

# 8<sup>th</sup> District Bulletin

Volume 52  
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Summer 2016

Publication of the Eighth District Dental Society  
of the State of New York

[www.8ddsny.org](http://www.8ddsny.org)

## New Dentist Spotlight

Dr. Tiffany Stuart



Dr. Tiffany Stuart, originally from Miami, FL, currently practices pediatric dentistry in Fredonia, NY as an associate of Dr. Antoinette Lukasik. Dr. Stuart attended the University of Florida for her undergraduate studies, earned her Master's Degree in Biomedical Science, and attended the University of Tennessee where she earned her DDS. Dr. Stuart then completed specialty training in pediatric dentistry, finishing her residency with the University at Buffalo in 2015. Although tempted to return to sunny Florida, Dr. Stuart explains that Dr. Lukasik, the community, and the friends she has made are really what have drawn her to live in Western New York. "I couldn't ask for a better working environment. When I interviewed with Dr. Lukasik, I couldn't imagine working anywhere else. As a new pediatric dentist, I feel very fortunate to have such an incredible mentor to work with. I work with a great team, and am able to work with wonderful families in Fredonia."

Dr. Stuart has been the recipient of multiple awards throughout her dental school tenure, including the Dean's Leadership Award, the Dr. Winfield C. Dunn Scholarship Award, and The University of Tennessee Health Science Center Student Service Award. Due to

her contribution in service and leadership, Dr. Stuart was inducted into the Imhotep Society, and with multiple research endeavors was selected as a participant in the ADA Foundation Dental Students' Conference in Research. Her commitment to leadership within the profession started as a predoctoral student at the University of Florida, where she held numerous leadership positions, including a seat on the ASDA Board of Directors, ASDA Treasurer and head of the ASDA Youth Tooth Organization. Dr. Stuart then went on to hold various leadership positions in dental school, including being a representative to the ASDA House of Delegates, as well as president of the dental school student government.

Dr. Stuart's current organized dentistry memberships include the American Academy of Pediatric Dentistry, the American Dental Association, New York State Dental Association, the Eighth District Dental Society, and the Western New York Association of Pediatric Dentists. In regards to organized dentistry, Dr. Stuart states "I've been a part of organized dentistry since I was 18 years old in the Pre-ASDA society at the University of Florida, which ultimately led my way to becoming a Pediatric Dentist. Organized dentistry is a great way to learn about new advances in our field, stay up to date on current studies, network, and socialize! This month, I'll be attending the Annual AAPD meeting in San Antonio to learn about current dental events and to visit with my dental friends from all over the country."

Dr. Stuart loves to travel. She recently returned from the Southern Hemisphere, having traveled to Argentina in February. "Exploring the vineyards and culture of Argentina gave me the 'travel bug' and I can't wait to see more of the world!" She also enjoys swimming, skiing, cooking, and trying all of the new Buffalo restaurants. Climate is no issue for her, but laughs about the change. "The funny part is, my Mum is from

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## 8th District

# Bulletin

Volume 52, No. 2 Summer 2016

### Eighth District Dental Society of the State of New York

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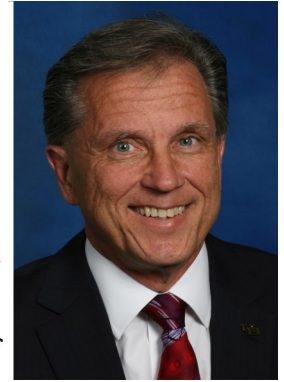
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The Dental Society is organized for the purpose of encouraging improvement of the health of the public, to promote the art and science of dentistry, and to represent the interests of the members of the profession and the public which it serves.

## From the Editor

### Dentists' Wet Fingers and Financial Stake in Best Interests of the Patient

By Chester J. Gary, DDS, JD



You know the challenges. You and your staff spend increasing time complying with administrative mandates and less in direct patient care. Inadequate insurance coverages force an increasing number of your patients to settle for alternative treatment plans.

You fight the never ending battle of delivering quality care in the face of rising overhead costs and proportionately diminishing third party reimbursements. However, only wet fingered clinicians with a financial stake in their practice can identify with these challenges. Only practicing dentists know the practical effects of changing healthcare policies and reimbursement structures on the lives of patients. Only equity owners possess the authority to effectively implement treatment decisions which maintain the quality of care. As a result, clinician owners stand in the best position to act in the best interests of the patient.

*The dental profession needs to pave the way for dentists to treat patients in the practice in which they hold an equity ownership.*

Over the past several years, the types and numbers of large group practices have increased along with the number of dentist employees. New dentists face staggering educational debt and increasingly find they are financially unable to invest into practice ownership for several years after graduation, if at all. Many also lack the confidence to successfully manage a practice. Employment with large corporate practices provides some relief from these challenges. Inevitably, as more dentists limit their status to that of an employee in corporate practices, and turn their back on practice ownership and management, the more the control over everyday decision making will be centered in the hands of a decreasing number of absentee, non-clinician and, in some states, non-dentist owners. Non-practicing owners function out of touch with changing patient needs and the clinical effects of administrative policies on these needs, yet wield the power to allow the bottom line to trump the patients' best interests.

Many health policy commentators predict that dentistry should, and will, follow the path of medicine in consolidation of services into large group practices. According to a recently released ADA Health Policy Institute research brief entitled "Considering Large Group Dental Practices as a Vehicle for Consolidation in Dentistry", physicians find that employment, as opposed to ownership, offered improved work-life balance, more efficient patient referral systems and increased market power through economies of scale. The purpose for the consolidations is to respond to public demands for increased value for health care expenditures.<sup>1</sup> However, what is good for the medical goose is not necessarily good for the dental gander. Due to the unique aspects of dental practice, which include smaller offices closer to patients with strong dentist-patient relationships, the researchers concluded that "medical practice is not a good model for dental practice".

The dental profession needs to pave the way for dentists to treat patients in the practice in which they hold an equity ownership. Dental education and

(Continued on page 7)

## From the President

By James A. Hoddick, DDS

Dr. Amy Nagai, our chair of the New Dentist Council, was instrumental in helping to arrange the Signing Day Celebration for the graduating dental students. At the celebration, I was asked by one of our soon to be graduates, "Is joining organized dentistry really worth it?" I reflexively answered, "Absolutely!" This new colleague, facing a large student debt, pressed and wanted to discuss the direct cost benefit of membership. I soon realized he was not looking for any esoteric statement of "we need to support our profession". He wanted to discuss a direct cost benefit analysis as it related to his specific situation. All of us involved in organized dentistry see the value of tripartite organized dentistry. However, it has become a bit difficult to quantify the direct financial benefit of belonging to organized dentistry.

When I completed my residency, the private practice model was dominated by solo practitioners, partnerships and small group practices. Dental service organizations were in their infancy. A lot of senior associates encouraged me to join organized dentistry. I saw tangible benefits such as reduced insurance rates. The majority of recent graduates joined and we continue to belong to organized dentistry. This is no longer the case. We must get better in promoting the value of organized dentistry.

I am often asked "Why can't the Eighth District Dental Society, NYSDA or the ADA do this or prevent that?". The answer often is, "We Do!" For example, I serve on the Council on Dental Benefit Programs and it is often asked, "Can the insurance company really do that?" The answer is often yes, if it is in the contract.

Unfortunately, many of our members sign insurance contracts with little or no review and have little knowledge as to what they signed. If it is in the contract, there is little or nothing organized dentistry can do to support our member. If it isn't in the contract and is illegal or unethical. I have witnessed Dr. Judith Shub act as an extremely effective advocate in support of our NYSDA membership. Remember, it is the obligation of all of us to be our own advocate first when we decide if a contract is appropriate for our practice. If the contract is violated by the insurance company, you have a strong advocate in organized dentistry behind you!

Another often asked question is, "Why didn't NYSDA do something to stop I-STOP or E-Prescribe?" The answer is,



*(Continued on page 7)*

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## Calendar

### June 2016

June 3-5

NYSDA House of Delegates Meeting

Marriott New York, Brooklyn Bridge Hotel

Monday, June 13

Eighth District Dental Society's

William C. Knauf, Jr. Memorial Golf Tournament & CE Program

8AM Lockport Town & Country Club

### July 2016

July 18-21

ADA Management Conference - Chicago, IL

### August 2016

### September 2016

Tuesday, September 13

Eighth District Dental Society Executive Council Meeting

7PM Eighth District Office

September 21-22

Eighth District Dental Society

OFFICE CLOSED FOR STAFF TRAINING

Thursday, September 29

Eighth District Dental Society New Dentist Event

TIME & LOCATION - TBD

### October 2016

Tuesday, October 11

Eighth District Dental Society Executive Council Meeting

7PM Eighth District Office

Tuesday, October 18

Eighth District Dental Foundation Meeting

7PM Eighth District Office

October 20-25

ADA Annual Session - Denver, CO

### November 2016

November 2-4

University at Buffalo Dental Alumni's

Buffalo Niagara Dental Meeting

Tuesday, November 8

Eighth District Dental Society

Executive Council Meeting & Appreciation Dinner

6PM The Buffalo Club

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\*\*\*\*\*

## Chautauqua Dental Congress

June 29 ~ July 1, 2016

Chautauqua Suites Hotel & Expo Center

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Thur: Endodontic Tx Strategies, Dr. Adham Azim

Fri: Notches on Teeth, Dr. John Maggio

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### HIPAA & Patient Records

By Chris Klimecko

As you well know, patient records are one of many items that are protected under our current HIPAA regulations. No news there. Practitioners take HIPAA seriously and follow proper procedures on any given day. I've never had anyone ask me who owns a patient record. Your patients, your records. Pretty straight forward. But, what happens if and when you sell your practice? Who then owns the records? Is it the new management? It's recently come to our attention that there may be some confusion in this area. The following example may help.

Dr. #1 sells her practice to Dr. #2. Dr. #1's last day of work will be this Friday. On Monday, Dr. #2 takes over. Dr. #1 has no intention of taking the patient records with her. She assumes that, as the new owner, Dr. #2 has the right to keep all of her former patient's records. Is this correct? The answer is no. Why? Patient records are confidential. Under this scenario, Dr. #2 would only be entitled to the records of patients that agreed in writing to allow Dr. #2 access to their record.

History tells us that in general, most patients will stay with the practice. That said, it makes sense for the new owner to maintain records on site. Although the

practitioner who created the records technically still owns them and has a duty to protect the confidential data that they contain, there's nothing in HIPAA that prevents a new owner from becoming the custodian of those records. In that case, a contractual agreement between the seller and purchaser will need to be accomplished. It must state that:

1. The purchaser will provide the seller access to the records upon reasonable notice.
2. The purchaser must agree that she/he will not dispose of or release any original records without written permission from the seller.

Patients who stay on with the practice must complete a written release of the record from the seller to the purchaser. Once this is accomplished, the "custodian" (new owner) can utilize the record as they would any other patient. For patients who do leave the practice, their

*(Continued on page 8)*



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## NYSDA's Volunteer Dental Project

By Cyndy Fiegl; 8th District Executive Assistant; Dental Coordinator for NYSDA VDP

As most of you know, the New York State Dental Association (NYSDA) held its first ever Mission of Mercy (MoM) event at which \$809,000 worth of treatment was provided to 500 patients. Despite its success, it is apparent that the MoM events can only meet some of the dental needs of just a few NYS residents. The real need is to be able to link patients to a continual source of dental care in their communities. With this in mind, NYSDA developed a Volunteer Dental Project (VDP) to coordinate the services of volunteer dentists and leverage clinical facilities available across the State. Under this program, the volunteer dentists would provide free needed dental care to low-income, uninsured adults and children from diverse populations and the clinical facilities would be the dental home to provide continual care. Furthermore, the project would be utilized to inform the community about the importance of oral health, and provide timely intervention and dental treatment services to the needy population.

In 2015 the project became a reality when NYSDA was granted funding from the State to launch the VDP for 2015-2016. With this State support, we had a unique opportunity to partner with Federally Qualified Health Centers (FQHCs) across NYS to pilot test the project.

These partnerships will help to:

- \* Increase the capacity of the facilities to address unmet needs of the community
- \* Recruit patients who would not otherwise access dental care
- \* Help recruit dentists to work in these types of facilities and increase the patient pool
- \* Build a positive image in the community and improve the oral health of the population
- \* Decrease the burden of emergency dental visits

To date, the program is working well. In the VDP's first year, we were able to conduct three events. Collectively, 167 patients participated. Overall, they received approximately \$87,000 worth of treatment. More than half of the patients treated have become patients of record at the facilities where we held the events.

Per the terms of the original grant, funding for the VDP came to an end March 31st. Thankfully, the state re-appropriated the remaining funds from our first year and provided additional funding for 2016-2017. Along with the continued funding, the grant was extended to include all Article 28 facilities. This creates the potential for many

*(Continued on page 8)*



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## New Dentist Spotlight

(Continued from page 1)

Canada and my Dad is from NY, they raised us in Miami, and now my younger sister and I live in Buffalo, NY and Portland, ME.” She visits her parents as often as possible, and credits them for who she has become today, being truly grateful for everything they have done to help her achieve her dream of being a pediatric dentist.

Congratulations to Dr. Tiffany Mills Stuart on being featured in our 8th District Dental Society’s “New Dentist Spotlight!” We especially love featuring new dentists who have relocated and have made their home and workplace in Western New York, becoming part of our community of dentists. If you have a new dentist in mind you feel should be featured in an upcoming “New Dentist Spotlight,” please email your nomination to [atsdds@gmail.com](mailto:atsdds@gmail.com).

Dr. Amy S. Nagai, New Dentist Council Chairman

## From the Editor

(Continued from page 2)

organized dentistry must work together to reduce student loan debt, facilitate repayment and prevent destructive market forces from making it prohibitive for new dentists to own a private practice. Only then will practicing dentists have the authority to implement and deliver the quality care for which they were trained to render in the best interests of the patient.

Please address any questions or comments to Chester J. Gary, DDS, JD at [garyddsjd@gmail.com](mailto:garyddsjd@gmail.com).

<sup>1</sup> Guay A, Wall T. Considering large group practices as a vehicle for consolidation in dentistry. Health Policy Institute Research Brief. American Dental Association. April 2016. Available from: [http://www.ada.org/~media/ADA/Science%20and%20Research/HPI/Files/HPIBrief\\_0416\\_1.pdf](http://www.ada.org/~media/ADA/Science%20and%20Research/HPI/Files/HPIBrief_0416_1.pdf)

## From the President

(Continued from page 3)

“We Did!” In the context of the current opioid abuse epidemic, dentists have been caught up in the well intentioned efforts to prevent the over prescription of narcotics. NYSDA was effective in getting a one year delay in the implementation of the program and a waiver for very small prescribers. When it became apparent a more powerful lobby won the political battle, NYSDA negotiated a reduced rate provider for E-Prescribe services.

There are far too many legislative battles tripartite dentistry has waged and is waging on our behalf to enumerate in this column. If you take a moment to reflect, I am sure you will be able to think of many. We even took one to the Supreme Court. Unfortunately, we lost. This will happen when those with little knowledge of dentistry choose to regulate it. Another reason we have to support organized dentistry.

The Council on the New Dentist, under Dr. Nagai, has been extremely effective in their efforts to attract new colleagues to join organized dentistry. She tries to offer sufficient continuing education to meet the minimum requirement for licensure, at little or no cost. There are valuable programs such as insurance contract evaluation and loan consolidation for our colleagues at the start of their careers. I attended an all-day seminar organized by the Eighth District Dental Society for the new dentist and was enlightened by the information available.

I concluded the discussion with our new colleague by telling him as my involvement in organized dentistry grew, I learned how much it does for our profession and the myriad of goods and services available to us. I also told him the most valuable thing organized dentistry has provided me was the opportunity to network. First, by the numerous mentors available to me early in my career; second, by the myriad number of colleagues from whom I have learned so much through the years; and finally, it is a vehicle by which to give back to the profession throughout my career. For that, I have all of you to thank, so THANK YOU!

I hope everyone has a spectacular summer!

## Assistance for Dependencies Available

The Council for Chemical Dependency is in existence to help colleagues, staff or family who may have an issue with alcohol or other substance abuse. All inquiries are kept strictly CONFIDENTIAL and will be acted upon in a non-punitive, non-judgmental and caring way. If you or someone you know has an issue, please call State Chairperson, Dr. Bob Herzog (716-565-2160) or Eighth District Chairperson, Dr. Amy Bryan (716-433-7684).



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## Executive Director's Note

(Continued from page 5)

records must still be maintained, but should be placed in an inactive file.

This article by no means covers all of the HIPAA requirements relative to patient records. More information is available on the Health and Human Services website at: <http://www.hhs.gov/hipaa/>

### **Volunteers Needed**

The Dental Office at Good Neighbors is in need of volunteer dentists and dental assistants to provide free dental care to the people of WNY.

The Dental Office operates on:  
Monday evenings from 5:30-7:30 PM  
Wednesday mornings from 8:30-11:00 AM  
Friday afternoons from 1:30-4:30 PM

The Dental Office at Good Neighbors Health Care Center  
175 Jefferson Ave  
Buffalo, NY 14210

Please call 716-856-2400 to volunteer.

## NYSDA Volunteer Dental Project

(Continued from page 6)

more events over the course of the current grant period (April 1, 2016 – March 31, 2017).

In the brief time we have with these patients, we cannot solve all of their oral health issues. But we are hopeful they will leave not only with a solution to their immediate dental problem, but also with a renewed sense of worth and the relief of having found a dental home to return to for routine oral care.

Of course, our ongoing efforts to improve oral health care cannot possibly be accomplished without the efforts of you, the dental volunteer. We ask you to please consider participating. Through this project, there is a great potential for us to increase access and eliminate barriers to dental care, and improve the health of many NYS residents.

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## Spring New Dentist Event



The Eighth District Dental Society's New Dentist Council hosted a CE & Social event at The Park Country Club. Approximately 60 people attended.



## Bylaws Change Resolution

### Number of Alternate Delegates to NYSDA HoD

The Eighth District Constitution and Bylaws allows for four alternate delegates to be named to the delegation sent to the Annual Meeting of the House of Delegates of the NYSDA. NYSDA allows for eight alternate delegates to be named from the Eighth District. There are times when the four alternate delegates are unable to attend the annual meeting of NYSDA and our delegation is left with possible under-representation at the House. Since NYSDA allows for eight alternate delegates, there is no reason eight should not be named. The following resolution is therefore advanced.

Resolved, that Chapter VIII, Section 20, Item b of the Constitution and Bylaws of the Eighth District Dental Society be amended as follows (new language is underlined; old language is struck through): b. The Treasurer, Secretary, and six ~~two~~ members with current or past voting or non-voting experience on the Eighth District Dental Society's Executive Council shall be alternates. The Treasurer and the Secretary shall be the first and second alternates. The term of office for alternate delegates shall be one year. No alternate delegate shall serve more than eight consecutive one year terms. If the number of alternate delegates allowed by NYSDA changes, the number of alternate delegates sent by the Eighth District shall be that number.

## Dr. Ed Silva, a Fortress Dentist.

I live in Edina, Minnesota. I came to the States as an exchange student from Spain and got my DDS at the University of Minnesota.

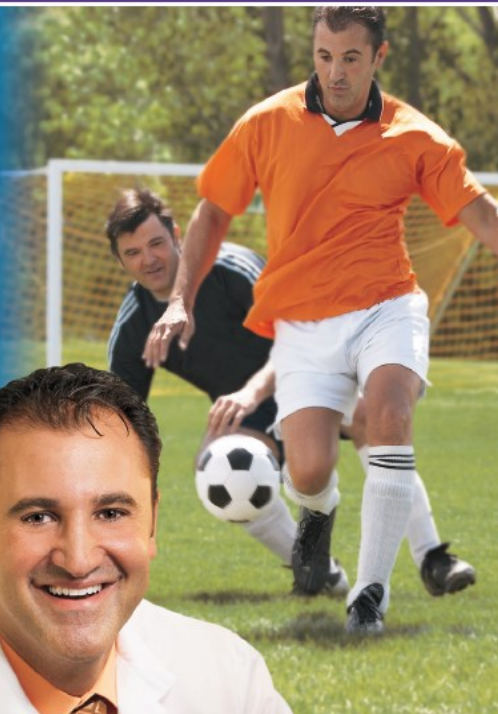
I practice general dentistry. My partner and I have had our practice for many years. I really enjoy the cosmetic cases, the before and after is very satisfying.

I recharge by playing soccer. It's a great stress reliever. Our team plays together both winter and summer.

I plan to expand our practice to a network of offices in the metro area. I like the business side of dentistry.

I admire my patients. Sometimes they have to sit for hours and they rarely complain.

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\*The language contained in each policy of insurance establishes the specific terms and conditions of insurance, and will supersede any statements contained herein.



## 2016 Children's Dental Health Month

The Eighth District Dental Society held two dental fairs this February to support National Children's Dental Health Month. The dental fairs were held at The Boulevard Mall and The Galleria Mall. Many of our members volunteered to help distribute toothbrushes and toothpaste to families who stopped by. Dudley the Dinosaur was also on site.





## 2016 Signing Day



The Eighth District Dental Society hosted the annual Signing Day at The Steer. Approximately 77 dental students were in attendance, all of whom filled out membership applications.



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## Recent Seminar

Dr. Judith Shub, NYSDA Assistant Executive Director for Health Affairs, was in Buffalo on April 13th to talk to a small group of members about "Participating Provider Contracts: What You Need to Know". The 11 attendees discussed many facets of provider contracts with Dr. Shub.



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## Study Club & County Society News

### WNY Dental Study Club

June 18, 2016 @ 8:30am

Shawn Tuthill & Ashley LaVallee

“Motivational Communication” & “Dental Implants”

Protocol Restaurant

Contact: Dr. Richard Lynch

## New Members

Please join us in welcoming the following as new members of the Eighth District Dental Society.

### Jacqueline M. Boyczuk

University at Buffalo School of Dental Medicine; 2015  
Employed at: 362 S Main St; Albion, NY

### Anastasia Depounti

New York University; 2001  
Employed at: 476 Hertel Ave; Buffalo, NY

### Erie County Dental Society

August 1, 2016 @ 5pm

Basic Life Support/CPR

Eighth District Dental Office

Contact: 716-995-6300

## MEMORIALS

**Dr. Barry A. Ruchlin** passed away on January 27, 2016 at the age of 72. Dr. Ruchlin was a Retired Life Member of the Eighth District Dental Society.

**Dr. William E. O'Connor Jr.** passed away on April 30, 2016 at the age of 77. Dr. O'Connor was a Retired Life Member of the Eighth District Dental Society.

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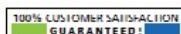
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