NODA News

ASSOCIATION

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 MARCH '23 NO. 03

President's Message

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



H opefully everyone had a great and safe Mardi Gras. I admit I did eat too much king cake. Where ever I go when people find out

I am from New Orleans they always mention the great food. This is the time of year when my kids love crawfish and they can put them away.

I am proud to say I just read the LDA Director's Report. The Louisiana market includes 2,216 dentists. Membership for the 2022 year was 73.1%. This highly outperformed the national percentage which is 57.1%. So, this puts Louisiana in the top 10 of all states for organized dentistry membership.

Just a reminder that the LDA's Summer Education Conference will be held at the Hilton is in Pensacola Beach. It will be very well attended and is scheduled for June 14-17, 2023. Some rooms are still available and early registration is available until May 29.

The New Orleans Dental Conference & Louisiana Dental Association's Annual Session is coming up on us fast on April 20-22, 2023. Registration for the 2023 has been open since December and you may register as soon as

possible at www.nodc.org. We need a great attendance for the future of our organization.

We have a NODA General Membership meeting at the LSU School of Dentistry on March 15, 2023. Carestream Dental will be sponsoring Matthew R. Wimmer, DMD, PC lecturing on "A Digital Guided Implant Workflow: From Planning to Final Restoration" for a one-hour clinical CE.

I would also love to invite all members to the President's

Banquet on March 10, 2023 at the TPC Louisiana's Clubhouse on the Westbank at 6:00pm. It will be a great time to meet the NODA Board and celebrate two NODA members, Dr. Donald Bennett and Dr. Kristi Soileau, both of whom both will receive the LDA Distinguished Service Award at this year's LDA House of Delegates meeting. This is the highest honor bestowed by the LDA. So well deserved! God bless, be safe and hope to see you all at the meetings!



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 Pontagon Barracks			





Upcoming Scientific Programs

by Aubrey Baudean, Jr., D.D.S. - NODA Scientific Program Committee Chair

DATE | LOCATION | TIME

SPEAKER | TOPIC | OBJECTIVES

SPONSOR

March 15, 2023

LSU School of Dentistry 1100 Florida Avenue New Orleans, LA 70119 Parking - Patient Lot #3 Clinic Building Floor 7 - Room 7401

Check In/Dinner: Begin at 6:00pm

Meeting: Begins at 7:00 pm

CE: 1.0 clinical hour **Deadline:** March 13, 2023

Early Registration Fee:

Member	\$0			
Student	\$0			
Resident	\$0			
Applicant	\$0			
Dentist (non-NODA) \$45.00				
Hygienist	\$45.00			
Office staff	\$45.00			
Spouse	\$45.00			
•				

Late Registration Fee:

•				
Member	\$0			
Student	\$0			
Resident	\$0			
Applicant	\$0			
Dentist (non-NODA) \$55.00				
Hygienist	\$55.00			
Office staff	\$55.00			
Spouse	\$55.00			

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, March 13th. 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. General Membership Meeting & CE Lecture Dinner

Speaker – Matthew R. Wimmer, DMD, PC General, Implant and Cosmetic Dentistry



Dr. Wimmer earned his B.S. in Biomedical Engineering from Marquette University in Milwaukee, Wis., in 2004 and went on to complete his Doctor of Dental Medicine (DMD) from Tufts University located in Boston, Mass., in 2009. After completing his dental training, Dr. Wimmer completed a one-year internship in oral and maxillofacial surgery with the Detroit VA Medical Center and the St. John Providence Health System in Detroit, Mich. He has also completed a one-year fellowship in implant dentistry through the California Implant Institute. Dr. Wimmer was practicing in the Boston area for several years prior to moving to Colorado to be closer to his family. He enjoys cycling, skiing, rock climbing and fly fishing in his free time.

<u>Topic</u> - "A Digital Guided Implant Workflow: From Planning to Final Restoration"

In this lecture, Dr. Wimmer will overview how he restores function with the Prosthetic-driven Implant Planning (PDIP) module using CBCT and intraoral scan data.

Implants are quickly becoming the primary treatment option in dentistry for missing teeth and one of the most important aspects of treating patients with implants is properly planning the case. A concept important for clinicians to follow during the planning stage is prosthetically planned implant placement, which allows the provider to plan the implant location based on the ideal position of the prosthetic making the restorative process much easier.

Learning objectives: Upon completion of the course, attendees will learn to:

- 1) Review basic radiographic anatomy
- Review records required for prosthetically driven implant planning (PDIP)
- 3) Using PDIP to prosthetically plan implant placement
- 4) Review how to export Smop for a lab-fabricated surgical guide and export data to design and fabricate a surgical guide in the office
- 5) Review records required for restoring

Carestream Dental Steven Kent Senior Account Executive 985/789-1565 steve.kent@csdental.com

www.carestreamdental.com

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Patrick McKenna Vice President Business Banker Phone: 504/586-3505 Cell: 504/352-3770 patrick.mckenna@hancockwhitney.com www.hancockwhitney.com

New Orleans Dental Enterprises

Dr. Kevin J. Collins Committee Chair 504/834-6449 collinskevinjdds@bellsouth.net www.nodental.org/preferred-providers

Dr. Southerland Assumes Chief Academic Officer Role at LSU Health New Orleans



L S U Health New O r l e a n s w e l c o m e s Janet Southerland, DDS, MPH, PhD, as Vice

Chancellor for Academic Affairs. She joins LSU Health's leadership from the University of Texas Medical Branch in Galveston, where she was Vice President for Interprofessional Education, Institutional Effectiveness and Health Education, a professor in the Department of Nutrition Metabolism and Rehabilitative Sciences and a clinical

professor in the Department of Surgery, Division of Oral and Maxillofacial Surgery.

Dr. Southerland earned a Doctorate in Dental Surgery, an MPH in Health Policy and Administration, and a PhD in Oral Biology, all from the University of North Carolina at Chapel Hill. She has been funded by NIH, HRSA, the VA, and the Robert Wood Johnson Foundation. She is widely published, has led transdisciplinary research and clinical teams, and has served with numerous national, regional and state professional, accreditation, editorial, and advisory organizations.

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.



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3

Give Kids a Smile Day

On February 3rd, the LSU Health School of Dentistry (LSUSD) faculty, students and residents welcomed two busloads of first graders from Dr. John Ochsner Kenner Discovery Academy on Give Kids a Smile (GKAS) Day. D3 students, Blaire Land and Grayson Lambert spearheaded this year's effort. Dr. Linda Cao was the faculty advisor. LSUSD dental and dental hygiene faculty, along with dental students, residents and dental hygiene students teamed up to screen the children and apply sealants as needed. This year's theme for the event was "Give Kids a Smile Mardi Gras Style." In addi-

tion to the dental screenings, children were also treated to educational programming, arts and crafts.

Our sponsors for this year's event were the Academy of General Dentistry, ASDA's New Orleans Chapter, Campus Federal Credit Union, the Louisiana Dental Association, LSU Health Foundation, New Orleans Dental Association, and 3M.

The American Dental Association launched Give Kids a Smile Day in 2003 to provide free oral health education, screenings, preventive and restorative treatment to children each year. 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.



Give Kids A Smile



Blaire Land, president of Pediatric Dental Society speaking with kids highlighting importance of brushing.



Student face painting for kids.



D3 Students - Blaire Land and Grayson Lambert.



Student face painting for kids.



Team Green ushering in the kids for exam and cleaning!

Report of the Executive Director

by Andrew Hale – NODA Executive Director

<u>PART 2</u>

New year, new opportunities at NODA. Take a test drive and see what a few of the New Orleans Dental Enterprises (NODE) sponsored companies listed below provides very important products and services for successful dental practices everywhere.

Darby Dental Supply

Darby is one of the nation's largest providers of dental supplies and solutions, offering more than 50,000 products and an extensive range of capital equipment, software, technology, and repair services. Zachary Berkey (800-645-2310 x4178: zachary.berkey@darby.com).

FiServ (formally First Data) FiServ is a leading global technology provider serving the financial services industry, driving innovation in payments, processing services, risk and compliance, customer and channel management, and business insights and optimization. Eaves Landry (337-207-5276; e a v e s . l a n d r y @ fi s e r v. c o m).

Hancock Whitney

Hancock offers a wide range of financial services for personal, small business or commercial banking in a convenient and accessible locations. They have checking and savings accounts, ATMs, mobile and online banking, credit cards, loans and mortgages, to wealth management and private banking services. Patrick McKenna (504-586-3505; patrick.mckenna@hancockwhitney.com).

Pel Hughes

By providing database development, management, mining and tracking solutions, Pel Hughes delivers rich insights and attributes for improved strategic decisions and more profitable results. We'll give you the power to "know more" so you can effectively engage customers, close more sales and

analyze your ROI. Our extensive services include end-to-end support for delivering single and multichannel programs. Adam Stross (504-486-8646; astross@pelhughes.com).

"It is a good thing to give thanks unto the LORD, and to sing praises unto thy name, O Most High: To shew forth thy lovingkindness in the morning, and thy faithfulness every night," (Psalm 92:1-2)



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.

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New Dentist Dinner The Ridgeway of Old Metairie

Photos courtesy of LDA Staff



Dr. Glenn Dubroc, Jr., Dr. Vincent DiLeo, Jr., Dr. James Burns, Dr. Claudia Cavallino, Dr. Frank Martello, Dr. Gabrielle Richard, Dr. Aubrey Baudean, Jr.



Dr. Akeira Warner, Dr. Wassan Raphael, Dr. Kenneth Goodwin.



Dr. James Burns, Patrick McKenna (Hancock Whitney sponsor representative), Dr. Vincent DiLeo, Jr., Dr. Aubrey Baudean, Jr.



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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 packlage 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



Steve Golden, Consultant 985-373-1108 stevegolden1021@gmail.com



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

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



VOLUNTEERS NEEDED:

- Dentists
- Hygienists
- Dental Assistants
- Dental Office Staff
- Dental Laboratory
- Technicians
- Dental Equipment
- 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.**



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Bulletin Board

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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.

<u>GENERAL</u> <u>PRACTICE</u> – 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 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. X-NAV, Biolase CBCT, 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 earl@adssouth.com.



DENTAL BUILDING FOR SALE

For sale: 828 Avenue G -Marrero. LA. Stand-alone square 1.500 foot dental office. 4 operatories, 2 used dental chairs, 4 used wall x-ray Panorex. units. one used Appraised at \$250k. No patients, just building for sale. or Contact Dr. John Gennaro at 504/957-0428.

Bulletin Board

GENERAL NEEDED

DENTISTS

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

P/T ORT NEEDED: SPRINGS

Louisiana Dental Center is seeking a P/T Orthodontist for its location in Denham Springs. Start from Day 1 with a steady income stream and book of established patients. Please contact Terry Ernst at 504/338-6890 or email CV to TErnst@LaDentalCenter.com

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.



DENHAM Louisiana Dental Center, a well-established and fast-growing dental group 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.



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Continuing Dental Education

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Date	Course Information	Registration Fees*	Hours		
April 14, 2023 Live Course & Video Conference!	A New Generation for Cosmetic Dentistry: Delivering the Selfie Ready Smile Presented by Susan McMahon, DMD, AAACD, FAGD at The Renaissance Hotel in Baton Rouge or via Video Conference	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)		
May 12, 2023 Live Course & Video Conference!	Oral Pathology Symposium Presented by Kitrina Cordell, DDS, MS and Molly Rosebush, DDS, MS at The Lod Cook Alumni Center in Baton Rouge or via Video Conference	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 LSU School of Dentistry	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 LSU School of Dentistry or via Video Conference	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)		
*Consult our website for Early Bird, Regular, and Late Registration cut-off dates and times. A DA C.E.D.D [®] Continuing Educatior 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					

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









