

NODA News

MISSION STATEMENT

To maintain a cohesive organization that serves its membership by promoting the art, science and professionalism of dentistry, and by communicating the value of optimal oral health to the community.

VOL. 61 SUMMER '23 NO. 06

Kick-Off C.E. to Focus on DEA-Required Course

Presented by the New Orleans Dental Association & the Louisiana Dental Association

Date: Friday, August 18, 2023

Location: Embassy Suites, Baton Rouge, LA

Register: www.ladental.org/kickoff

In December 2022, Congress passed a federal law that requires controlled substance prescribers to complete 8 hours of one-time training on safe controlled substance prescribing as a condition of receiving or renewing a DEA registration. In order to provide guidance to the states and its members, the American Dental Association (ADA) requested clarification on a number of questions of uncertainty with the legislation. That guidance can be found on both the ADA and LDA websites. This course will meet the one-time federal requirement.

A few points of clarification on the new DEA required 8-hour course.

1.) The LDA Kickoff Course will not only count towards your new DEA requirements but you can also use it towards your in-person, clinical hours to renew your LA State Board of Dentistry license.

2.) If you took opioid courses in the past, they may count towards your 8 hours! You must have your proof of C.E. and check that the course was given by an ADA CERP recognized organization. If it was not, your previously taken course will not count towards the new DEA requirement.

On August 18 at the Embassy Suites in Baton Rouge, Professor Karen Baker will provide a course that will meet the new requirements, titled "DEA MATE Act Training: Dental Implications of Substance Use Disorders." She has been on the Dental College faculty at the University of Iowa for over 40 years and occupies a unique role in dental practice and education. She is a clinical pharmacist with a master's degree in clinical pharmacology and therapeutics and is focused on patient-specific dental drug therapy. She has given well over 1,000 invited programs nationally and internationally and holds memberships in many dental and clinical pharma-

cology and therapeutics organizations. Her dental education-based pharmacy and drug therapy consultation center is the only one in the United States. She has authored many articles and abstracts and lectures extensively in pre-doctoral and graduate courses at the University of Iowa.

To register or view the complete course description, visit www.ladental.org/kickoff.

New Orleans Dental Association is an ADA CERP Recognized Provider. This continuing education activity has been planned and implemented in accordance with the standards of the ADA Continuing Education Recognition Program (ADA CERP) through joint efforts between New Orleans Dental Association and Louisiana Dental Association.

TELL 'EM YOU SAW IT IN NODA NEWS

When you patronize our advertisers --and we hope you will-- tell them you saw their ad in *NODA News*. These loyal friends help defray the costs of this monthly publication.



KICK-OFF CE

Embassy Suites, Baton Rouge, LA
August 18, 2023
8AM-4PM

ladental.org/kickoff

This course satisfies the new DEA requirement!

DEA MATE Act Training: Dental Implications of Substance Use Disorders

Speaker: Professor Karen Baker

In December 2022, Congress passed a federal law that requires controlled substance prescribers to complete 8 hours of one-time training on safe controlled substance prescribing as a condition of receiving or renewing a DEA registration. This course will meet the one-time federal requirement. In order to provide guidance to the states and its members, the American Dental Association (ADA) requested clarification on a number of questions of uncertainty with the legislation. That guidance and other specifics can be found at ladental.org/kickoff or at ada.org.

Objectives:

After attending this course and reviewing the handouts, the participant should be able to:

- Discuss the neurophysiology and neurotransmitter basis for substance use disorders,
- Describe the mental health disorders that predispose to SUDs,
- And More! For additional information about this course, visit ladental.org.com/kickoff.



Continuing Education Recognition Program

New Orleans Dental Association is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply an acceptance of credit hours by boards of dentistry. Concerns or complaints about a CE provider may be directed to the provider or the Commission for Continuing Education Provider Recognition at CCEPR.ADA.org. New Orleans Dental Association designates this activity for 8 credit hours continuing education credit. This continuing education activity has been planned and implemented in accordance with the standards of the ADA Continuing Education Recognition Program (ADA CERP) through joint efforts between New Orleans Dental Association and Louisiana Dental Association.

KICK-OFF EVENT PARTNERS



President's Message

by Aubrey Baudean, Jr., D.D.S. – NODA President



I pray every one is having a great summer! I know a lot of are members this is a busy vacation time-with their children. I am looking forward to going fishing with the grandchildren. The annual crawfish party was a great time. We had a great attendance. Great music by Kirk Holder and 800 pounds of crawfish for the picking.

I would like to thank the following sponsors: Hancock Whit-

ney, Blackburn Dental Laboratory, New Orleans Dental Enterprises, Carestream Dental, Brown & Brown of Louisiana, Kerr Dental, KaVo Dental, ADS Lovelace and Associates and Coach Otto Mehrgut who helped make this event a success. Without these sponsors, we would not be able offer the crawfish party at such a great price. I thank all of the dental students for their help in providing help with the food and registration. Their efforts are greatly appreciated by the membership.

New Orleans Dental Enterprises (NODE) is our organization that has agreements with their

Preferred Providers, which benefit both you and our association. Opportunities abound with American Tax Savings, Chuck Blohowiak Consulting, Darby Dental Supply, FiServ, Hancock Whitney and Pel Hughes. Please consider using their services when possible. If you have any suggestions or ideas on any new Preferred Providers, please contact Dr. Kevin Collins.

Our next General Membership meeting will be held on September 20th at Jaeger's Seafood & Oyster House. The speaker will be announced in NODA News and by e-mail. Have a great summer, be safe and God Bless!

April 10-11, 2025
Crowne Plaza New Orleans

NEW ORLEANS DENTAL CONFERENCE
& LDA ANNUAL SESSION

SAVE THE DATE

● Limited Space Available ●

Your future is at your fingertips
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Featured Practices for Sale

<p>Gretna General Practice \$640,000 Gross income in 3 days per week of clinical time 4 operatories in 1,475 sq. ft. of rented space Excellent merger opportunity</p>	<p>New Orleans General Practice \$776,000 Gross Income in 4 days per week of clinical time 3 operatories in 1,600 sq. ft. of rented space All equipment is less than 2.5 years old</p>
<p>Lutcher General Practice \$725,000 Gross income in 4 days per week of clinical time 5 operatories in 2,800 sq. ft. (building for sale) CEREC and ICAT</p>	<p>New Orleans Uptown General Practice \$660,000 Gross Income in 3 days per week of clinical time 2 operatories in 800 sq. ft. (condominium for sale) 100% fee for service</p>

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NODA Crawfish Party

The Kamp

Photos courtesy of Dr. Kevin Collins



NODA Crawfish Party - Con't.

The Kamp

Photos courtesy of Dr. Kevin Collins



THANK YOU TO OUR 2023 NODA CRAWFISH PARTY SPONSORS

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ADS Lovelace and Associates

Coach Otto Mehrgut

KaVo Dental

We couldn't do it without you. Thank you for your generous support. Please support our sponsors.

EMPLOYEE RETENTION CREDIT



GOVERNMENT TAX CREDITS

In order to provide economic relief to businesses and individuals during the Coronavirus pandemic, the CARES (Coronavirus Aid, Relief and Economic Security) Act was signed into law in March 2020. This \$370 billion stimulus package makes funding available to small companies, which can be used to allow certain employers who retain employees during the crisis, to claim a tax credit. This tax credit is known as the Employee Retention Credit (ERC).



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EMPLOYEE RETENTION CREDIT

The ERC allows eligible employers to claim a credit against 50% of wages paid per quarter, up to \$10,000 per employee annually, for wages paid between March 13, 2020 – December 31, 2020. The maximum credit is \$5,000 per employee. In December of 2020, under the Covid-19 Relief Package, the ERC was extended from January 1, 2021 – September 30, 2021. This extension allows eligible employers to claim a credit against 70% of wages paid per quarter, up to \$10,000 per employee, with a maximum allowable credit of \$26,000 per employee.

WHICH BUSINESSES QUALIFY & HOW?

There are several ways that a business can qualify for ERC: 1) full or partial suspension of business operations as a result of government order or, 2) a significant decline in revenue compared to the same quarter in 2019 or, 3) interrupted operations or, 4) supply chain interruptions or, 5) reduction in services or goods offered to your customers or, 6) cut down in your hours of operations or, 7) difficulty hiring employees and others.



HOW DO ELIGIBLE EMPLOYERS OBTAIN THEIR ERC?

American Tax Savings (ATS) will review the relevant financial records to calculate the dollar amount of the eligible employer's expected credit. ATS will then complete and file the relevant IRS forms for the employer and retain all necessary documentation.

CARES ACT

- All wages paid between March 13, 2020 and December 31, 2020
- Payroll tax credit rate - 50 percent of Qualified
- Limit on per-employee creditable wages - \$10,000 for the year
- Eligibility for the credit - reduction of gross receipts by at least 50 percent of the comparable quarter in 2019
- 100-employee delineation for determining the relevant qualified wage base (i.e. all wages paid to employees are available for the credit up to the cap)
- Wage qualification is based on the average number of employees the business employed in 2019

COVID 19-RELIEF PACKAGE

- Beginning on January 1, 2021, and through December 31, 2021
- Payroll tax credit rate - 70 percent of Qualified wages
- Limit on per-employee creditable wages - \$10,000 for each quarter
- Eligibility for the credit - threshold drops to 20 percent. Safe harbor allows employers to use prior quarter gross receipts to determine eligibility
- 500-employee delineation for determining the relevant qualified wage base
- Employers who receive PPP loans may still qualify for the ERC with respect to wages that are not paid for with forgiven PPP proceeds retroactive to the CARES Act
- Allows new employers who were not in existence for all or part of 2019 to be able to claim the credit. This new provision is retroactive to the effective date included in Section 2301 of the CARES Act

LDA House of Delegates Meeting

Hyatt Regency New Orleans
Photos courtesy of Dr. Kristi Soileau



Delegates, Alternates Delegates, Directors to LDA, Staff.



LSU Health School of Dentistry Dean, Dr. Angelo Mariotti & Dr. Frank Martello.



LDA Past President Dr. Stephen Morgan & LDA President Dr. Vincent DiLeo, Jr.



Dr. Frank Martello & Dr. Kristi Soileau (LDA Distinguished Award recipient).



Dr. Glenn Dubroc, Jr. & Dr. Donald Bennett (LDA Distinguished Award recipient).

LDA House of Delegates Meeting - Con't.

Hyatt Regency New Orleans
Photos courtesy of Dr. Kristi Soileau



Louisiana State Board of Dentistry Executive Director
Dr. Arthur Hickam, Jr.



NODA Delegates, Alternate Delegates, Directors to LDA #1



NODA Delegates, Alternate Delegates, Directors to LDA #2



Insurance Solutions to Smile About.

WE WANT YOUR NEWS!!

Anyone knowing of any dentist who has made a significant contribution, gained an elective or appointive office, written an article, delivered a paper, or rendered unusual public service, please let us know!

info@nodental.org



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and Equipment Finance

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Business Acquisition Loans

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Practice Buy-In Term Loan
and Commercial Real Estate Loan

\$75,000

Business Line of Credit

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Patrick D. McKenna

VP, Business Banking

504-352-3770

patrick.mckenna@hancockwhitney.com



AUGUST 11-12, 2023
Setup day: August 10

Cajundome & Convention Center
444 Cajundome Blvd.
Lafayette, LA 70506



VOLUNTEERS NEEDED:

- Dentists
- Hygienists
- Dental Assistants
- Dental Office Staff
- Dental Equipment Technicians
- Dental Laboratory Technicians
- Dental Equipment Technicians
- Physicians
- EMTs
- Pharmacists
- Nurses/RNs
- Computer/IT
- Dental School Students
- Pre-Dental Students
- Patient Registration
- Greeters
- Security
- Food Service
- Parking
- Group Organizations
- Interpreters
- Many more!

All volunteers must be at least 18 years old. **Please note that non-medical volunteers are also needed.** If you are unable to volunteer, consider a donation to this worthwhile cause! Any amount is most welcomed and appreciated. Your contribution will help us expand our resources and do a far more extensive job in helping those in need. **Online registration will open after May 1, 2023.**

ABOUT LOUISIANA MISSION OF MERCY

LaMOM seeks to deliver quality dental care to the underserved population of Louisiana by partnering with dental team members and lay volunteers in a free temporary dental clinic setting.

VOLUNTEER REGISTRATION IS OPEN NOW!



Bulletin Board

APPRAISALS, SALES, ASSOCIATE SHIPS, PRE-RETIREMENT PLANNING

ADS South specializes in valuations and transitions for dentists. Learn how to protect your practice in case of death. Call Dr. Earl Douglas at 770/664-1982 or visit our website www.adssouth.com. Four Metairie practices and one North Shore practice sold. All sold for full price, cash at closing. If you're thinking about selling, this a good time to call Dr. Earl Douglas 770/664-1982 or earl@adssouth.com.

GENERAL PRACTICE – HOUMA AREA (#6874)

Gross Collections: \$304,805, 3 Days a Week, 3 Operatories, 990 sq. ft. I usually don't recommend satellite practices for you, but this one is the exception to the rule. It's an

underperforming practice in an excellent patient to dentist ratio location. The equipment has recently all been updated. The overhead is a ridiculously low 40% and for a day and half per week, a buyer would walk away after all payments and expenses with a net of \$190k. Don't forget the low stress environment and grateful patients and it's only an hour and a half drive from the hustle bustle of New Orleans. Take a look at this one. Contact Dr. Earl Douglas 404/512-4702 or earl@adssouth.com.

ENDO PRACTICE – NEW ORLEANS AREA (#9497)

Gross collections: \$1,266,252; 4 days a week, 3 operatories, 3,000 sq. ft. This exceptionally well-located and profitable jewel of a practice is now available for your purchase! The seller is willing to stay and assist with the

practice transition if the buyer prefers. CBCT, X-NAV, Biolase Lasers, central Nitrous, and 3 treatment rooms fully equipped with Global Microscopes, intra-oral cameras, ultrasonics, and Endo handpieces provide unique treatment possibilities. Over 3,000 square feet allows for future expansion of up to 5 additional treatment rooms. If your vision is to own a quality focused, service-oriented practice where you can grow and thrive, inquire with Earl Douglas via phone 404/512-4702 or earl@adssouth.com.

NODA News is published every month with the exception of June and August. Deadline for ads and editorial material is the 10th of the month preceding publication. Ads and news should be sent to: info@nodental.org



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Bulletin Board

GENERAL DENTISTS NEEDED

Whether you are a recent dental school graduate or an established practitioner interested in pursuing new opportunities, Louisiana Dental Center offers dentists the ability to perform in an autonomous and collegial atmosphere without the burden of managing a practice. With numerous modern facilities scattered across South Louisiana, our practice is in a unique position to offer flexible and convenient scheduling options. If you're interested in joining our team of professionals, please contact Terry Ernst at 985/893-2240 or ternst@LaDentalCenter.com.

SPECIALISTS NEEDED

Louisiana Dental Center, a well-established and fast-growing group dental practice has great opportunities for specialists seeking flexible work options. Multiple locations and schedules ranging from 1 to 5 days a week. Orthodontists, Endodontists, Oral Surgeons, Periodontists and Pediatric Dentists are welcome. If you're interested in joining our team of professionals, please contact Terry Ernst at 985/893-2240 or ternst@LaDentalCenter.com.

UPHOLSTERY

Are your dental chairs looking shabby? Reupholstery could make a huge difference. Call me for a free estimate. Fast pick-up and delivery. James Melerine Upholstery. 504/430-2307

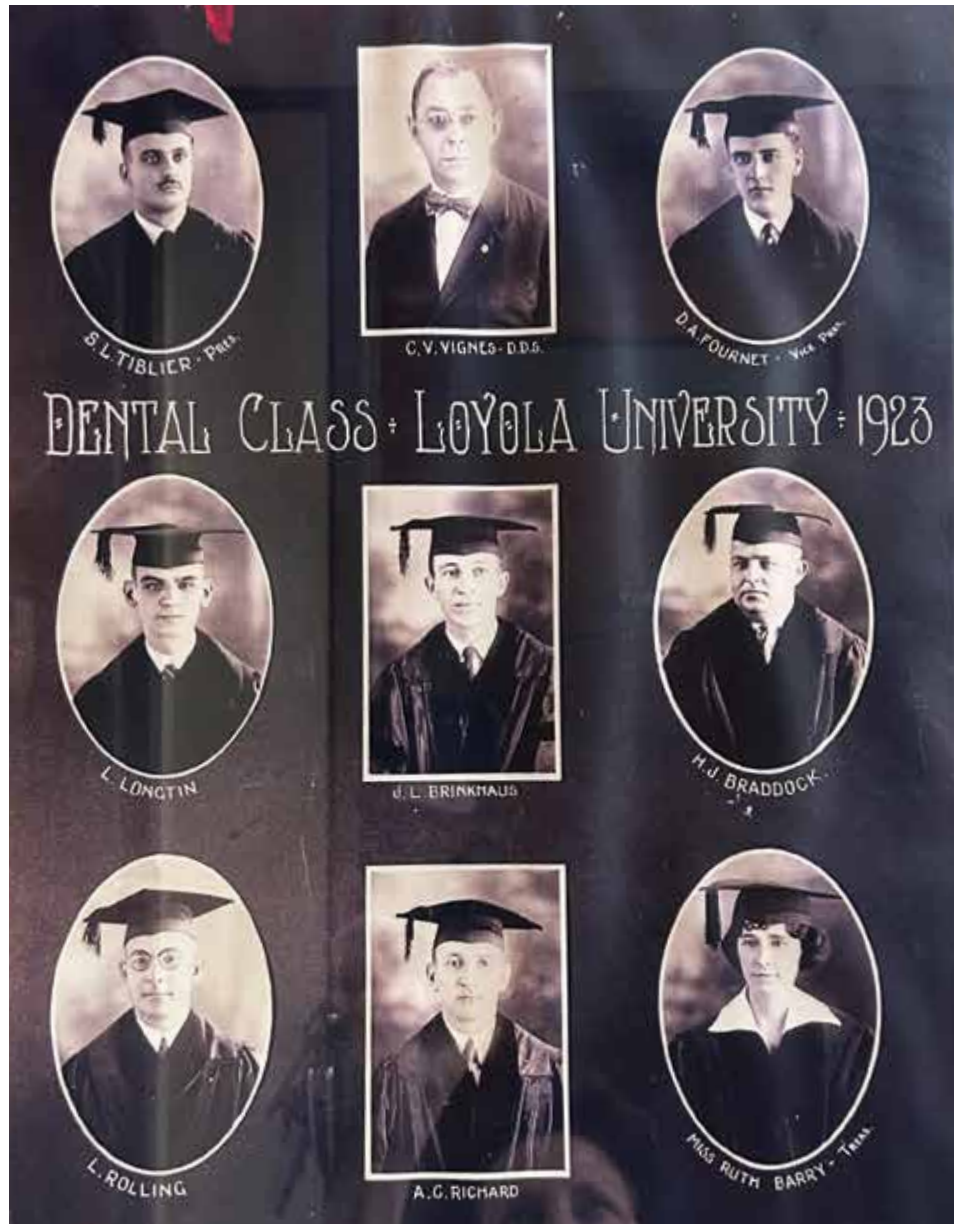
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Inclusion of advertisements should not be interpreted as an endorsement by the New Orleans Dental Association or *NODA News*.

SATURDAY GENERAL DENTISTS

Louisiana Dental Center is seeking General Dentists interested in working Saturdays at its locations throughout South Louisiana. If you're interested in joining our team of professionals, please contact Terry Ernst at 985/893-2240 or ternst@LaDentalCenter.com.





The LDA Foundation hosts LaMOM charitable dental clinics (Louisiana Mission of Mercy) and we need your support and volunteer efforts! Visit www.lamissionofmercy.org for more info.

To make a contribution to the LDA Foundation's LaMOM, you can:

- Call the LDA office at 225-926-1986.
- Write a check to the LDA Foundation, and mail it to:
 - 5637 Bankers Ave., Baton Rouge, LA 70808
- Contribute via PayPal by scanning the code below
- Send a secure, online contribution by scanning the code below. (It is not necessary to have a PayPal account to donate through this link. Click "Donate with Debit or Credit Card" to make your secure donation through PayPal.)



More Payment Options

The LDA Foundation is a 501(c)(3) tax-exempt corporation registered in the State of Louisiana. All contributions are tax deductible to the extent permitted by law.

For questions about the LDA Foundation, call (225) 926-1986 or e-mail info@ladental.org.

NODA News

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Kristi M. Soileau, D.D.S., Editor

