8th District Bulletin

Volume 53
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Fall 2017

Publication of the Eighth District Dental Society
of the State of New York
www.8ddsny.org

New Dentist Spotlight

Dr. Gretchen Galvin

Dr. Gretchen Galvin, originally from Penn Yan, NY, proudly practices at Dr. Bob's Dental Care, in Amherst, NY. Dr. Galvin attended Syracuse University with a Bachelors in Biology. To continue her education, she then proceeded to earn a Masters in Medical Biology at Long Island University. Dr. Galvin is a University at Buffalo School of Dental Medicine alumnus.

After a year in Syracuse completing her General Practice residency at SUNY Upstate Medical University, she moved back to Buffalo for the community and all it offers. "I think dentistry as a profession has a great reputation in Buffalo and though there are lots of us around, everyone looks out for each other and are happy to see each other succeed...I feel lucky to have so many dental colleges/specialists in the area whom I feel comfortable asking for advice. Plus, Buffaloians are very friendly, social people and I enjoy treating them as patients!"

Dr. Galvin is currently a member of the Eighth District Dental Society, New York State Dental Association, and the American Dental Association. Dr. Galvin understands the importance of organized dentistry and plans to stay involved to help future graduates. "With the ever increasing amount of student loan debt and the fact that incomes, though rewarding, have overall stayed the same and not grown at the same rate, it's important that we have dentists looking out for dentists so that a career in dentistry continues to be rewarding and fulfilling. The future of Healthcare is unclear; we must insure that we have a seat at the decision making table!"

Dr. Galvin's significant other, Dr. Eric Murawski, is a fourth year Oral Surgery resident at the University at Buffalo. Dr. Galvin enjoys spending time with her pride and joy Louis, a bullmastiff-mix. Dr. Galvin spends her free time refurbishing old furniture, trying every new restaurant and brewery in Buffalo, biking, and, of course, going to the Bills Games.

Congratulations to Dr. Gretchen Galvin on being featured in our 8th District Dental Society's "New Dentist Spotlight!" If you have a new dentist in mind that you feel should be featured in an upcoming "New Dentist Spotlight," please email your nomination to lrbarres@gmail.com.

Dr. Laura R. Barres, New Dentist Council Chairman

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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

By Kevin J. Hanley, DDS

Recently, the Washington Post published an article "The Unexpected Political Power of Dentists" where dentistry was taken to task for their opposition to Maine's attempt to add midlevel providers to those allowed to provide certain dental services to the poor and indigent. It likened the political clout of the ADA to that of the NRA. One legislator, who also owns a country inn where local dentists had routinely held Christmas parties before Maine voted for the midlevel providers, was shocked the dentists no longer held that party there every December because he voted for the change. Welcome to the world of unintended consequences, Mr. Legislator.

"Dentists do everything they can to protect their interests – and they have money", one legislator lamented. As if this is a bad thing, that a group will do what it can to protect itself in the political arena. Every group out there protects their own interests whenever they can. If they don't, they will eventually be swallowed up by something bigger and will no longer exist. There is nothing wrong with serving your own self-interest, as long as the public is not put at risk.

The FTC is actively campaigning for the introduction of dental therapists across the country, to help serve in rural areas and the poor. Their contention is this will help increase competition and hold down dental costs. Dental costs are rising across the country and many people can't afford treatment because of this. By introducing dental therapists, routine exams, fillings, and other dental procedures could be provided by them at a lesser cost. However, as we know, when you start to do a filling and begin cutting into a tooth, it may not be a simple filling you finally end up with. Things can and will go wrong. And where does that leave the patient?

The major point of the article seemed to be dentistry opposes dental therapists because such therapists will cut into profits of dentists. It doesn't point out the educational requirements of a dentist are extensive because a dentist treats the whole patient, not just the cavity in a tooth. The main reason dentistry is against dental therapists is because the patients treated by such therapists may receive substandard care leading to possible unexpected sequelae in the future. It also doesn't point out dental therapists will have approximately the same overhead as a dentist because all the equipment and supplies will be similar, hence overhead will be similar.

Those in favor of dental therapists liken them to nurse practitioners. When first introduced, they argue, nurse practitioners were strongly opposed by medical doctors but they have now become integral to the practice of medicine and doctors can't live without them. Of course, they fail to point out that nurse practitioners operate alongside doctors in their offices. They are under the direct supervision of a licensed MD. Some models of dental therapists have them practicing alone and only having remote connection with a dentist. This is hardly the same thing as a nurse practitioner.

Dental therapists, used properly, may be able to treat some patients under the direct supervision of a dentist. However, it must be direct supervision. They may become the nurse practitioner of the dental world. Only time will tell. But the patient always comes first and their care is of the utmost importance.

(Continued on page 6)

Summertime, Dentistry and Politics … Oh, My!

By Raymond G. Miller, DDS

It's summertime. A time for relaxation, fishing, golfing and festivals. However, the worlds of either dentistry, or your dental society, never sleep. In June our delegation attended the annual session of the NYSDA House of Delegates. Although there were no overwhelming issues affecting our everyday practices, the meeting efficiently and professionally dealt with the matters affecting the profession. A highlight of the meeting was our own Dr. Brendan Dowd being nominated to represent us as the President of NYSDA in 2018. A great honor for him, and our society, as a respected leader in organized dentistry. He, along with the University at Buffalo School of Dental Medicine, also received service awards from the NYSDA Foundation for work on such projects as Smile Day for Veterans. This event will be held again on November 11, 2017. Watch for details in how to volunteer and honor those deserving of our gratitude.

Also on June 10-11, a successful Remote Area Medical mission was held in Olean, NY at St. Bonaventure University under the dental leadership of Dr. Kevin D'Angelo with the assistance and cooperation of many. Congratulations to him, and sincere thank you to all who had a hand in the organization of the event and providing direct patient care. These events are held frequently throughout the country and anyone can volunteer by visiting the RAM website (https://ramusa.org). Dentistry is very good about giving back and I encourage anyone that is able, to consider volunteering.

Then July rolled in. I relaxed, golfed, "festivaled", and sat on a boat with a worm in the water. I guess that was fishing … my next goal will be catching. During a moment of relaxation, as I lay in my backyard hammock reading the Buffalo News, there was an interesting article on the front page of the July 10th edition. It dealt with the health and safety of our patients and a bill to present full disclosure regarding the origin of dental prostheses. The bill was introduced by a legislator in Erie County (http://buffalonews.com/2017/07/11/law-give-patients-info-dental-crowns-bridges-made/). On the surface it makes sense. No one would disagree that if the potential exists that substandard or harmful materials are being used, the

(Continued on page 7)

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Calendar

September 2017
Thursday, September 7
HIPAA Compliance Course
5:30PM Lucarelli's Banquet Center

Tuesday, September 12
Eighth District Dental Society Executive Council Meeting
7PM Eighth District Office

Thursday, September 21
Eighth District Service Corporation Meeting
6PM Eighth District Office

Tuesday, September 26
Eighth District Dental Foundation Meeting
7PM Eighth District Office

October 2017
October 4-6
Buffalo Niagara Dental Meeting
Buffalo Niagara Convention Center

Tuesday, October 10
Eighth District Dental Society Executive Council Meeting
7PM Eighth District Office

October 19-23
ADA Annual Session
Atlanta, GA

November 2017
Tuesday, November 14
Eighth District Service Corporation Meeting; Eighth District Dental Society Executive Council Meeting; Appreciation Dinner
6PM Buffalo Club

December 2017
Friday, December 1
Dr. Richard Fink Memorial Lecture - "GPS to Get You to Your High Tech Dental Practice"
8AM Lucarelli's Banquet Center

January 2018
Tuesday, January 9
Eighth District Dental Society Executive Council Meeting
7PM Eighth District Office

Saturday, January 27
Eighth District Dental Society's President's Reception
6PM Country Club of Buffalo

New! Self-study participation online.

Evening Lecture Series $65
6-8pm Wednesdays, UB North Campus
(Also broadcast off-site to Jamestown!)

Oct 4, Putting Silver Diamine Fluoride (SDF) into Practice
John Frachella, DDS

Nov 1, OSHA Update, Infection Control & CDC Guidelines
Karen K. Daw, MBA, CECM

Nov 8, Risk to Results: Perio Instrumentation for the Adv. Practitioner, Theresa Johnson, RDH, MBA

Nov 15, Periodontology: Past, Present and Future
Frank Scannapieco, DMD, PhD

Dec 6, Caries Risk Assessment: Impacts on Patient Mgmt.
Stephan Ruhl, DMD, PhD

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Executive Director's Note

By Cynthia Bellinger

Although summer is coming to an end and we will be "getting back to the swing of things", it has not been a slow summer for Eighth District Dental Society. Many things have been going on here at the office.

First and foremost, I would like to welcome Ryan Lamb to our ranks as our new Administrative Assistant. Ryan joined us at the beginning of June and has been doing a wonderful job so far. He is a great asset to the Society, and has been a fast learner with the responsibilities we've bestowed upon him.

Also new to the office is our phone system. We decided that after 12 years of being in this building, it was time to upgrade our equipment. So when you call the office, please be patient if we accidentally drop the call or it takes us a few extra seconds to transfer a call to another staff person … we are still learning this entirely new system. But with this new phone system comes faster internet. So the next time you attend a meeting at the office, don't be surprised if you breeze through those websites you shouldn't be paying attention to during that most important meeting!

For me personally, this summer was extremely busy and continues to be still. Being newly married in May, and having my 2 kids and now 3 step kids … well, let's just say that we are always on the go. But I wouldn't have it any other way.

September brings a return to our normal meeting schedule here at the office with our Executive Council meetings starting back up as well as our HIPAA Compliance Course on Sept 7th and our Fall All Day Seminar on Dec 1st. We are already working on our 2018 CE schedule and will get dates out to you as soon as we can so you can plan to attend for the coming year.

One thing we are working on is some new benefits/incentives for you, our membership. We are working on agreements with Darien Lake, Fantasy Island, Delta Sonic, Regal Cinemas, etc. to bring you discounted tickets/services. We would love to hear from you on other suggestions you would like to see as member benefits/incentives. We will do our best to research all suggestions and add to our list of member benefits that already exist.

(Continued on page 7)

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  - Office improvement and expansion
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Here in New York State, we have licensed dental assistants who are able to do any reversible procedure in a dental office under the direct supervision of a dentist. Cutting into a tooth is not a reversible procedure and we must keep the patient's best interest at heart while treating.

The ADA is a powerful voice in Washington and NYSDA is a powerful voice in Albany. There is nothing wrong with this. Without such voices, dentistry's plight would not be heard. We would be drowned out by all the other voices clamoring for recognition. I have been involved with organized dentistry for many years and have seen what we lobby for. I have yet to see legislation proposed which doesn't have patient interests as the first criteria. We serve the public and we take that responsibility seriously. Without our lobbying efforts, many laws may have been enacted which would be detrimental to patients' interests. Without our lobbying efforts, adult Medicaid would not exist in New York. While Medicaid is not a perfect system, it does allow those less fortunate to receive needed dental care. We are able to lobby the legislature for this coverage because of the clout we have. Having a political voice is important in this day and age. It's an unfortunate system, but it is the system under which we operate.

Without our voice in Albany, the statute of limitations for malpractice would be much different than it is today. The Trial Lawyers constantly try to change this to their own benefit. I haven't seen any articles about the greedy trial lawyers in any publications recently. We fight against this because it would not be in the best interest of the public for such a change to occur. Malpractice insurance would be much more expensive, perhaps prohibitively so. This would necessitate an increase in dental fees to cover such a premium. Does this help in reducing the cost of dentistry for the public?

The next time someone complains dentistry is only looking out for its own selfish interests, educate him or her on what exactly our lobbying efforts bring for everyone. There are many PACs all lobbying for themselves. It seems dentistry is the new whipping boy. It shouldn't be this way, but, again, that's the world in which we live. We must educate our patients as to what is best for our patients so, when they see such articles about rich dentists protecting their turf and the public be damned, they will understand the true situation and take such an article with a grain of salt.

From the President

(Continued from page 3)

dentist and of course the patient, should be informed. To oppose such legislation would reek of a lack of concern for public safety. However, the bill is not clear, has confusing terminology and does not establish quality or safety. It really only addresses point of origin, implying inferiority, but does not prove anything. The article primarily addresses China as the source of inferior products based on limited experiences and anecdotal evidence. Assumption being, that if it is from China it is harmful, if made in Erie County, or the U.S. for that matter, it is good. How does the country of origin determine quality? Global manufacturing of quality controlled materials and products, by highly respected companies, are the norm. Inferring inferiority based solely on country of origin is prejudicial and erroneous.

You, as an educated member of the profession, must read the bill and see for yourself the limitations and inherent flaws of such legislation. It is even hard to determine what is being regulated from the definitions: implants, crowns, dentures, partials, restorative materials? The bill has been referred to the Committee on Health and Human Services in the Erie County Legislature for review and discussion. At that time Public Hearings will occur. Hopefully we as a profession can provide insight, knowledge and factual information to our representatives.

Please see the following link to better understand the verbiage and proposed regulation:
(http://www2.erie.gov/legislature/sites/www2.erie.gov.legislature/files/uploads/Session_Folders/2017/Session_13/17LLIntro.12-1.PDF)

When I read the bill it becomes quite clear to me why politics and healthcare do not mix. When they do, politicians should rely on practitioners to guide their decisions, and provide information based on science, experience and expertise.

Dentistry, in my opinion, is hard enough without compromising success by using inferior products, in trying to potentially increase a profit margin. I personally rely on reputable dental laboratories. I want to know that I am eliminating everything in my power that may bring about failure and even worse, detriment to patient health and safety. I do not believe this bill addresses the issue appropriately. It adds burdensome regulatory oversight without any ability to determine the quality of a prostheses or materials. I do believe you should know if your lab subcontracts, as well as the quality of materials they use. You, as the dentist and healthcare provider, carry the ultimate responsibility for all aspects of your patient's dental treatment. I do not think this bill will better guide you or your patients in their care. That information comes through a professional relationship with a dental lab you know and trust. Please read the bill objectively and decide for yourself, if you believe it is in the best interest of dentistry and our patients, to become a law.

Have a great summer. The Executive Council of the Eighth District Dental Society reconvenes in September. At that time, I am in the final phase of my presidency. We will be filling voids on committees and councils so if you have a desire to serve drop me a line. I will bite.

BOWLERS NEEDED

The Buffalo Dental Bowling league is looking for people interested in participating in our Thursday Night League. Bowling starts in September and runs through March. You will not need to bowl every week but usually about 2-3 times a month. Cost is around $300. It is a league with handicaps so no prior experience or skill required. It is social but competitive league of dentists, lab technicians and those in dental related fields such as sales. Please contact Ray Miller (ray2thdoc@aol.com) or Lou Schiumo, league President, (louisschiumo@aol.com) and we will give your contact information to team captains looking for bowlers.

Executive Director's Note

(Continued from page 5)

I encourage you all to read the information regarding the Paid Family Leave that will be in effect as of January 1, 2018. Please contact your disability insurance carrier to ensure that this is added to your policy. Also contact your payroll company to ensure that the correct amounts are being withheld from your employees' pay. If you have any questions, you can call Christine Garvelli at Walsh Duffield and she will be happy to assist you.

Assistance for Dependencies Available

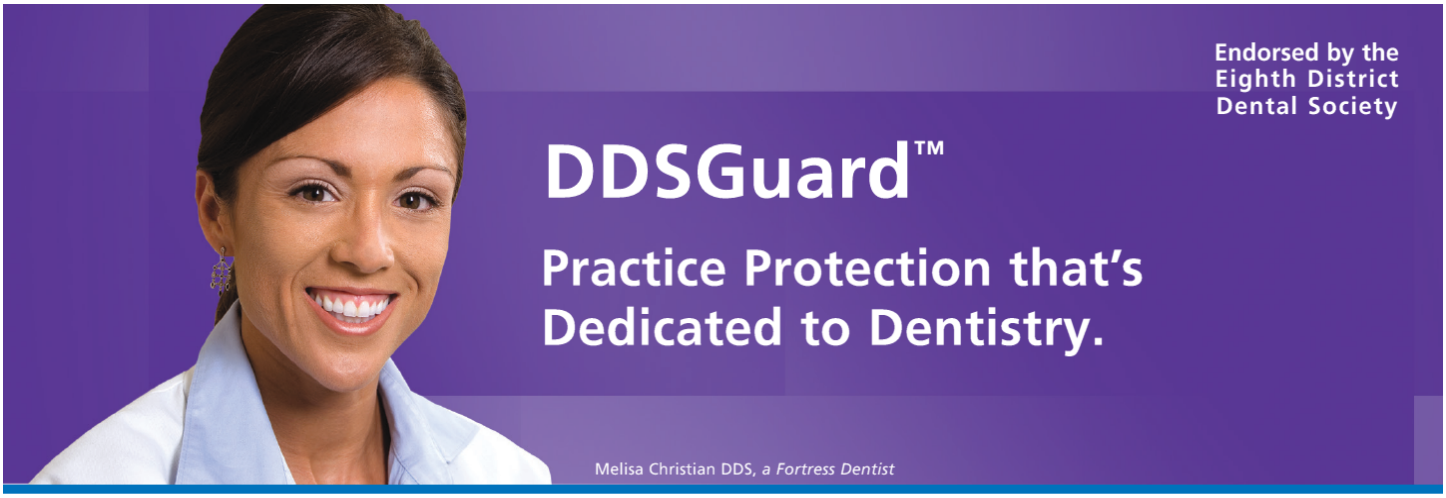
The Council for Chemical Dependency is in existence to help colleagues, staff or family who may have an issue with alcohol or other substance abuse. All inquiries are kept strictly CONFIDENTIAL and will be acted upon in a non-punitive, non-judgmental and caring way. If you or someone you know has an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

2017 Thomas J. Feidt Scholarship

The Eighth District Dental Society established a Friend of Dentistry Award in 2008. This award was to be given to "a non-dentist who had a long-term association with the dental profession in Western New York." Tom Feidt, who has provided insurance to dentists since 1974 and considered a friend to many Western New York dentists, was the first recipient of this award. In conjunction with Tom's award, Walsh Duffield Cos., Inc., Tom's employer and the endorsed agent for Eighth District, created a $1500 scholarship/honorarium, in Tom's name, to be given to a resident enrolled at the University at Buffalo Dental School.

We are pleased to announce the 2017 Thomas J. Feidt Scholarship winner, Dr. Amber Rosenberg. Dr. Rosenberg just completed her last year in the AEGD Program at the University of Buffalo's Dental School. She is originally from Jamestown, NY and has settled in Amherst, NY where she will begin working as an associate alongside her uncle Dr. Michael Rosenberg while maintaining her connection to the UB as a part time educator.

Congratulations to Dr. Rosenberg!



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New York State Paid Family Leave

Overview
New York's Paid Family Leave program provides wage replacement to employees to help them bond with a child, care for a close relative with a serious health condition, or help relieve family pressures when someone is called to active military service.

Employees are also guaranteed to be able to return to their job and continue their health insurance. If they contribute to the cost of their health insurance, they must continue to pay their portion of the premium cost while on Paid Family Leave.

Timeline
Paid Family Leave is designed to phase in over four years, starting January 1, 2018. Schedule:

Year	Weeks Available	Max % of Employee Average Weekly Wage	Cap % of State Average Weekly Wage
1/1/2018	8	50%	50%
1/1/2019	10	55%	55%
1/1/2020	10	60%	60%
1/1/2021	12	67%	67%

Employees may take the maximum benefit length in any given 52-week period. The maximum benefit is eight weeks during the first year, 10 weeks during the second and third years, and 12 weeks the fourth and subsequent years. The 52-week clock starts on the first day the employee takes Paid Family Leave.

Paid Family Leave coverage will be included under the disability policy all employers must carry. The premium will be

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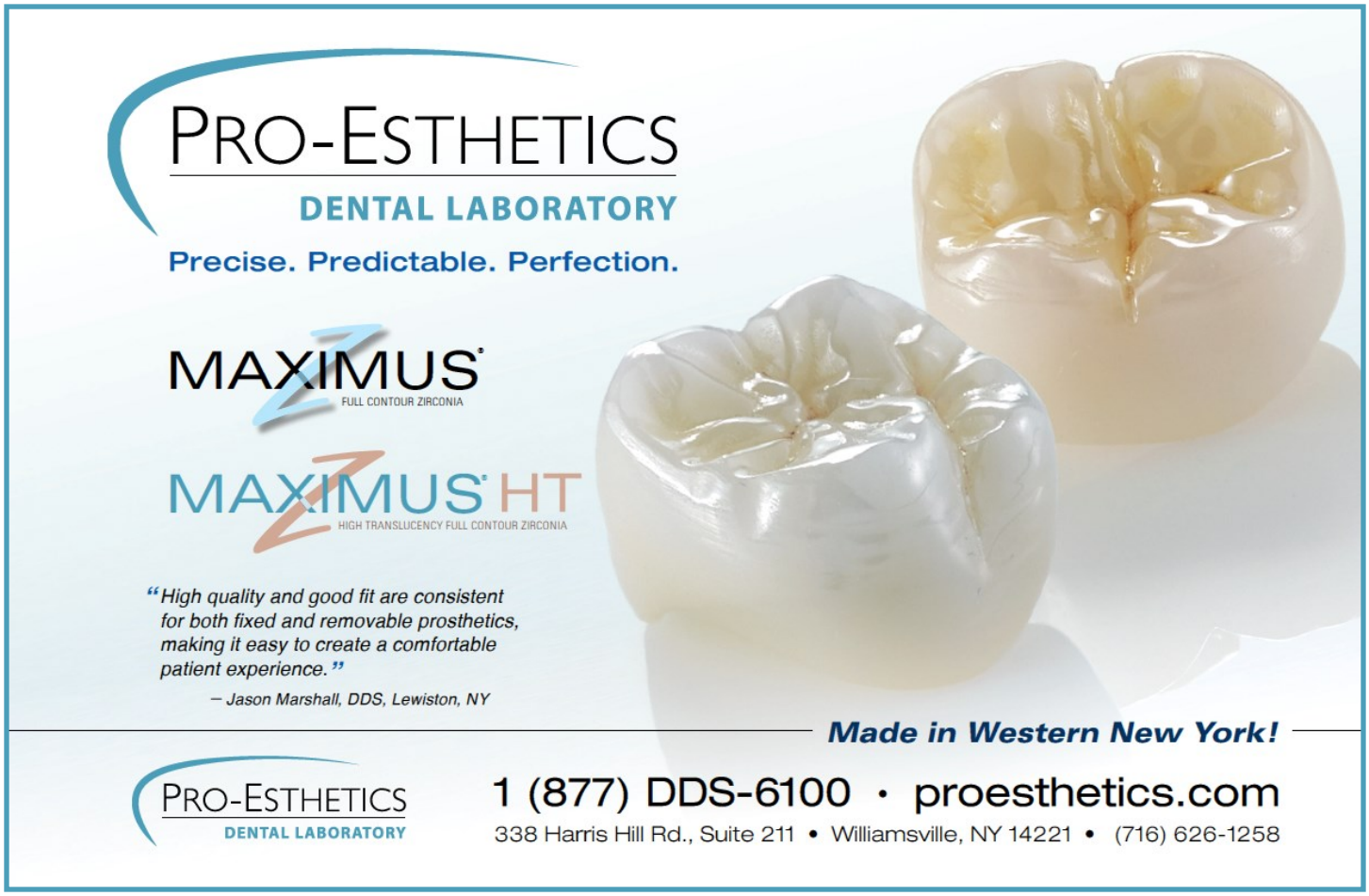


2017 NYSDA House of Delegates

The Annual Meeting for the New York State Dental Association was held at Turning Stone Casino in Verona, New York from June 1-3 of this year. Our delegation included Drs. Fran DePlato, Glen Donnarumma, Carl Embury, Jen Frustino, Kevin Hanley, Jim Hoddick, Ray Miller and John Nasca. Alternate delegates in attendance were Drs. Mike Ehlers and Shawn Jordan. Dr. Frank Barnashuk represented Eighth District as our Trustee, and our Executive Director, Cynthia Bellinger, was also in attendance. Other Eighth District members in attendance include Dr. Brendan Dowd, NYSDA President-Elect; Dr. Joe Gambacorta, Membership Council; Dr. Chet Gary, NYSDA Journal Editor; Dr. Larry Volland, past NYSDA President; and Dr. Don Tucker, Dental Education & Licensure Council.

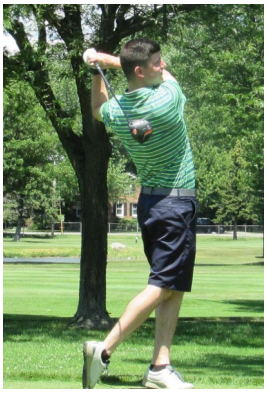
Dr. Brendan Dowd was presented with a very prestigious award at the Annual New York State Dental Foundation Luncheon, held during the NYSDA HOD meeting. The Foundation of Excellence in Community Service Award was presented to Dr. Dowd in recognition for fostering improved oral health care for individuals, particularly underserved and at risk populations, through advocacy efforts that emphasize education and prevention and foster ongoing partnerships among a wide spectrum of stakeholders.

Dr. Dowd is pictured above with Betsy Bray (left) and Cynthia Bellinger (right), whom both work(ed) on the NYSDA Volunteer Dental Demonstration Project with Dr. Dowd.

2017 William C. Knauf Jr. Memorial Golf Tournament & CE Program

The 2017 Knauf Golf Tournament was held on June 19, 2017 at the Transit Valley Country Club in East Amherst, NY. Fifty dentists attended the Continuing Education portion of the event, sponsored by Ivoclar Vivadent, where Dr. Dave Smith provided an intriguing look into "digital dentistry". Topics of Dr. Smith's lecture included comparisons of various Pan/Ceph and CBCT machines for use by general dentists or specialists. Intra-oral camera, CAD/CAM, and scanners were discussed in detail with regard to their uses in any dental field, while lasers held the interest of the attendees given their vast range of uses. Dr. Smith welcomed the wonderful East Amherst weather as a break from the 115+ temperatures in his home in Arizona and looked forward to the golf at TVCC.

After the great CE presentation, 105 golfers took to the links following a delicious lunch of hot dogs, burgers and grilled chicken prepared by the wonderful staff of TVCC. 9 golfers vied for the Knauf Championship Trophy, while 96 others played in the Scramble event.



At the end of an absolutely gorgeous day for golf, Dr. Pat Danna captured the coveted Knauf Championship trophy with a solid round of 78.

In the Scramble division, the competition was heated between many well matched teams. In the end, the Men's team of Drs. Chet Gary, Mark Powalski, Rick Redmin, Tim Violante were victorious.

2017 William C. Knauf Jr. Memorial Golf Tournament & CE Program

Mixed Scramble - Bill Burger, Victor Greco, Nicole Lanieu

The Senior Scramble - Drs. Dave Stasiak, Joe Rutecki, Tim Seel, Richard Lynch.

Super Senior - Drs Mario Violante, Jr, John Berner, Steven Jensen, Dave Schwanekamp.

A cocktail hour and fine steak dinner capped the evening with awards and door prizes following. All are looking forward to next year's tournament at Brookfiekd Country Club in Clarence, NY on Monday, June 18, 2018.

The "Longest Drive" and "Closest to Pin" competitions concluded with the following winners for 2017:

Men's Long Drive - Dr. Tim Violante
Women's Long Drive - Nicole Lanieu
Men's Closest to Pin - Dave Chalmers
Women's Closest to Pin - Nicole Lanieu

Last but not least, a big thank you to all of this year's sponsors:

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Tee Sponsors	Biosan Disposal
	Hudson Transition Partners, Inc.
	Printed Image
	UB Dental Alumni Association
	Vital Dental Laboratory
	Wealth Management Group

Special thanks to Patterson Dental who once again sponsored the Margarita Bar.

(Continued from page 10)

fully funded by employees through payroll deductions.

The New York Department of Financial Services issued rates on June 1, 2017, for the new PFL benefit, which have been set at 0.126% of an employee's weekly wage with the maximum contribution not to exceed the statewide average weekly wage, which is currently $1,305.92 per week. The highest contribution will be $1.65 per week.

For example, in 2018, an employee who makes $1,000 a week would receive a benefit of $500 a week (50% of $1,000). Another employee who makes $2,000 a week would receive a benefit of approximately $648, because this employee is capped at one-half of New York State's Average Weekly Wage (NYSAWW) —currently $1,296. Half of that amount is the $648 benefit. The Average Weekly Wage (AWW) is set every year after a comprehensive analysis by the New York State Department of Labor.

Eligibility
Every full-time or part-time private employee in New York State will be eligible for Paid Family Leave. Participation in the program is not optional for employees. If you are a public employer, you may opt into the program. Public employees who are represented by a union may be covered if Paid Family Leave is collectively bargained.

An employee must be employed full-time for 26 weeks or part time for 175 days to be eligible for a Paid Family Leave Benefit.

Employees do not have to take all of their sick leave and/or vacation before using paid family leave. An employer may permit you to use sick or vacation leave for full pay, but may not require you to use this leave.

Leave for Birth, Adoption, or Foster Care
With proper documentation, in 2018, employees may be eligible for up to 8 weeks of Paid Family Leave. Because this benefit can be taken with 52 weeks of date of birth, this will include children born/placed prior to 1/1/2018.

Paid Family Leave only begins after birth/placement and is not available for prenatal conditions.

Caring for a Close Relative with a Serious Health Condition
A close relative includes:

☐ Spouse	☐ Domestic partner	☐ Child	☐ Parent
☐ Parent in-law	☐ Grandparent	☐ Grandchild	

A serious health condition is an illness, injury, impairment, or physical or mental condition that involves: inpatient care in a hospital, hospice, or residential health care facility; or continuing treatment or continuing supervision by a health care provider.

Active Duty Deployment
Paid Family Leave is available for families eligible for time off under the military provisions in the federal Family Medical Leave Act when a spouse, child, domestic partner or parent of the employee is on active duty or has been notified of an impending call or order of active duty.

Paid Family Leave cannot be used for one's own disability or qualifying military event. It may only be taken to care for your Spouse, domestic partner, child, or parent.

Paid Family Leave and DBL
As Stated above, PFL will be covered under your DBL policy. Both benefits must be provided by the same carrier. They are both mandatory for covered employees.

Employees cannot collect both at the same time and combined the PFL and DBL cannot amount to more than 26 weeks during any 52 consecutive calendar weeks.

For additional information, please visit https://www.ny.gov/programs/new-york-state-paid-family-leave

2016 NYSDA Continuing Education Awards

The Eighth District Dental Society would like to congratulate its members listed below who have reached significant milestones in attendance at Continuing Education programs through the end of 2016.

100 Hours

Roger Anderson
Patrick Battista
Benjamin Clauss
Amanda Colebeck
Elizabeth D'Angelo
William D'Angelo
Joseph Deluca
Kathryn Korff
Laura Kim-Nigalye
Hyeongil Kim
Aaron McCann
Kirsten Riester
Erica Scott
Anne Shear
James Trzaska
Jay Van Dusen
Alan Weiner

300 Hours

Victor Bochacki
David Calos
Peter DeRose
John Dobos
Michael Ehlers
Jennifer Frustino
David Gaeth
Emily Gausman
Jennifer Kapela-Froebel
Michael Katz
Robert Kuechle
Thomas Kuhn
Anthony Lister
Michael Mercurio
Amy Rappold
Kelly Rose
Lawrence Rosen
Ann Schwab-Davis
David Schwegmann
Frank Soltiz
Daniel Stiegler
Vasuki Thevanayagam
Dale Voelker
James Wieland

500 Hours

Michael Boyczuk
Robert Engl
Chester Gary
Samuel Goodloe III
Andrew Kohl
Michael Kubiniec
Kathleen McMahon-Wahler
Christopher Pusateri
Tiberiu Sfintescu
Anthony Sturniolo
Mark Teach
James Tedesco
Mark Wierzba
Gregory Woeppel

1000 Hours

David Daugherty
Richard Hall
Joseph Hyde
Charles Kohout
Marian Ryndak-Pilecki
Michael Skrip
Dennis Blair

1500 Hours

Charles Travagliato

2000 Hours

Marshall Fagin
Warren Krutchick

3500 Hours

Michael Marrone

MEMORIALS

Dr. Irwin D. Arbesman passed away on May 24, 2017 at the age of 99. Dr. Arbesman was a Life Member of the Eighth District Dental Society.

Dr. Girard A. Gugino passed away on August 2, 2017 at the age of 80. Dr. Gugino was a Life Member of the Eighth District Dental Society.

Dental Donations

Contributions have been made to the Eighth District Dental Foundation for the following:

In Memory of: Dr. Girard A. Gugino
By: Dr. & Mrs. Robert E. Watson

Tax deductible contributions may be made anonymously, as a memorial, or on behalf of an individual by sending checks payable to:

Eighth District Dental Foundation
3831 Harlem Road; Buffalo, NY 14215

The Eighth District Dental Foundation is a 501(c)3 nonprofit organization, and is a tax exempt arm of the Eighth District Dental Society. The management of its affairs is the responsibility of the Board of Directors; Andrew L. MacDonald, DDS, President; Mark K. Barone, DDS, Treasurer.

Eighth District Dental Society

3831 Harlem Rd; Buffalo, NY 14215
P: 716-995-6300 F: 716-995-6305

2018 Member Update Sheet

Please complete both sides of this form and return to the Dental Society to ensure we have the most accurate information in our database. ***Please do not right "same", we are using a new database and are updating all information****

All members will be included in the Member Directory, but only office information will be included – ***no home information will be printed.***

Please return by November 1, 2017

Name: _____

☐ Male ☐ Female Birth date: _____
This will not be published*

Are you retired?
☐ Yes – When? _____ ☐ No

Are you:
☐ Private Practice ☐ Group Practice ☐ Medical Facility/Clinic ☐ UB Faculty

Practice Name: _____

Mark your specialty:
☐ Dental Public Health ☐ Endodontics ☐ Oral Surgery ☐ General
☐ Oral Pathology ☐ Oral Radiology ☐ Orthodontics ☐ Pediatrics
☐ Periodontics ☐ Prosthodontics

Only 1 office will be listed in the Directory. Please list the office you wish to have listed
Office Address: _____
_____
Office Phone: _____
Office Fax: _____
Office Website: _____

Again, no home information is printed in the Member Directory
Home Address: _____
_____
Home Phone: _____

Which address do you want us to send mailings to?
☐ Office ☐ Home

Primary Email Address: _____
This Email will be included in the Directory*

Would you like to get a hard copy of the 8th District Bulletin?
☐ Yes ☐ No

OVER →

Services Offered In Your Office

Please mark all that apply:

- ☐ Allergy Free
- ☐ Bleaching/Whitening
- ☐ Bonding
- ☐ Bridge Work
- ☐ Bus Line
- ☐ Cancer Patients
- ☐ Cleft Lip/Palate and Facial Deformities
- ☐ Conscious Sedation
- ☐ Crowns & Bridges
- ☐ Dentures: Full and Partial
- ☐ Digital X-Rays
- ☐ Early Morning Hours
- ☐ Emergency Service Available
- ☐ Emotionally/Mentally Compromised
- ☐ Evening Hours
- ☐ Friday Hours
- ☐ General Anesthesia
- ☐ Geriatrics
- ☐ Halitosis
- ☐ Holistic
- ☐ Hospital Privileges
- ☐ Implants
- ☐ In-Home Visits
- ☐ Intravenous (IV) Sedation
- ☐ Invisalign
- ☐ Latex Free
- ☐ Medicaid Accepted
- ☐ Mentally Handicapped
- ☐ Mouth Guards
- ☐ Nitrous Oxide (Laughing Gas)
- ☐ Nursing Home Services
- ☐ Oral Sedation
- ☐ Physically Handicapped
- ☐ Root Canals
- ☐ Saturday Hours
- ☐ Sign Language Available
- ☐ Sleep Apnea
- ☐ Special Needs Patients
- ☐ TMJ
- ☐ Tooth Extraction (Exodontia)
- ☐ Medicare
- ☐ Veneers
- ☐ Weekend Hours
- ☐ Wheelchair Accessible
- ☐ Will Speak in Schools
- ☐ Worker's Compensation

When Seller Behavior Defies Logic

"The "Top Three Risk Behaviors" for dentists to avoid are INDECISION, PROCRASTINATION, AND LETTING EMOTIONS DRIVE A DEAL. These can cost you financially and rob you of your peace of mind. The smoothest practice transitions involve careful planning and excellent communication between the parties. I can't emphasize planning enough! The most successful practitioners regularly make planning a priority. I've seen hundreds of doctors succeed in the practices by using the habit of planning regularly. Let's face it…if you don't have a plan, you'll get stuck!" by Sarah Lynch, partner in Jim Kasper Associates, LLC. Article was in the November 2016 issue of Dental Economics. sarah@jimkasper.com or (603)-355-22660, extension 603

The above quotation could apply to both the dentist contemplating retirement as well as the younger dentist contemplating leaving the associate position and seeking their own practice. This article will attempt to describe some of the concerns that a retiring dentist should consider in making the decision to sell his/her dental practice.

Dentists sell their practice for one of three reasons:

Sickness – The dentist has developed a serious health problem. Many dentists will hang on in the hopes that they will get well and either work part-time or put in a temporary dentist to help them while their health improves. This is understandable but usually is a mistake. Approximately 75% of dentists who go on major disability will not come back to work. If they hang on to their business, that business will suffer. Experience suggests selling the business and taking the necessary steps and time to get well. If full health is restored, the dentist is free to start again with the benefit of hindsight.

Sick and Tired – "That's enough dentistry for me. I've done this for 30 years, I'm moving on!" Sometimes it is after 40 years or even just 20 years, but for some dentists there comes a time when they choose to move on. Many dentists who are tired of full practice go into academia, consulting or part-time dentistry as a non-owner. This can be seen as PTFL (Part-Time For Life) and FFO (Freedom From Ownership). Dentists who choose this route of PTFL or FFO can travel or work in different places. They can work a month and then take a month off as a temporary locum dentist. There are many ways to stay in dentistry without staying chained to a five-days-a-week full time dental practice and all the responsibilities that come with it.

Financial Freedom – Many dentists have achieved financial freedom because of successful saving and investment plans. Some inherit wealth or have financially successful spouses who make retirement possible. These dentists are the freedom 55 or younger group that can move on from a dental career to do other things.

What does a dentist do to sell his/her practice? Assuming that the appraisal is completed, the dentist may or may not retain the services of a broker.

Although it is becoming less popular, "For Sale By Owner" still exists. The reason that people try to sell their own practice is to save the commission. However there is a huge risk to selling something on your own – you are unrepresented by a third party.

The main risk is the accidental withholding of information. Both the purchaser and owner do this without even recognizing it. The purchaser is afraid to ask questions, because he/she does not want to insult the owner. The owner is not certain what to volunteer and many issues go unaddressed.

This accidental withholding of information can turn into negligence that can turn into purposeful misrepresentation, which may end in litigation. Generally speaking, it is all quite innocent yet very costly to the seller.

Both professionals do not want to insult each other. The younger one does not want to insult the senior. A senior does not want to insult a junior because he or she is a potential buyer. Thus the "For Sale By Owner" has a very high failure rate.

Dentists are humble, and when they are selling something on their own, they do not want to be seen as too pompous or arrogant or overly confident in themselves or their services. They do not want to appear to aggressive to a buyer. The result is that the dentists undersell themselves and their practices.

Dentists accidentally neglect to recognize the strengths of their business as the market sees it. Unknowingly, they can

(Continued on page 19)

When Seller Behavior Defies Logic

(Continued from page 18)

withhold some of the weaknesses of their business and not expose pertinent information unless asked.

A broker can explain the weaknesses of a practice and highlight the strengths in ways that an owner cannot. The broker can be more honest (not as modest as an owner) and use the appraisal document to its fullest to support the asking price.

Be prepared for the emotional aspects of the sale. Many practice sellers faced with the prospect of retirement find it emotionally draining. Telling the staff of their plans is one of the most difficult conversations they can have. Recognizing one's level of attachment to the daily rhythm of patient interaction and practice activity is key to whether one is ready to move forward with a practice transition.

This is one of the most important decisions in a dentist's life. I can personally attest to the various levels of stress that I experienced in making the decision to seek a buyer and the responsibilities to the long-employed staff and their dependency on their livelihood on the practice success. There is that heartfelt concern as to who will be able to provide the attention and care to those long-time patients who entrusted their dental care and "their teeth" to you. What will retirement bring? What activities, dreams, and desires will fill the void? Would I dentist regret my decision? Think positive! Think of all the patients who received your dental care, knowledge, and clinical skills. Think of your ability to provide a livelihood for the members of your staff. Think of the lifestyle your profession has allowed you achieve. Think of the prestige of being a "doctor" in your communities and among your friends. Think of the opportunities and lifestyle your family benefited from because of your career in dentistry. Think of how lucky we are in having dentistry as our career!

Selling your dental practice can be a difficult and stress-filled decision and luckily you only have to do it once. Do it with much planning and professional help. Seek out other colleague who experienced the transition process and analyze the information into your situation. Retirement is great and selling a practice does not have to be difficult if you utilize the help and guidance that is available. Good luck in your decision.

By Joseph P. Breloff, DDS, MS
Transition Consultant for Jim Kasper Associates, Representing Western New York
Dr.joe.breloff@jimkasper.com | (716)-417-3704

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2017 EDPAC Contributions

The following Eighth District Dental Society members have made contributions to EDPAC as of August 10, 2017. Please consider making your own contribution.

Capital Club - contributions up to $100

Roger Anderson	Michael Ehlers	Shawn Jordan	Peter Rouff
Mark Barone	Samir El-Chehabi	Elizabeth Kapral	Joseph Rumfola
Howard Benatovich	Frederick Fielding	Patrick Keem	Emily Schaefer
John Bonghi	Darren Forcier	Warren Krutchick	Patrick Scott
Amy Bryan	Jennifer Frustino	Antoinette Lukasik	Joseph Sinatra
Kathleen Casacci	John Gengo	Michelle Mai	Susan Soja
Maureen Casey	Michael Gengo	Salvatore Manente	Peter Starkey
Amanda Colebeck	James Glennon Jr	Robert Marchese	Mark Teach
Robert Connelly	Samuel Goodloe III	Russell Marchese	John Tibbetts
Joseph Craddock	Joshua Grant	Michael Marrone	Roger Triftshauser
Kevin D'Angelo	Anthony Gugino Jr	Richard Medico	John Twist
Frances DePlato	Patricia Haberman	Raymond Miller	John Vona
John Del Campo	Douglas Hamill	Julie Mills	Steven Vukas
David Dickman	Robert Herzog	Michael Moore	Robert Warner
Thomas Dobmeier	James Hoddick	Anthony Peppy	Douglas Wright
Anthony Domenico	Joshua Hutter	Samuel Peppy Jr	Alison Zuccala
Robert Dowrey	Ronald Jarvis	Beth Reilly	
Mary Beth Dunn	Theodore Jenkins	Robert Reilly	

Honor Roll - contributions up to $250

Jeffrey Baumler	Dominic Colarusso Jr	Stephen Genewick	Joseph Modica
Joseph Breloff	Glen Donnarumma	Kevin Hanley	Stanley Scott
Samuel Carocci	Joseph Gambacorta	Stacy Hoffman	Timothy Seel
Albert Cavallari	Chester Gary	Richard Lynch	

Liberty Level - contributions over $250

Frank Barnashuk	Robert Lacarrubba	Todd Shatkin	Lawrence Volland
Brendan Dowd	John Nasca	Charles Travagliato	

A total of $14,125 has been contributed by the above listed 92 Eighth District Dental Society members, only 9% of our entire membership.

Empire Dental Political Action Committee (EDPAC) is a bipartisan political action committee of New York State dentists that serves and protects the interests of NYSDA members. Regardless of party affiliation, EDPAC supports candidates who will be strong advocates for dentists and the patients they serve. EDPAC makes sure that the voice of dentistry gets through to the right people in government–men and women of both political parties who understand and support the needs of the profession.

EDPAC

Empire Dental Political Action Committee
The VOICE for dentistry

New Members

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

Sheila Cipolla
University at Buffalo School of Dental Medicine, 2004
Employed at: 3887 Seneca St, West Seneca, NY

Lisa Hughes
University at Buffalo School of Dental Medicine, 2016
Employed at: 168 Quaker Rd, East Aurora, NY

Kevin Manzella
University at Buffalo School of Dental Medicine, 2014

Kumar Neppalli
University of Edinburgh, 2002
Employed at: 1050 French Rd, Cheektowaga, NY

Ramtin Rastakhiz
University at Buffalo School of Dental Medicine, 2008
Employed at: 5862 Snyder Dr, Lockport, NY

Amber Rosenberg
University at Buffalo School of Dental Medicine, 2016
Employed at: 3723 Harlem Rd, Cheektowaga, NY

Winchester Stuart
University at Buffalo School of Dental Medicine, 2016
Employed at: 230 E Main St, Falconer, NY

Oren Sudai
Boston University, 2016
Employed at: 3476 Sheridan Dr, Buffalo, NY

Kara Tress
University at Buffalo School of Dental Medicine, 2015
Employed at: 114 N Center St, Perry, NY

Lauren White
University at Buffalo School of Dental Medicine, 2013
Employed at: 425 Main St, West Seneca, NY

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Ask us about our Medicare informational sessions!

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bfarrell@walshins.com

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Erie County Dental Society Page

Call for Nominations for the Frank Stone Award

The Erie County Dental Society presents the Frank Stone award each year at their Installation Dinner. This award is presented to an individual who in the considered judgment of its ECDS members, has made outstanding contributions to the dental profession in Erie County. This individual must be a role model for the dental profession who inspires his/her colleagues and mentors younger dentists to become all they are capable of being. The recipient demonstrates a high level of involvement in the dental profession and organized dentistry as well as the community in which he/she contributes their profession. The awardee is an effective communicator for the profession and represents the highest personal standards of integrity, compassion and moral character. The awardee has made outstanding contributions to the dental profession through one or more of the following areas: teaching, patient service, dental research, organized dentistry or community service. To nominate someone for this award, please send the nominee name and detailed background on the reasons for the nomination, to: Erie County Dental Society, 3831 Harlem Road, Buffalo, 14215, or fax to 995-6305.

~ ~

The Erie County Dental Society supported the recent RAM outreach event held at St. Bonaventure University in Olean, NY on June 10-11, 2017. ECDS made a $1500 donation to assist in covering expenses for this event.

Upcoming ECDS Events

September 19, 2017 @ 5:30pm
TMD: A Multidisciplinary Approach to a Multi-Dimensional Disorder
Lucarelli's Banquet Center

November 6, 2017 @ 5pm
Basic Life Support/CPR
Eighth District Office

Tri-County Dental Society Page

Upcoming TCDS Events

There are currently no scheduled events for Tri-County Dental Society.
For more information about TCDS events, please contact Dr. Joseph Craddock at 585-591-1404.

Niagara County Dental Society Page

Upcoming NCDS Events

There are currently no scheduled events for Niagara County Dental Society.

For more information about Niagara County Dental Society, please contact one of the following officers:

President	Shawn Jordan	998-7735
Vice President	Marian Pilecki	572-5154
Secretary	Roger Anderson	242-9237
Treasurer	Stacy Hoffman	870-4174

New members are always welcome. Membership dues are $65.

Cattaraugus/Allegany County Dental Society Page

Upcoming CACDS Events

There are currently no scheduled events for Cattaraugus/Allegany County Dental Society.
For more information about CACDS events, please contact Dr. Dominic Colarusso at 716-372-8017.

Chautauqua County Dental Society Page

Upcoming CCDS Events

There are currently no scheduled events for Chautauqua County Dental Society.
For more information about CCDS events, please contact Dr. Julie Mills/Dr. Susan Soja at 716-366-6822.

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or call (888) 996-1183 to learn more.

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*The 20% dividend applies to policyholders insured by May 1, 2017 and who maintain continuous coverage through July 1, 2017 and is based upon the annual rate of premium in effect on May 1, 2017.

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Rodd S. McMinn; Financial Services Representative
65 Bryant Woods South; Amherst, NY 14228
Phone: 716-625-4520 Fax: 716-636-5591
roddmcminn@wmgny.com

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Wednesday 5:30pm-8:00pm • Thursday 7:30am-5:00pm • Friday 7:30am-1:30pm

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~Featured Speakers~

Chris Salierno, DDS
Taming the Overhead Beast

Damon C. Adams, DDS
2017 Trends, Innovations, Controversies and Clinical Tips

David Rice, DDS '94
Ignite Your Team...Unleash Your Growth

Brian J. Jackson, DDS '89
Immediate Implant Placement with Provisionalization

Manor Haas, DDS, Cert. Endo., MSc(D), FRCD (C)
Root Canals for GPs

Uche Odiatu, DMD
50 Shades of Inflammation: French Fries, Flossing & Fitness

Pamela McClain, DDS
2017 Managing Periodontal and Peri-Implant Disease with Regenerative Approaches

Chris W. Campbell, DMD
Ethical Considerations in Treatment Planning...When to Restore, When to Refer and When to Run!

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Classified Ads

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A well established, two locations private practice is looking for a part-time associate with a full-time future opportunity. Great compensation and benefits in addition to bonuses. Recent graduates are welcome to apply. Contact 716-228-0735 or jihanedds@yahoo.com

Offices/Equipment for Sale

General dentist selling well maintained dental equipment in existing office. Three treatment rooms with A-dec dental units, Panorex and digital X-ray system and more. Move in ready, perfect for start-up and/or satellite office. Existing lease. Great location, (Depew/Cheektowaga), handicap accessible. Call for details 716-901-1320

Dental Office equipment for sale. Williamsville prime location. 5 operatories; 2000 sq ft; Gendex x-rays, Royal chairs, Pelton lights and stools, Global Protégé Microscope, central nitrous oxide, custom cabinets, many extras. Buyer may also consider utilizing functional space for lease as a new/satellite office. Contact nsxendo@roadrunner.com

For Sale: Cerec blue cam, mcxl mill, oven. 4 dentalez chairs, pole lights. 2 wall xray units. 3 vertical files, furniture. Compressor and suction unit. Call 716-635-9323 or 716-474-4396.

Practice for sale: unique, turn key opportunity. Very well established general practice in Buffalo's Historic Preservation District/Elmwood village. Four fully equipped operatories, 1200 sq ft office with 800-1000 patients. Retiring sole practitioner, amenable to continuing on a limited basis. Doctor-owned Carriage House with first floor dental office and second floor income generating apartments is also for sale. Call 716-316-7371 or email duvalss@buffalostate.edu

Dental Assistants & Hygienists

Over the past few months, the Eighth District office has been receiving an increasing number of calls from members searching for dental assistants and/or hygienists to temporarily fill-in at their offices. Unfortunately, we have never maintained a database of this type.

In order to address this need, we are creating a central location online for our member dentists to source potential candidates. A link will soon be available on our website.

In order to create this list, we need to get the word out to local dental assistants and hygienists. If you or someone you know is a dental assistant or hygienist who would be interested in having their name and contact information listed, please call us at 716-995-6300 or email Cynthia Bellinger at cbellinger@8ddsny.org.

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
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Buffalo, NY 14210

Please call 716-856-2400 to volunteer.

Eighth District Dental Society: Endorsed Vendors

Credit Card Acceptance:
- **Retriever Systems** (800) 337-3630 x2017

Payroll Service:
- **Payroll Processing** (716) 668-5200

Insurance:

Professional Liability Insurance
- **Fortress Insurance thru Walsh Duffield** (716) 362-7363

Medical Insurance
- **Walsh Duffield** (716) 362-7386

Other Insurance Products
- **Walsh Duffield** (716) 362-7363

Eighth District Dental Society: Sponsoring Vendors

Accounting:
- **Chiampou Travis Besaw & Kershner LLP** (716) 630-2400

Banking:

Personal Banking
- **Bank of America** (716) 847-7221

Business Loans
- **Bank of America** (646) 265-3004
- **Practice Solutions**

Computer Network Solutions:
- **MVP Network Consulting** (716) 630-1701

Dental Laboratory:
- **Pro-Esthetics** (716) 626-1258

Dental Suppliers:
- **Benco Dental** (716) 692-0647
- **Ivoclar Vivadent** (800) 533-6825
- **Patterson Dental** (716) 636-2860

Financial Planning:
- **L & M Financial** (716) 839-1234
- **Merrill Lynch** (716) 635-4366
- **Wealth Management Group** (716) 625-4520

Handpiece Repair:
- **Dental Dynamics, Inc.** (716) 685-9200

Practice Transitions:
- **Jim Kasper Associates** (603) 355-2260

Professional Liability Insurance:
- **MLMIC** (888) 392-0638

Printing & Graphics:
- **Printed Image** (716) 821-1880

Waste Management:
- **Biosan Disposal** (716)817-8858

NYSDA Endorsed Services

Financial Services:

Patient Financing
- **CareCredit** (866) 246-9227

Financial Planning
- **Altfest Personal Wealth Management** (888) 525-8337

Credit Card Acceptance
- **Best Card** (877) 739-3952

Student Loan Refinancing
- **SoFi** (855) 456-7634

Payroll Processing
- **SurePayroll** (866) 535-3592

Debt Collections
- **TekCollect** (888) 292-3530

Insurance Services:

Professional Liability
- **MLMIC** (888) 744-6729

Other Business Insurance
- **Arthur J Gallagher & Co** (888) 869-3535

Long-Term Care
- **New York Long-Term Care Brokers** (844) 355-2596

Banking:

Credit Cards
- **US Bank** (888) 327-2265

Practice Loans
- **Bank of America** (800) 497-6076

Other Services:

Electronic Prescribing (800) 734-5561
- **Henry Schein** x2

Website Development
- **Prosites** (888) 511-9467

Patient Marketing
- **Demandforce** (800) 210-0355

Waste Management
- **Solmetex** (800) 216-5505

Luxury Vehicles
- **Mercedes** (866) 628-7232

Apparel for Staff
- **Lands End** (800) 990-5407

Delivery Services
- **UPS** (800) 636-2377

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