

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 DECEMBER '23 NO. 10

President's Message

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

I would like to express my sincere appreciation for the opportunity to serve you over the past year. It was an honor and privilege to work with so many of our members that are committed to serve the Association. I would like to extend my gratitude to each and every board member and committee member who has taken time from their practice and family over the past year.

I would like to thank Dr. Mark Chaney, Dr. Glenn Dubroc, Jr., Dr. David DeGenova and Mr. Andrew Hale, our Executive Director, for their help and wisdom! You work tirelessly for NODA. Dr. Kevin Collins, what can I say, but thank you and Dr. Zachary Tanenbaum,

you stepped up to the plate when NODA and I needed you. Thank you! On December 20th, Dr. Linda Cao will assume the presidency. I know you will give her the same support that you have given me.

Dr. David Hildebrandt will be our guest speaker at the December 20th General Membership meeting held at The Ridgeway of Old Metairie in Metairie, LA. The one (1) hour CE topic will be, "*Are You Still Practicing in the Dark Ages? Why a Dental Laser Should Be in Your Office.*" We will also be electing Officers & Directors for 2024. Fotona will be the sponsor for the meeting. I would like to encourage all members to volunteer for this great organization.



NODA would love to have you.

It has been a privilege and honor to serve as President. I have learned so much for all of our Board members and I am looking forward to what the future brings. Happy Holidays to everyone and keep your family close. God bless and keep you all.


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.**

Upcoming Scientific Program

by Linda T. Cao, D.D.S. - NODA Scientific Program Committee Chair

DATE LOCATION TIME	SPEAKER TOPIC OBJECTIVES	SPONSOR																																
<p style="text-align: center;">December 20, 2023</p> <p>The Ridgeway of Old Metairie 2431 Metairie Road Metairie, LA 70001</p> <p>Check In / Dinner: 6:30pm</p> <p>Meeting: Begins at 7:00 pm</p> <p>CE: 1.0 clinical hour</p> <p>Deadline: December 18, 2023</p> <p>Registration: Must register in advance for food guarantee</p> <p>Early Registration Fee:</p> <table border="0"> <tr><td>Member</td><td>\$20.00</td></tr> <tr><td>Student</td><td>\$20.00</td></tr> <tr><td>Resident</td><td>\$20.00</td></tr> <tr><td>Applicant</td><td>\$0</td></tr> <tr><td>Dentist (non-NODA)</td><td>\$45.00</td></tr> <tr><td>Hygienist</td><td>\$45.00</td></tr> <tr><td>Office staff</td><td>\$45.00</td></tr> <tr><td>Spouse</td><td>\$45.00</td></tr> </table> <p>Late Registration Fee:</p> <table border="0"> <tr><td>Member</td><td>\$30.00</td></tr> <tr><td>Student</td><td>\$30.00</td></tr> <tr><td>Resident</td><td>\$30.00</td></tr> <tr><td>Applicant</td><td>\$0</td></tr> <tr><td>Dentist (non-NODA)</td><td>\$55.00</td></tr> <tr><td>Hygienist</td><td>\$55.00</td></tr> <tr><td>Office staff</td><td>\$55.00</td></tr> <tr><td>Spouse</td><td>\$55.00</td></tr> </table> <p>Registration & Payment: Payment is required with registration, otherwise registration for the meeting is not guaranteed. A 25% administration fee will be applied to any refund request received after Monday, December 18th. If applicable, all no shows will be charged. All requests for refunds or cancellations must be received in writing no less than three days prior to the course. Refund requests will not be accepted after this deadline. Registration fees are for this meeting only.</p>	Member	\$20.00	Student	\$20.00	Resident	\$20.00	Applicant	\$0	Dentist (non-NODA)	\$45.00	Hygienist	\$45.00	Office staff	\$45.00	Spouse	\$45.00	Member	\$30.00	Student	\$30.00	Resident	\$30.00	Applicant	\$0	Dentist (non-NODA)	\$55.00	Hygienist	\$55.00	Office staff	\$55.00	Spouse	\$55.00	<p>General Membership Meeting Dinner & CE Lecture</p> <p>Speaker – David J. Hildebrandt, D.D.S., F.A.C.D.</p> <div style="text-align: center;">  </div> <p>Dr. Hildebrandt graduated from Louisiana State University School of Dentistry in 1984. He is a Fellow in the American College of Dentists. He has lectured at the American Dental Association Annual meeting and has presented on multiple occasions at the New Orleans Dental Conference. He has been invited as a guest speaker on local radio and television stations concerning dental health; Dr Hildebrandt is a past president of the Louisiana Dental Association and the New Orleans Dental Association. Dr Hildebrandt was the Chairman of the 2009 New Orleans Dental Conference. Dr. Hildebrandt continues to serve as an Advisor to the New Orleans Dental Conference.</p> <p style="text-align: center;">“Are You Still Practicing in the Dark Ages? Why a Dental Laser Should Be in Your Office”</p> <p>Applications for dental lasers have evolved into all areas of the dental practice. Most dentists are unaware of the broad areas dental lasers have beneficial relevance. Dental lasers have effective functions in Operative Dentistry, Periodontal treatment, Endodontic procedures, Prosthodontic s, TMJ treatment, Oral Surgery, Implant Dentistry, Cosmetic Dentistry and in the treatment of breathing disorders. There are multiple patient benefits to laser dentistry both in patient comfort and efficiency of treatment.</p> <p>Learning objectives: Upon completion of the course, attendees will learn:</p> <ol style="list-style-type: none"> 1) Attendees will be given a brief assessment of laser physics. 2) Different types of dental lasers will be reviewed. 3) Examples of laser applications will be discussed for each branch of dentistry. 	<p>Fotona Katie Thompson Practice Building Laser Specialist Phone: 228/342-8122 kthompson@fotona.org www.fotona.com/us</p> <p>Hancock Whitney Patrick McKenna Vice President Business Banker Phone: 504/586-3505 Cell: 504/352-3770 patrick.mckenna@hancockwhitney.com www.hancockwhitney.com</p>
Member	\$20.00																																	
Student	\$20.00																																	
Resident	\$20.00																																	
Applicant	\$0																																	
Dentist (non-NODA)	\$45.00																																	
Hygienist	\$45.00																																	
Office staff	\$45.00																																	
Spouse	\$45.00																																	
Member	\$30.00																																	
Student	\$30.00																																	
Resident	\$30.00																																	
Applicant	\$0																																	
Dentist (non-NODA)	\$55.00																																	
Hygienist	\$55.00																																	
Office staff	\$55.00																																	
Spouse	\$55.00																																	

ADA brings SmileCon® to New Orleans in October 2024

by Dr. Glenn C. Dubroc, Jr. - Chairman, Committee on Local Arrangements

NODA dentists who obtain some or most of their continuing education hours from the New Orleans Dental Conference & Louisiana Dental Association's Annual Session should be aware that our convention will go dark in 2024 in deference to the American Dental Association bringing its annual meeting to New Orleans October 17-19. The last time the ADA convention was in New Orleans was in 2013. At that time, it was known as the ADA Annual Session. Today, it's called SmileCon®. This will be your opportunity to experience the convention of our national organization without having to fly to the venue.

Many have asked: "Why the name change?" The short answer is that a few years ago, the ADA embarked on a mission to reimagine its annual convention to deliver a more unique attendee experience. Among the items included in that vision, to name just a few, were new immersive learning experiences, a future of dentistry/tech hub that investigates how artificial intelligence and other technological advances will improve how dentists practice, a podcaster hub featuring many of the popular programmers from whom dentists obtain their commuting and exercise-time learning, a dental team hub that offers numerous growth opportunities for



staff, and a wellness hub featuring current content on overall physical well-being. The convention adopted a theme of "Meet. Play. Learn." to reflect the primary goal of providing dentists and their teams with valuable learning experiences

Cont. Pg. 5



Changes Are a Comin'

by James Burns, DDS - NODC/LDA Annual Session Chair & NODA Strategic Planning Committee Chair

A wise man once said, "The pessimist complains about the wind; the optimist expects it to change; the realist adjusts the sails. Well, my NODA Family, it's time to adjust them sails. In 2024, with help of some advice from our membership, we've decided to adjust our General Membership meeting schedule. We will have just three General

Membership meetings with CE. They will be held on March 20th, September 18th and December 18th. At the March and September meetings, we will provide (2) two hours of CE per meeting and during the December meeting, we will provide (1) one hour of CE. With this, we are still providing our normal (5) five hours of continuing education to our membership. The rest of the year; except for June, July and August; we will still have our monthly business meetings at the NODA office.

Now it's time to put on my

Conference Chairman hat. Yes, I'm back. In the immortal words of Michael Corleone, "Just when I thought I was out, they pull me back in!" Changes are a Comin' with the conference also. Just a reminder to everybody that ADA SmileCon® is coming to New Orleans in October of 2024. Because of this we will not be holding the New Orleans Dental Conference/Louisiana Dental Association's Annual session in 2024. We do however have a Conference scheduled for April 10th

Cont. pg. 11



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

ADA brings SmileCon® to New Orleans in October 2024

by Dr. Glenn C. Dubroc, Jr. - Chairman, Committee on Local Arrangements

Cont. from Pg. 3

intertwined with opportunities for camaraderie, team-building, and lasting memories. We can “talk” on social media platforms all day long, but nothing satisfies the need for inter-personal relationships as effectively as good old-fashioned, face-to-face conversations.

SmileCon® 2024 will feature 3 days of continuing education sessions and a grand exhibit hall (“Dental Central”) all at the New Orleans Ernest N. Morial Convention Center. Registration will open around July and a block

of hotel rooms spanning multiple hotels will be available. In addition to much less humidity in October, the convention dates should coincide (based on present information) with the Audubon Nature Institute’s Boo at the Zoo and the city’s Halloween parade, known as Krewe of Boo. In addition to excellent continuing education opportunities, the event will include a phenomenal celebration at one of New Orleans’ premier tourist attractions, Mardi Gras World, where visitors can learn how Mardi Gras comes to life.

From a volunteer perspective, the Committee on Local Arrangements will be seeking volunteers to serve as speaker hosts, room monitors, and in hospitality. The goal, of course, will be to welcome visitors from across the country and other parts of the world to show them what southern hospitality actually feels and looks like. Please contact your colleagues across the country and encourage them to meet you at SmileCon®.



“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 Perfect®
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
jim@adssouth.com



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

Nominations for 2024 NODA Officers & Directors

By: Linda Cao, DDS - NODA Nominating Committee Chair



The 2023 Nominating Committee has accepted nominations for open officers and elective positions of NODA in 2024. As required by NODA Bylaws, Article XIII, Section 1-11, the Nominating Committee has been formed. The Nominating Committee members are: Dr. Linda Cao (President-

Elect), Dr. Gregory Guerra (1st Vice President), Dr. Vincent DiLeo, Jr., Dr. Kristi Soileau and Dr. Amir Nejat.

If there is more than one candidate for any office or elective position, candidates will have an opportunity to address the membership at the December 20th meeting prior to a vote of the membership. All newly elected officers and board members will officially begin their term of office immediately upon taking the oath of office.



The accepted nominations for the elective positions for NODA in 2024 are:

POSITION	NOMINATION	TERM
President	Dr. Linda Cao	1 year
President-Elect	Dr. Gregory Guerra	1 year
1st Vice President	Dr. Maria Burmaster	1 year
2 Vice President	Dr. Hillary Wright	1 year
Treasurer	Dr. David DeGenova	2 year
At-Large	Dr. Marc Fruithandler	3 year
Director to LDA	Dr. Claudia Cavallino	2 year
Alternate Director to LDA	Dr. Kevin Collins	1 year
Alternate Director to LDA	Dr. Gizelle Richard	1 year

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*.

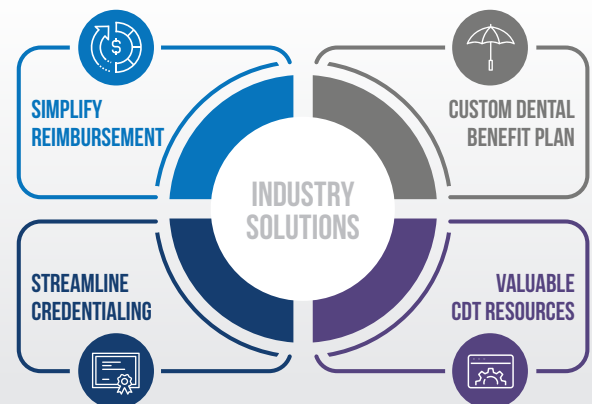
PRIORITIZE PATIENT CARE WITH DENTAL INSURANCE SOLUTIONS



Take advantage of ready-to-use dental insurance solutions and advocacy wins on your behalf that hold dental insurance companies accountable so you can focus on your patients.

[ADA.org/dentalinsurance](https://ada.org/dentalinsurance)

SAVE TIME AND GET ANSWERS ON DENTAL INSURANCE ISSUES



Check out the ADA Third Party Payer Concierge™ for one-on-one assistance with your dental insurance challenges. This free service is available exclusively for members.

Create your own in-office plan with Bento, simplify paperwork with the ADA® credentialing service and learn about CDT.

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.

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 Dr. Earl Douglas via phone 404/512-4702 or earl@adssouth.com.

ASSOCIATE DENTIST WANTED

State of the art Metairie & Northshore practice searching for an Associate Dentist. We focus on continuing education, implant placement & restoration, cosmetic, and restorative dentistry. If you have any questions, please call Joyce at Oak Family Dental at 504/834-6410.

BATON ROUGE DENTIST

Exceptional Dental on Highland Road is looking for full or part time dentists to join the team. Full benefits and ownership potential available. Established patient base and full office staff in place. If interested, contact Dr. Darrell Bourg at dbourg@bamgp.com or 504/232-6624.

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.

GENERAL DENTIST NEEDED FOR MATERNITY LEAVE

Dr. Broussard at Broussard Family Dentistry in Harvey, LA is looking for a General Dentist to help cover for her while she is out on her maternity leave on Tuesdays and Thursdays from mid March to May or June 2024. Please text 251/463-0446 or email cherry.broussard.dds@gmail.com if you might be interested.

GENERAL DENTIST NEEDED

Well established dental office in Slidell, Louisiana is seeking a full-time associate dentist. Great working environment with dedicated professional staff. Buy in opportunity is available. Please contact David@slidellfamilydentistry.net

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.

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.

Bulletin Board

Cont. from Pg. 10

URGENT: SEEKING DENTAL PRACTICE SPACE IN METAIRIE, LOUISIANA

Kevin Collins, DDS, 33 years experience, based in Metairie, LA. Urgent situation, must vacate current practice space by December 31st. My practice serves zip codes, including Harahan, Metairie, Kenner area. Space needed: Approx. 1,000 sq/ft, minimum of 3 rooms, immediate availability is crucial. Open to renting/leasing for short/long durations, taking over an

existing practice. Purchasing with or without building. Call ASAP 504/733-0484 or collinskevinjdds@bellsouth.net with a lead/potential solution to my urgent need.

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

Changes Are a Comin'

Cont. from pg. 3

and 11th of 2025 at the Crowne Plaza Hotel on Canal Street. Please mark this on your calendar now. This event will be during French Quarter Fest and reservations will be going fast. Just remember, like I've said before, this Conference is our Little Engine That Could, that gets NODA over that hill every year. So, it's imperative that this is supported by our membership. Have a great day everybody!

Your future begins with ADS Lovelace and Associates Your Practice Transition Team



Congratulations to Dr. Brooks Hummel and Dr. Michael Hiller for transitioning Hiller Hummel Orthodontics in Baton Rouge



Congratulations to Dr. Mike Roussel for transitioning his Baton Rouge Practice to Dr. Melissa Loftin

PRACTICES FOR SALE

Alexandria • Baton Rouge • Central Covington • Cut Off • Donaldsonville
Morgan City • Natchitoches
New Orleans (2) • Oakdale
Prairieville • Shreveport • Thibodaux
Periodontal Practice (Monroe & Houma)
Orthodontic Practice (Monroe)

ASSOCIATE POSITIONS

Alexandria • Baton Rouge
Carencro • Lake Charles • Litcher
MS Gulf Coast • Shreveport • Slidell

View updated Listings and Associate Positions on our website!

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.



B&B Brown & Brown

ASSOCIATION SERVICES PROGRAMS

The LDA's Endorsed Insurance Broker

Malpractice
Cyber Liability
Worker's Compensation

Personal Umbrella
Business Insurance
and more

KNOWLEDGE YOU CAN TRUST™

Contact Stormy Blair at 888-503-5547 for more information

Brown & Brown of Louisiana, LLC-Association Services Programs



Presorted Standard
U.S. Postage
PAID
New Orleans, LA
Permit No. 385

NODA NEWS
2121 N. Causeway Blvd.
Suite 153
Metairie, LA 70001
Kristi M. Sollean, D.D.S., Editor