

# 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

OCTOBER '23

NO. 8

## President's Message

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

Greetings to all NODA members. I pray everyone is doing well. I am looking forward to cooler weather and the end of this drought in Louisiana. We have about 5 weeks left of hurricane season and I am counting down the days.

Most of you are aware we had our September 20th General Membership meeting at Jaeger's Seafood & Oyster House with Dr. Erin Hymel presented on "Clinical Applications of Contemporary Cariology." We had a wonderful crowd in attendance. NODA would like to thank Hancock Whitney and New Orleans Dental Enterprises for sponsoring the meeting.

We are still seeking nominations for the 2023 Honor Dentist. No

nominations will be accepted after November 16, 2023. Please mail your nominations to the attention of Dr. David Hildebrandt, Honors & Awards Committee Chairman, c/o New Orleans Dental Association, 2121 N. Causeway Blvd., Suite 153, Metairie, LA 70001. You may also fax your nomination to 504/838-6909 or e-mail it to [info@nodental.org](mailto:info@nodental.org).

Our next General Membership meeting will be held on October 18th at the LSU School of Dentistry. Dr. Kristi Soileau will be speaking on "A Literature Review of Periodontal Therapies Studied over the Last Two Years". This course will provide the learner with information on new and innovative literature review relative to the field of periodontics. The material covers a wide range



of topics on regenerative materials, implant issues, and oral medicine.

I would like to encourage members to consider applying for the Employee Retention Tax Credit. I have seen many dentists benefit from the program. You may contact American Tax Savings consultant Steve Golden at 985/373-1108 or e-mail [stevegolden1021@gmail.com](mailto:stevegolden1021@gmail.com) for more information. See you at the next meeting! God bless, keep safe.

## TELL 'EM YOU SAW IT IN NODA NEWS

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monthly publication.**

# Upcoming Scientific Program

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

**October 18, 2023**

**LSU School of Dentistry**  
1100 Florida Avenue  
New Orleans, LA 70119  
Clinic Building - Floor 7  
Room 7401  
(free parking in patient lot #3)

**Check In/Dinner:** 6:00pm – 7:00pm

**Meeting:** Begins at 7:00 pm

**CE:** 1.0 clinical hour

**Deadline:** October 16, 2023

**Registration:** Must register in advance for food guarantee

**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, October 16<sup>th</sup>. 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 Dinner & CE Lecture**

**Speaker – Kristi M. Soileau, DDS, MEd, MSHCE**



Dr. Soileau graduated from the LSU School of Dentistry in 1985, received a Certificate in Advanced Education in General Dentistry in 1986 and a Certificate in Periodontics in 1988, also from LSU. She obtained a Master’s in Education from the University of New Orleans in 1987 and a Master’s of Science in Health Care Ethics from Creighton University in 2017. She is a Board-certified periodontist and has maintained a private practice in New Orleans, Louisiana, for 34 years. Dr. Soileau has been Editor for the New Orleans Dental Association since 1988, is a Past-President of the New Orleans Dental Association, the Louisiana Dental Association, and the Alumni Association Board of Directors of LSUHSD, and was voted Alumna of the Year in 2016 for the Dental School, where she is a Clinical Associate Professor for the Periodontal Postdoctoral Program. She is Chair-elect of the LSU Health Foundation Board, served on the Greater New Orleans Advisory Board and is the volunteer dentist for Notre Dame Hospice, and has worked in nursing home dentistry for 32 years. She lectured on Hospice Oral Care at the 2018 ADA meeting in Honolulu.

She was President of the Southwest Society of Periodontists and has served on the SRACC of the American Academy of Periodontology. She served on the Volunteer Qualifications Awards Committee of the AAP, began a term on the AAP Foundation Board, and now serves in her second term on the AAP Board of Trustees where she was elected by her peers to the Executive Committee. She served on both the Council on Ethics, Bylaws and Judicial Affairs and the Council on Dental Education and Licensure for the American Dental Association from 2016-2020 and on the ADA House of Delegates for the past nine years. She is the Louisiana Deputy Regent of the International College of Dentists, is a member of the Pierre Fauchard Academy, and is Area 6 Regent for the American College of Dentists. She is married to Dr. David DeGenova, an orthodontist, and they have three sons.

**Topic - “A Literature Review of Periodontal Therapies Studied over the Last Two Years”**

This course provides the learner with information on new and innovative literature review relative to the field of periodontics. Material covers a wide range of topics on regenerative materials, implant issues, and oral medicine. A question-and-answer session will be provided.

**Learning objectives:** The presenter aims in this lecture:

- 1) To present clinical trials in periodontics that are established as well as innovative.
- 2) To present BEC (best evidence consensus) data on the use of biologics compiled by experts in the field of periodontics.
- 3) To provide an opportunity for questions and commentary among participants on recent trends in periodontics.

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# Why Should I Support LADPAC?

*Dr. Trey Carlton - LADPAC Chair and LDA Past President*

As the new chair of your Louisiana Dental Association Political Action Committee (LADPAC), I would like to encourage all of you to select the LADPAC contribution that is an optional item on your NODA/LDA/ADA dues notice that will be mailed in early November.

The funds raised for our PAC are used to address legislative issues in the state that directly affect our individual practices. Most, but not all, are insurance related issues that could negatively affect our ability to practice and treat patients at the highest standard. Ensuring that the doctor and patient are the key

decision makers in the treatment of dental disease is always at the forefront of our governmental affairs focus when lobbying for or against certain legislation.

Over the past few years, the LDA has been very successful in our efforts to have key legislation end in favor of patients and dentists! Our hope is that future issues have the same successful outcomes, and we continue to enjoy practicing independent of major insurance or government intrusion.

Additionally, we have been able to successfully advocate for major improvements to the LSU Health



New Orleans School of Dentistry. In 2022, the LDA was able to offer an amendment to the State's budget for \$2 million for dental chairs. Those chairs were delivered and installed in August 2023 and are being enjoyed by students and faculty. The

*Cont. pg. 14*



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VP, Business Banking

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## What has ADA done for (me)mbers lately?



### For Dentists

#### Keeping You Connected to Our Community

ADA support and resources in the palm of your hand via the reimagined ADA member app, plus the new Dental Sound Bites Podcast offering real talk on dentistry's daily wins and sticky situations.

#### Programming for New Dentists

Zoom Town Halls, "Ask me Anything," SmileCon® New Dentist Lounge, Real Talk Series, and the

Wellness Ambassador Program offer ways to learn, connect, and heal for early-career professionals.

#### Having Your Back Along the Career Journey

**Resources** for every stage of your career, such as contract review, one-on-one dental insurance support, debt management tools, financial planning, group insurance programs, wellness support, as well as **ADA Practice Transitions™ (ADAPT)** for buying, selling, or joining a dental practice.

#### Advancing Clinical Decision Making

- **Scientific findings** from the ADA Science and Research Institute (ADASRI), JADA, PracticeUpdate, plus evidence-based clinical guidelines give members access to cutting-edge research and expert commentary.
- **ADACEOnline.org** offers 300+ continuing education courses for continued learning.

### For the Public and Profession

#### Empowering Dentists to Practice Anywhere

Increased licensure portability makes it easier for dentists to move across state lines.

#### Leading Dentistry Through the Pandemic

Enhanced infection-control protocols at the beginning of COVID-19 and low infection rates among dental staff resulted in dental practices remaining open through subsequent waves of the pandemic and dentistry solidifying itself as an essential health service.

#### Setting the Bar on Safety

The FDA uses 81 **ADA Standards** to assess the safety and efficacy of dental products, while the **ADA Seal** has been the leading mark of dental product safety for over 90 years.

#### Protecting Dentistry Through Advocacy

- ADA efforts secured increased funding for oral health research/

training, Indian dental health, along with over \$5M to support community programs, and extended funding for the Children's Health Insurance Program through 2029.

- Successfully partnered with 10 state dental societies to **reform their Medicaid programs**, making it easier for dentists to participate.
- Relieved the burden of educational debt by protecting the student loan interest deduction and supporting regulation to eliminate loans subject to interest capitalizations, plus ongoing advocacy to help dentists manage their student debt.
- Invested \$5.5M to help win the **Medical Loss Ratio** bill in Massachusetts in 2022, setting the stage for dental insurance reform across the country.
- As dental insurance remains a pain point for many, the ADA is working on the state and federal levels to create a better benefits system for dentists and patients.

#### Promoting Practice Solutions

**ADA's Credentialing Service** (used by 100K+ dentists) reduces admin burden and allows practices to spend more time on clinical care, while ADA maintenance of CDT codes and the ADA dental claim form allows all dentists to be more efficient with billing and getting paid.

#### Improving Access to Care

- Seven states added dental coverage **for adults** insured under their state Medicaid program, leading to increased coverage for oral health for low-income adults, reduced hospital ED spending, and lower overall medical costs.
- **Give Kids A Smile®** has provided more than 7M children with oral health services since 2002.

#### Raising Public Awareness

MouthHealthy.org, social media, and media outreach continue to educate the public on the importance of oral health to overall health. In 2022, coverage citing the ADA resulted in an audience reach of 34.8B.

**We love to see you thrive.**

Contact us anytime at **312.440.2500** or [msc@ada.org](mailto:msc@ada.org)

# Seeking Nominations for NODA Honor Dentist

by David J. Hildebrandt, D.D.S. – NODA Honors & Awards Committee Chairman

The New Orleans Dental Association Honor Dentist award is presented annually “in recognition of outstanding contributions and exemplary conduct in the profession of dentistry.” You are encouraged to submit nominations of a member or members that you feel are deserving of NODA’s most prestigious honor. The deadline for nominations is Wednesday, November 16, 2023.

Your nomination should list some of the nominee’s professional and personal accomplishments and include a brief explanation why you

believe he or she is deserving of the Honor Dentist award. Mail your nominations to the attention of Dr. David Hildebrandt, Honors & Awards Committee Chairman, c/o New Orleans Dental Association, 2121 N. Causeway Blvd., Suite 153, Metairie, LA 70001. You may also fax your nomination to 504/838-6909 or e-mail to info@nodental.org. No nominations can be accepted after November 16, 2023. The recipient will be announced at the January 17, 2024 General Membership meeting and in the February 2024 edition of *NODA News*.



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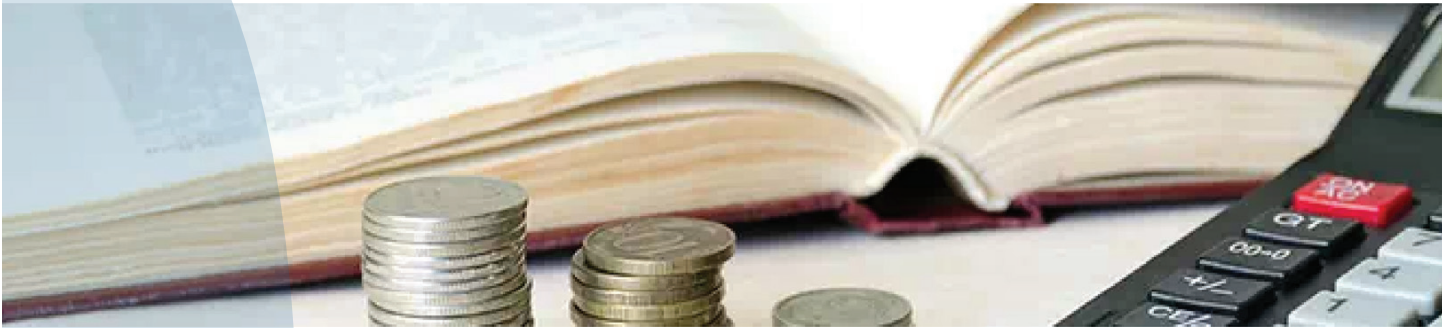
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# EMPLOYEE RETENTION CREDIT



## 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 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



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## They're Here!

*First Shipment of New Dental Chairs Arrives at LSU Health New Orleans School of Dentistry*



*(L-R) Dr. Steve Nelson, Dr. Steve Morgan, Annette Droddy, Dr. Vincent DiLeo, Dr. Angelo Mariotti, Dr. John Gallo, Dr. Gizelle Richard, Brent Alexander.*

Louisiana Dental Association (LDA) leadership joined LSU Health New Orleans leadership recently to see the new dental chairs they helped make possible. Although not given a second thought by most, good dental chairs are a medical necessity. They support the patient's body, firmly holding the head and neck in place. They provide the comfort necessary to help the patient relax. They allow the dental team to maneuver and position the chair to get optimal access and avoid fatigue and physical stress from leaning

over the patient. And they also hold the equipment needed to examine teeth and perform procedures.

From the LDA, Executive Director Annette Droddy, along with Drs. Vincent DiLeo, Gizelle Richard and Steve Morgan joined LSU Health New Orleans Interim Chancellor Dr. Steve Nelson, Dean of the School of Dentistry Dr. Angelo Mariotti, Dental Associate Dean of Clinical Affairs Dr. John Gallo and senior dental student Brent Alexander in the second-floor clinic where the

first shipment of the just-installed chairs and dental stools awaited patients, dental students and faculty. Dr. Nelson spoke with LDA leaders at their Dentists' Day at the Legislature and asked for their help to replace worn-out dental chairs at the school.

"The Louisiana Dental Association jumped to action to support the call for new dental chairs at the LSU Health New Orleans School of Dentistry, the only dental school in Louisiana and the alma mater

of a majority of our membership,” says Droddy. “By teaming up, we were able to successfully advocate for the new, state-of-the-art chairs, a critical tool for dental health training. It was our goal to continue to provide support for the talented faculty and students that make it a premier institute of dental learning.”

The \$4 million project included 124 front-edge adult and pediatric patient chairs and 269 dentist stools. \$2 million in state funds, which LDA helped push through the legislative process, and a \$2 million federal Health Resources and Services Administration grant, which Senator Bill Cassidy helped secure, supported the project.

“The LDA came to our aid once again,” notes Dr. Nelson. “They began speaking to legislators immediately after I asked for their help at Dentists’ Day at the Legislature. We so appreciate their successful efforts on our behalf. We’re grateful to State Senator Jimmy Harris for putting the funds in the state budget and State Senator Glen Womack for helping to keep them in, as well as \$520,000 to collaborate with LSU Alexandria to extend our Dental Hygiene education program to central Louisiana,” notes Dr. Nelson. “We also thank Senator Bill Cassidy for his continued federal support of our needs to educate Louisiana’s health care professionals and take care of patients.”

“The LSU School of Dentistry is thankful for the generous appropriation of funds from the Louisiana legislature to update our dental chairs as well as the continued assistance of our Chancellor, Dr. Steve Nelson, and the Louisiana Dental Association for continued educational support of our students and patients,” adds Dr. Mariotti. To say the new dental chairs and stools are a big hit is a vast understatement. The students love them!

*Reprinted from the LSU Health New Orleans Newsroom article recently published online by Leslie Capo, Media Contact for LSU Health Sciences Center.*



# September General Membership Meeting

September General Membership Meeting

Photos courtesy of Dr. Kevin Collins & LSUSD D4 Mary Phillips



Speaker Dr. Erin Hymel lecturing on  
"Clinical Applications of Contemporary Cariology."



Dr. Kevin Collins (NODE Chair),  
Tiffany Ebersson (Hancock Whitney representative),  
Patrick McKenna (Hancock Whitney representative)



Dr. CeCe Hazard, Dr. John Ward, LSUSD D4 Mary Phillips



Dr. Dennis Henry (NODE gift card winner),  
Dr. Kevin Collins (NODE Chair)

# APP-SOLUTELY RE-IMAGINED!

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## Report of the Executive Director

Andrew Hale – NODA Executive Director

As the summer moves forward, it's that time to be looking forward to the cooler weather and planning for the fall. Your Board is working hard for you! They are putting together first-class speakers and venues for your General Membership meetings with CE in the fall.

Don't forget to use the services and products brought to you by New Orleans Dental Enterprises (NODE). They are able to get you a good price, but also help keep member dues low and you can receive more services. These companies provide NODE with a royalty based on the amount of use by the members and

their offices. When contacting these companies, be sure to tell them you are a member of NODA.

The Dentist Well-Being Committee cares about you as a person—an individual responsible for taking care of others. Your family, staff and patients all rely on you. If you are not at your best—physically and mentally—it's hard to handle the stress of it all. The Committee is made up of concerned, caring, passionate dentists, dental hygienists and dental assistants operating under State of Louisiana law. The Well-Being program is here to help find the right

professionals to deal with addiction or physiological disorders. The purpose of this program is to afford the professional every opportunity to be rehabilitated and return to a productive life and practice. You may contact Dr. Francesca Velasco at [drfvelasco@yahoo.com](mailto:drfvelasco@yahoo.com) or call 504/333-6353 for more information.

*"If my people, which are called by my name, shall humble themselves, and pray, and seek my face, and turn from their wicked ways; then will I hear from heaven, and will forgive their sin, and will heal their land." (2 Chronicles 7:14)*

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## Why Should I Support LADPAC?

*cont, from pg. 3*

LDA also lobbied for the LSU Health New Orleans School of Dentistry infrastructure modernization and ADA compliance project. This \$48 million project now has the cash to initiate the planning phase.

We supported the Dental Access and Prevention Political Action Committee and the Medicaid Task Force, with the leadership of Dr. Don Donaldson, in successfully increasing dental Medicaid rates this year. The total amount that dentists received this year for the reimbursement rate increases was \$52 million. This has resulted in approximately a 36% across the board increase. The adult denture program had a huge increase, its first increase in over 20 years. Other

successful projects that were able to get funding included equipment for the mass disaster team in 2021 and funding for Dental Lifeline Network in 2023.

Again, I ask that when you renew your LDA membership in the coming weeks you please consider donating to LADPAC. At a time when insurance companies have record profits, we not only need great relationships with our legislators, but also the funds to show we are strong in our commitment to step up and compete for outcomes that are favorable to dentistry.

You can have the confidence that on behalf of the membership, your LADPAC committee, the Council

on Governmental Affairs (chaired by NODA member Dr. Gizelle Richard) and the LDA lobbying team will do everything we can to work the system for favorable legislation for dentists. Please know the funds donated to LADPAC are an extremely important part of those efforts! If you have additional questions, you can also contact your two NODA LADPAC Board members, Drs. Jimmy Burns and Gizelle Richard.

Thank you for all the support most of you have shown in the past and I look forward to you "checking the box" on your dues notices and donating to LADPAC to help protect our great profession.

# Bulletin Board

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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](mailto: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](mailto: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 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](mailto:ternst@LaDentalCenter.com).

**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](mailto: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](mailto: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](mailto:ternst@LaDentalCenter.com).

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