team members
- An e-newsletter specifically for allied dental team members
- Printed quarterly newsletter

- Continuing education course discounts
- Access to endorsed services and discounts

The annual fee to be an allied dental team member is \$50. The membership cycle ends each December 31.

For more information, go to www.medental.org and click on Allied Dental Team Info, or call the MDA Office at (207) 622-7900.



Be on the lookout - The MDA will be offering two courses in the fall as part of its Allied Dental Team Series. We will also be offering another Prep for DANB® Radiation Health and Safety (RHS)® Exam course in the fall. Details to come!

News and Notes

HELLO

New Members

Dr. Nathan Oakes
General Practice
171 Maine Mall Rd
South Portland, ME 04106
O=207-775-1551 x2

Dr. Brandon Rinker
General Practice
271 Market St
Fort Kent, ME 04743
O=207-834-3907

Correction

Dr. Donald Farrell was omitted from a list of new life members in the Winter 2022 MDA News.

Notice of Annual Meeting



Northeast Delta Dental

Maine Dental Service Corporation, d/b/a Delta Dental Plan of Maine (DDPME), will hold its Annual Meeting of the Members at the Stage Neck Inn, 8 Stage Neck Rd, York Harbor, ME, on Sunday, June 5, 2022, at 10:45 a.m. The purpose of the Annual Meeting of the Members is to elect two new directors to DDPME; one consumer representative; and one participating dentist.

Contact Information Changed?

Let us know! Mail: PO Box 215, Manchester, ME, 04351; phone: (207) 622-7900; email: info@medental.org.

The MDA expresses its condolences to the families of Dr. Howard Jackson and Dr. Robert Tanner.

Products/Services Endorsed By Both ADA and MDA

Waiting Room TV - ADA TV

Tours and Cruises -
AHI Travel

Practice Financing -
BMO Harris Bank

Patient Financing - CareCredit

Fitness - ClassPass

HIPAA Compliance -
Compliancy Group

Interpretation & Translation
Services - CyraCom

Appliances -
GE Appliances Store

Emergency Medical Kits -

ADA Member AdvantageSM

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HealthFirst

Apparel for Staff -
Lands' End Business

Student Loan Refinancing -
Laurel Road

Computers & Technology -
Lenovo

Luxury Vehicles -
Mercedes-Benz

Office Supplies -
Office Depot/OfficeMax

Payroll - OnPay

Secure Communication/
Website & Marketing - PBHS

Temporary Staffing - Stynt

Shipping - UPS

ADA Credit Cards - US Bank

For more details about
special discounts and offers
for members, go to www.adamemberadvantage.com.

Classifieds

GENERAL DENTIST AT NONPROFIT

Lincoln County Dental (www.lcdental.org), a nonprofit oral health organization in Wiscasset, is seeking a dentist with excellent clinical skills, exceptional interpersonal communication ability, and a passion for ensuring access to high quality care to join our patient-centered practice. An active state of Maine dental license is required. Preferred candidates will be experienced or have completed an accredited dental residency program. Please submit CVs and letters of inquiry to jimolson@tidewater.net.

*More classified ads
on pages 18 and 19*

MDA office will be closed:

- April 18
(Patriots Day)
- May 30
(Memorial Day)

**ADA's Third Party Payer Concierge service for members:
Call 1-800-621-8099 or email dentalbenefits@ada.org.**



Maine Dental Association Preferred Business Partners

Abyde



The Abyde software solution is the easiest way for any sized dental practice to implement and sustain comprehensive HIPAA compliance programs. As a MDA member, receive exclusive discounts. Go to abyde.com to learn more. Get in touch at (800) 594-0883 x1 or email info@abyde.com.

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
Or contact: Rob Westhoven -
rwesthoven@androscogginbank.com/
(207) 376-3638

Bangor Payroll



1 BangorHR 2 BangorPayroll 3 BangorTime

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 more information, go to www.bangor.com/payroll, or contact Nick Dyer at (207) 332-8466 or 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.
6 Fundy Road, Suite 100, Falmouth, ME 04105 - www.btr-cpa.com
Phone: (207) 781-3445
Email: info@btr-cpa.com

Best Card



Endorsed by the MDA and ADA. Dental practices save an average of \$2,768/24% annually in fees over prior processors. Fax or email a credit-card processing to Compare Rates@ 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 www.crossinsurance.com.

Doctors Disability Specialists



We help 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@ddsteam.net
Tyler DeStefano (978) 907-6002;
tyler.destefano@ddsteam.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, economical solutions to the construction goal. Email Jason@dpporter.com or go to www.dpporter.com.

Harbor Digital



Computers *Servers* VoIP Telephone Systems* Networking* Managed IT Support Services Harbor Digital is based out of Brunswick and Rockport, Maine. (207) 236-9097; www.harbordigitalsystems.com; support@harbordigitalsystems.com

Independent Dental Solutions



Independent Dental Solutions (independent-ds.com) is a free group purchasing organization that offers independent dentists savings on supplies and equipment purchases through direct manufacturer partnerships. On average, IDS members save 23% on their dental supplies compared to the previous year's spend. IDS also offers a free cost comparison.

Machias Savings Bank



With nearly \$2.2 billion in assets, 300 employees, and 16 locations stretching from Caribou to Portland, the team at Machias Savings Bank believes that with every relationship, there is a way to keep our customers moving forward, now and in the future. Contact Nick DiMatteo at (207) 561-3911 or NDiMatteo@machiassavings.com.

The Malloy Firm



THE MALLOY FIRM
Attorney, Advisor, Advocate.

The Malloy Firm has helped dentists statewide with mergers and acquisitions, and other matters like associate contracts, non-compete agreements, loan and real estate transactions, and employee relations and compliance. We also provide estate planning and wealth preservation services.

Call (207) 333-6700;
www.malloffirmmaine.com

Maine Dental Association Preferred Business Partners

Mascoma Bank



Mascoma Bank is a full-service, mutually owned bank based in Northern New England, and as a Certified B Corporation®, its purpose is to deliver exceptional customer service while improving their community and clients' lives. Their Private Bankers provide concierge-level financial relationship management for dentists, their practices, and their families. **Contact David Carter at david.carter@mascomabank.com, or 207-800-9977.**

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; (207) 712-7195; or read the full story at optimumbuilds.com.**

Patterson Dental



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. **202 Gannett Drive - So. Portland, ME - 1-800-639-1801 - pattersondental.com**

People's United Bank



People's United Bank, N.A. is premier, community-based bank in the Northeast and a subsidiary of People's United Financial, Inc. People's United Advisors, Inc., is a registered investment adviser.

ProSites



ProSites, Inc. is the technology leader in website design and digital marketing for dental professionals. In addition to content for patients, their sites also include features that help streamline patient communications and increase appointment requests. **For more, and to request a free demo, visit www.prosites.com/MaineDental/ or call (888) 932-3644.**

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; required training and audits; safety plans; and records destruction. **Contact Kevin McManus at kmcmamus@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 and sharps disposal. **Customer Care: 800-216-5505; Fax: 508-393-1795; Email: sales@solmetex.com**

TD Bank



America's Most Convenient Bank®

TD Bank, America's Most Convenient Bank®, is one of the 10 largest banks in the U.S. **Go to www.tdbank.com/healthcare. Contact: Andrew R. Ramsdell Healthcare Practice Finance Specialist 603-540-7028 Andrew.Ramsdell@TD.com**

The Thomas Agency



Since 1927, The Thomas Agency has provided third-party debt collection services to creditors in Maine to assist them to recover accounts receivable. The Thomas Agency offers discounted rates to all MDA members for its services. **Go to www.thethomasagencyinc.com or contact Jon King at jking@thethomasagencyinc.com or (207) 772-4659.**

UBS Financial Services



Rich DeMarco, an financial services professional since 1998, 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 - kathleen.sukley@usi.com

Learn more by going to the Preferred Business Partners page at www.medental.org

Classifieds

FQHC WALK-IN-CARE DENTIST

Penobscot Community Health Care is seeking a general dentist for our dental center's walk-in care service in Bangor, Maine. This is an opportunity to join a comprehensive dental center, with emphasis on providing outstanding acute walk-in care service. The fast pace and variety of the walk-in care environment is challenging, but exciting and never routine. PCHC's mission motivates and encourages us on a daily basis to increase access to exceptional dental care for all, regardless of life circumstance. If you are looking to join a vital FQHC that is inventive and rare in the best way possible ... this is the place for you.

Competitive pay, benefits, loan repayment, relocation assistance, generous CME allowance, and more!

Apply directly at www.PCHC.com.

Contact Jamie L. Grant, provider recruiter, at recruitment@pchc.com.

DENTAL HYGIENIST POSITION

Company Description: Fryeburg Dental Center provides comprehensive care for all ages and all dental needs. We offer a full range of services. Our doctors are driven to create the best guest experience at a fair price, and our practice has grown exponentially. Check out our website at www.fryeburgdentalcenter.com for more information on what we do and how we can say "Relax, Dentistry is Different Here."

Employment Type: Full-time (Monday-Thursday, possibly Friday). An exceptional person is needed to join our team. If you feel bored and unappreciated with your current job or recently graduated and you think you have the talent to be a valuable team player, we'd love to meet you!

Our dental group offers:

- Positive family-oriented environment
- Join a team dedicated to making dentistry a better experience
- Paid vacation and sick time
- 401k and health insurance

Job Description:

We are looking for an exceptional dental hygienist that would be responsible for:

- Patient data collection and documentation
- Patient education
- The delivery of preventive and periodontal dental treatment as part of the oral hygiene team

Education and/or Experience:

- Associate degree or bachelor's degree in dental hygiene required
- Registered dental hygienist licensure in Maine is required
- X-ray certification required
- Current CPR certification required

To Apply:

Send an email to inquire or email a resume to drharper@fryeburgdentalcenter.com. If you're truly driven, you could speed up the hiring process by taking a personality test here: <https://www.eclecticenergies.com/enneagram/test>

ASSOCIATE DENTIST POSITION

Once in a lifetime opportunity! Associate dentist position available with North Country Dental office in Gorham and North Conway, NH. Full-time schedule with 401k. Excellent earning potential with experienced, team-oriented staff and 50-100 new patients monthly. High-quality, high-tech offices. Email: officemanager@ncdnh.com; Phone: (603) 466-5015; Apply today!

FQHC STAFF DENTIST

Penobscot Community Health Care is seeking a dentist to join our Bangor, Maine dental center! PCHC believes in the growth and development of our staff. Our mission motivates and encourages us on a daily basis to increase access to exceptional dental care for all, regardless of life circumstance. If you are looking to join a vital FQHC that is inventive and rare in the best way possible ... this is the place for you.

Competitive pay, benefits, loan repayment, relocation assistance, generous CME allowance, and more!

Apply directly at www.PCHC.com.

Contact Jamie L. Grant, provider recruiter, at recruitment@pchc.com.

FULL-TIME DENTAL ASSOCIATE

FT Dental Associate: comprehensive and quality family cosmetic and implant dentistry in Southern Maine. Emphasis on spending time developing relationships with patients. Dr. Janvier loves to mentor. Ideal candidate will have willingness to learn in order to maintain consistency of care. Long-term commitment preferred for this win-win scenario. Resumes: info@JanvierDMD.com.

SEEKING FULL-TIME HYGIENISTS

Penobscot Bay Dentistry is seeking two full-time hygienists to join our team in beautiful mid-coast Maine! We have an established, well-maintained facility with modern technology. Our goal is to provide excellent dental care in a relaxed atmosphere. We are looking for people who will be dedicated to our patients, have high energy and a positive attitude.

Candidates must possess a Maine state license, CPR certification, and a license to administer local anesthetic and nitrous oxide. Knowledge of Dextrix and Dexis is a plus. We offer competitive wages, medical insurance allowance, 401k, paid vacation, sick time, dental care, continuing education, and uniform allowance. Offering a bonus after six months of employment. New hygiene graduates are encouraged to apply! Please send resume to info@penobscotbaydentistry.com.

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.

DENTAL ASSISTANT POSITION

Company Description: Fryeburg Dental Center provides comprehensive care for all ages and all dental needs. We offer a full range of services. Our doctors are driven to create the best guest experience at a fair price, and our practice has grown exponentially. Check out our website at www.fryeburgdentalcenter.com for more information on what we do and how we can say "Relax, Dentistry is Different Here."

Employment Type: Full-time (Monday-Thursday, possibly Friday). An exceptional person is needed to join our team. If you feel bored and unappreciated with your current job or recently graduated and you think you have the talent to be a valuable team player, we'd love to meet you!

Our dental group offers:

- Positive family-oriented environment
- Join a team dedicated to making dentistry a better experience
- Paid vacation and sick time
- 401k and health insurance
- Opportunities to grow professionally

Job Description:

We are looking for an exceptional dental assistant that would be responsible for:

- Keeping the guest experience fantastic
- Assisting doctors with procedures
- Keeping the flow of the office sustainable with guest experience
- Treatment room and instrument sterilization

Desired Skills:

- Some chairside assisting experience desired
- X-ray certification desired
- High school diploma or GED

To Apply:

Send an email to inquire or email a resume to drharper@fryeburgdentalcenter.com. If you're truly driven, you could speed up the hiring process by taking a personality test here: <https://www.eclecticenergies.com/enneagram/test>

VOLUNTEERS NEEDED

Oasis Free Clinics are seeking volunteer providers for our 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 or contact Dr. Rick Elsaesser at rselsaesser@gmail.com.

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!

www.medental.org

Classifieds

FQHC GENERAL 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.

ASSOCIATE DENTIST 3 DAYS A WEEK

Dr Peter C. LeBourdais and Dr. Ivan Soberanes are looking for a general dentist to work Mondays, Wednesdays, and Fridays in our busy family practice. Please submit cover letter and resume to officemanager@bdha.me.

ASSOCIATE DENTIST WANTED

Associate dentist wanted to help with a growing dental practice in Mid-Coast Maine. Must have minimum of one year experience or completed an accredited GPR program. If you enjoy the outdoors and working in a fun, relaxed environment, this may be your opportunity. Please send resume to info@penobscotbaydentistry.com.

FULL-TIME ASSOCIATE

Comprehensive, private practice general dentistry office located in Fryeburg, Maine is searching for a full-time, service-minded associate to help accommodate the growing patient base and busy schedule in our practice. Possible future ownership opportunities, if desired.

Ideal individual would have 3+ years of professional experience and be willing to work 4 days per week. Primary work will deal with general operative procedures to start and will grow based on skill set. Daily rate plus bonus or percentage-pay methodologies will be available. No brokers. Great opportunity for the right fit. This is not a corporate office. If interested, please contact Dr. Michael Harper at (207) 256-4808 for additional information.

PART-TIME EFDA FACULTY (LEWISTON)

The University of Maine at Augusta's expanded functions dental assisting program has a part-time opening for an adjunct dentist to co-teach preclinical and clinical EFDA laboratory classes for an upcoming semester. Labs are taught on Fridays. There is potential for teaching additional semesters, contingent upon program needs. Adjunct faculty will collaborate with instructors to help develop laboratory activities to assist students with learning clinical skills. Approximately three hours per week of outside grading will be required.

Required qualifications: licensed Maine DMD/DDS in good standing or eligible for Maine licensure with licensure obtained prior to start date; experience working with an expanded functions dental assistant; and basic computer skills, including the use of Microsoft Word, email, and spreadsheets. Preferred qualifications: successful teaching experience using distance education modalities and working in learning management systems (e.g., Brightspace, Blackboard, etc.); a graduate of a CODA-accredited program; and current knowledge of four-handed dentistry.

Salary is commensurate with qualifications and previous college teaching experience.

Applicants must complete an online application and submit a cover letter and resume at uma.hiretouch.com. Materials must be submitted via "Apply for Position." The successful applicant is subject to appropriate background screening.

DENTAL HYGIENIST - FULL AND PART TIME

Nasson Health Care is seeking a qualified dental hygienist to work collaboratively with a team of health professionals to provide comprehensive primary care dental services while utilizing the Patient-Centered Medical Home model of care delivery. The dental hygienist is responsible for direct provision of oral hygiene and preventive services according to state regulation and dental practice protocols. Graduation from an accredited school of dental hygiene. Radiographic certification in Maine. Eligibility for or current unrestricted license to practice oral hygiene in the state of Maine.

Applications are available on our website at <https://yccac.org/join-our-staff>. Please submit a cover letter and resume with your application. Completed packets will be accepted until filled and may be reviewed upon receipt.

York County Community Action Corp.
6 Spruce Street, P.O. Box 72
Sanford, ME 04073
(207)324-5762 or 1-800-965-5762
Fax (207)459-2838
apply@yccac.org
EOE

DENTAL ASSOCIATE/PARTNER

Our comprehensive dental practice in Livermore Falls, Maine is looking to add a dental associate and/or partner to our team. We are looking for a dentist that has a passion for quality treatment delivered in a compassionate manner. This position comes with a strong mentorship and ascension model for individuals looking to learn any aspect of dental care. 20 minutes from University of Maine Farmington and 40 minutes from Lewiston/Auburn, this position is perfect for an individual with an appreciation for lake life, hiking, skiing, and all that the outdoors of Maine has to offer.

If you are a dentist interested in connecting with your patients/community, enjoying a good work-life balance, and a strong earning potential, apply today by emailing Kate@sacoriverdentistry.com!

ENDODONTIST SEEKING POSITION

Endodontist seeking position in general dental or multi-specialty practice for 1-2 days per week. I have been in private practice for 25 years, as well as a faculty member at Tufts and BU Dental School in the post-grad endodontic department. Please contact inhouseendo22@gmail.com.

SEEKING GENERAL DENTIST

Seeking an experienced general dentist to join our growing team! We are a small regional group of practices in Greater Portland area (not corporate or DSO) dedicated to exceptional patient-centered, comprehensive care with cutting edge technology (digital workflows, CBCT, cad-cam etc.). Patient experience and quality care are the cornerstone of our philosophy and a warm personality a must.

Earning potential is very competitive and lots of dentistry available. Guaranteed base and student loan repayment options available. Surgical and endo comfort a plus, with ideally more than 2 years experience, both f/t and p/t considered.

Email at mainedentaljobs@gmail.com.

DENTAL ASSISTANT

Busy, single-doctor practice in Augusta is looking for a caring and energetic dental assistant to join its team. Applicant will ideally have at least one year experience and radiology certificate.

Pay is commensurate with experience level. Benefits include 401k, health insurance, paid vacation time, and PTO. Please send resume and a short paragraph about yourself to Dr. Randall Cutri at info@statestreetdentalmaine.com.

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



MAINE DENTAL
ASSOCIATION

MaineCare Adult Benefit Takes Effect July 1

- MDA helping to develop more equitable payment process, new administrative rules

