

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 APRIL '23 NO. 04

NODA News

President's Message

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




Times does not wait for anyone. It's April already and the weather has been great! I would like to thank all of those who attended the President's Installation Banquet in March. Every one made it a very special time for my family and I. Bishop Michael Sartin gave a beautiful invocation and Dr. Mark Chaney did a great job as

Master of Ceremonies. Congratulations to our Honor Dentist, Dr. Jeffrey Leeson, you're the best. I would like to thank Andrew Hale for all the planning and time he put into this event. Our annual Crawfish Boil is May 12th and is a fun event for all to enjoy. It will be held at "The Kamp" in Harahan. Come enjoy a fun evening of beer and crawfish with your dental colleagues. Please invite your staff to attend. This is a good time to bring your office staff and make a memory.

Don't forget to register for the New Orleans Dental Conference/Louisiana Dental Association's Annual Session from April 20-22, 2023 at the Hyatt Regency Hotel New Orleans. Classes are filling up. So go online to www.nodc.org to register. Come out, have fun, and get some great CE.

Your participation and financial support of our NODA events are greatly appreciated and needed. See you soon!




"I only have one regret about selling my practice. I should have called ADS Transitions sooner."

Sound Advice.

Trust us for all your dental transition needs.

- Appraisals • Brokering • Practice Financing
- Associate Placement • Equity Associateships



Practice Transitions Made PerfectSM
All ADS companies are independently owned and operated.

ADSSouth.com



TENNESSEE, ARKANSAS & KENTUCKY
Clayton Cummings, DDS
(615) 414-0123
clayton@adssouth.com



NORTH CAROLINA, SOUTH CAROLINA, VIRGINIA, MARYLAND, WASHINGTON D.C.
Chris Nunnally, JD
(917) 592-7794
chris.nunnally@gmail.com



GEORGIA, LOUISIANA, NORTH CAROLINA, ALABAMA, MISSISSIPPI
Earl Douglas, DDS, MBA, BVAL
(770) 664-1982
earl@adssouth.com



NORTH CAROLINA, SOUTH CAROLINA, VIRGINIA, MARYLAND, WASHINGTON D.C.
James J. Howard, DMD
(910) 523-1430
jjm@adssouth.com



OFFICE MANAGER
Virginia Douglas
(770) 664-1982
virginia@adssouth.com

President's Banquet

TPC Louisiana

Photos courtesy of Dr. Kristi Soileau



President's Banquet - Con't.

TPC Louisiana

Photos courtesy of Dr. Kristi Soileau



March General Membership Meeting

LSU School of Dentistry

Photos courtesy of NODA Staff



Dr. Aubrey Baudean, Jr. (President), Dr. James Burns (Immediate Past President), and speaker Dr. Matthew Wimmer (Wimmer Dental).



Zhanna Buckley (Carestream Dental sponsor representative), Dr. Matthew Wimmer (speaker), Steve Kent (Carestream Dental sponsor representative).



Dr. Joanne Hoppe (NODE drawing winner), Dr. Kevin Collins (NODE Chair).

NODA ANNUAL CRAWFISH BOIL

It's time to get out of the house and gather around the crawfish pot with your NODA Family.

Crawfish Boil

MAY 12, 2023

4:30PM – 7:30pm

The Kamp

2317 Hickory Ave | Harahan, LA 70123



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

Report of the Executive Director

by Andrew Hale – NODA Executive Director

First and foremost, we want to thank you for your continued investment with the New Orleans Dental Association. Without your loyalty and support, we would not be able to continuously provide our members with valuable benefits and actively develop our industry. Put simply, you make what we do possible. If you have not had the opportunity to renew your membership dues, there is good news. You still have time to get your payment in to make a difference in organized dentistry.

You and over 100's of colleagues believe in advancement through united efforts through NODA. NODA is one of the most valuable investments you make each year in your professional journey. You are part of a network of your peers who are dedicated to promoting and maintaining the high professional and ethical standards of NODA, developing and improving education and protecting the interests of the members and of NODA.

We sincerely hope that you will continue to renew for another outstanding year of great programs and professional development. If you have already registered, we appreciate your support and will see you at different scheduled events.

“And thou shalt love the Lord thy God with all thy heart, and with all thy soul, and with all thy mind, and with all thy strength: this is the first commandment”. (Mark 12:30)

DENTISTS' DAY AT THE LEGISLATURE 2023

Dentists' Day is a grassroots event that celebrates the dental profession and offers dentists the opportunity to meet their lawmakers. After visiting with your legislators, don't forget to enjoy the reception, with food, music, and fun!

Schedule of events

| | |
|------------------|---|
| 2:00 p.m. | Briefings at the State Library of Louisiana (Walking distance from the Capitol) |
| 4:30 p.m. | Visit House and Senate chambers, leave notes for legislators |
| 5:30 p.m. | Reception for dentists, guests, and legislators at Pentagon Barracks |

**Register
HERE**



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

NODA News is a publication of the New Orleans Dental Assn., 2121 N. Causeway Blvd., Suite 153, Metairie, LA 70001. Phone (504) 834-6449.

Making dreams come true...
ADS Lovelace and Associates
 Your Practice Transition Team

Join us at
 Booth 303
 at the 2023
 New Orleans
 Dental
 Convention!



Featured Practices for Sale

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

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

ADS LOVELACE AND ASSOCIATES, INC.
 (225) 927-8015

LovelaceAndAssociates.com

All ADS companies are independently owned & operated.

Endorsed
 by **ILDA**



Insurance Solutions to Smile About.



ASSOCIATION SERVICES PROFESSIONALS

The LDA's Endorsed Insurance Broker

Malpractice
 Cyber Liability
 Worker's Compensation

Personal Umbrella
 Business Insurance
 and more

Find your solution today at bbgulfstates.com/asp
 or contact Stormy Blair for an insurance review

Brown & Brown Gulf States-Association Services Professionals



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 accepts advertisements from a variety of sources, but makes no independent investigation or verification of any claim or statement contained in the advertisements. Inclusion of advertisements should not be interpreted as an endorsement by the New Orleans Dental Association or NODA News.



Behind every smile, there's a great banker

\$800,000

Practice Buy-In Term Loan

\$725,000 | \$150,000

Commercial Real Estate Loan
and Equipment Finance

\$450,000

Practice Buy-In Term Loan

\$325,000 | \$300,000

Business Acquisition Loans

\$275,000 | \$140,000

Practice Buy-In Term Loan
and Commercial Real Estate Loan

\$75,000

Business Line of Credit

We understand the dental industry and where you want to go. Our expertise and five-star service will help you get there.



Patrick D. McKenna

VP, Business Banking

504-352-3770

patrick.mckenna@hancockwhitney.com

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).



AMERICANTAXSAVINGS.COM

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



Setup: August 10, 2023
Clinic: August 11-12, 2023

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



VOLUNTEERS NEEDED:

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

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.



Scan QR code
to register

Registration Now Open!

New Orleans Dental Conference & LDA Annual Session



APRIL 20 - 22, 2023

Hyatt Regency Hotel
New Orleans

www.nodc.org



Bulletin Board

APPRAISALS, SALES, ASSOCIATESHIPS, 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 and bustle of New Orleans. Take a look at this one. Contact Dr. Earl Douglas 770/664-1982 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.



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

Bulletin Board - Con't.

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.



SATURDAY GENERAL DENTISTS

Louisiana Dental Center is seeking General Dentists interested in working Saturday at its locations throuout South

Louisiana. 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

**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.



Continuing Dental Education

LSU Health Continuing Dental Education is the brand name of LSU's overall continuing dental education program; it represents the long-standing affiliation and working relationship between LSU Health New Orleans School of Dentistry and The Louisiana Academy of Continuing Dental Education, Inc. the purpose of developing, marketing, and administering live and online continuing education courses and training programs.



UPCOMING COURSES

For latest course information, please check our website (www.lsucde.org)

REGISTER TODAY!

Online: www.lsucde.org
Phone: (504) 941-8193

| Date | Course Information | Registration Fees* | Hours |
|--|--|--|---|
| May 12, 2023 Live Course & Video Conference! | Oral Pathology Symposium Presented by Kitrina Cordell, DDS, MS and Molly Rosebush, DDS, MS at <i>The Lod Cook Alumni Center in Baton Rouge or via Video Conference</i> | Early Bird / Regular / Late Dentist: \$325 / \$340 / \$365 Hygienist/Lab Tech: \$200 / \$215 / \$240 Dental Assistant: \$115 / \$130 / \$155 | A maximum of 7 clinical hours (lecture) |
| June 9-10, 2023 Limited Seating! | Clinical Application of Head, Neck, and Airway Anatomy with Dissection Presented by Ronald Auvenshine, DDS, PhD, Diplomate ABOP and A. Dale Ehrlich, MS, DDS, MAGD, Diplomate ABOP at <i>LSU School of Dentistry</i> | Early Bird / Regular / Late Dentist / Healthcare Professional: \$2,200 / \$2,417 / \$2,567 | A maximum of 14 clinical hours (7 lecture, 7 participation) |
| June 16-17, 2023 Live Course & Video Conference! | Breathing and Airway Support - a Medical and Dental Collaboration Presented by Steve Carstensen, DDS, FAGD, Diplomate AADSM and Jagdeep Bijwadia, MD, FAASM, FCCP, MBA at <i>LSU School of Dentistry or via Video Conference</i> | Early Bird / Regular / Late Dentist: \$845 / \$895 / \$925 Hygienist/Lab Tech/Dental Assistant: \$275 / \$315 / \$335 | A maximum of 11.75 clinical hours (8.25 lecture, 3.5 participation) |
| October 13, 2023 Live Course & Video Conference! | Two Separate Half Day Presentations: Cosmetics, Veneers, and Smart Practices For Your Practice Presented by Todd Snyder, DDS, FAACD, FIADFE, ASDA at <i>LSU School of Dentistry or via Video Conference</i> | Early Bird / Regular / Late Dentist: \$845 / \$895 / \$925 Hygienist/Lab Tech: \$200 / \$215 / \$240 Dental Assistant: \$115 / \$130 / \$155 | A maximum of 7 clinical hours (lecture) |

**Consult our website for Early Bird, Regular, and Late Registration cut-off dates and times.*



Continuing Education LSU Health New Orleans Continuing Dental Education 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 acceptance of credit hours by boards of dentistry. Concerns or complaints about a CE provider may be directed to the provider or to the Commission for Continuing Education Provider Recognition at ADA.org/CERP.



Suite 153
2121 N. Causeway Blvd.
Metairie, LA 70001
504-834-6449

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

