

MEETING SCHEDULE
2019-2020
BOARD OF TRUSTEES

NOTE: Board meetings are held at 9:30 a.m. at the Association Office unless otherwise noted below.

2019

- August 14 Committee on Finance & Investments (9:30 am) @ **PINES MANOR, EDISON**
- August 14 **BOARD MEETING** COMBINED with ADA Delegates & Alternates Meeting with the ADA President-Elect candidate (10:00 am) @ **PINES MANOR, EDISON**
- Sept. 5-9 ADA ANNUAL SESSION – **SAN FRANCISCO, CA**
- Sept. 25 BUDGET Hearing Meeting (9:30 am)
BOARD MEETING (Immediately after Budget Hearing Meeting)
- Oct. 10 Mail House of Delegates report packet
- Oct. 11
or earlier Budget is mailed to House of Delegates & Component Presidents
- Nov. 13 SEMI-ANNUAL HOUSE MEETING – PINES MANOR, Edison, NJ
BOARD MEETING (immediately following HOD Meeting)

2020

- Jan. 15 Council on Nominations (9:30 am)
BOARD MEETING
- March 18 **BOARD MEETING**
- April 15 Committee on Rules and Order (9:00 am)
BOARD MEETING
- June 3 ANNUAL SESSION HOUSE OF DELEGATES – **PINES MANOR, EDISON**
BOARD REORGANIZATION MEETING (follow HOD Meeting)
- June 7 President's Dinner Dance

ADA Delegates & Alt. Delegates Mtg.

Will meet at the August 14, 2019 Combined mtg.

NOTE: The **BOARD REORGANIZATION MEETING** will convene immediately after the June 3, 2020 House Meeting to install the Chairman of the Board and the Board members.

BT - 8/14/19

ATTENDANCE RECORD
 NJDA STANDING COUNCIL MEETINGS
 MONTH: MARCH 2019

COUNCILS	ANNUAL SESSION	DENTAL BENEFIT	GOV'T & PUBLIC AFF'S	JUDICIAL	MEMBERSHIP/ NEW DENTIST	PEER REVIEW	RELIEF
NJDA STAFF REP	4-9-19 C.C. MAUREEN	JOAN	6-26-19 JIM	ART	ANNMARIE/BILL Membership	JOAN	RANDI
ATLANTIC	X		X				
BERGEN	0		0				
CENTRAL	X		X				
ESSEX	X		X				
HUDSON	0		X				
MERCER	X		X				
MIDDLESEX	X		X				
MON-OCEAN	0		X				
PASSAIC	0		0				
SOUTHERN	X		X				
STUDENT	X		0				
TRI-COUNTY	X		0				
UNION	X		X				

Note: Attendance for Council Meetings indicates either the Council Member or a representative were present. (X for Present - O for Absent - -- for Vacant)

**AGENDA
BOARD OF TRUSTEES
August 14, 2019
THE PINES MANOR
Edison, NJ 08817**

- | | | |
|-------|--|------------------|
| I. | CALL TO ORDER (10:00 am) | Thomas Rossi |
| II. | INVOCATION | Renee Arace |
| III. | SALUTE TO FLAG | Thomas Rossi |
| IV. | ROLL CALL | Phyllis Cortazzo |
| V. | APPROVAL OF BOT MINUTES (11:15 am)
(June 12, 2019) | Thomas Rossi |
| VI. | NECROLOGY REPORT (11:30 am) | Renee Arace |
| VII. | CONSENT CALENDAR | Thomas Rossi |
| | A. Council updates | |
| | B. Council & Committee Reports | |
| | a. Annual Session minutes | Page 200 |
| | b. Governmental & Public Affairs minutes | Page 320 |
| | c. EBAs | |
| VIII. | REPORTS (12:00 pm) | |
| | A. Executive Director | |
| | B. Officers Reports | |
| | C. Development | |
| | a. CE | |
| | LUNCH (12:30 pm) | |
| IX. | OLD BUSINESS (1:30 pm) | |
| | A. Renovation | |
| | B. 150 th celebration | |
| | C. Capital campaign | Sid Whitman |
| | D. The Dental Supply Co. (TDSC) | |
| | E. Dental Lifeline Network | Mark Vitale |
| XI. | NEW BUSINESS (2:00 pm) | |
| | A. Changing composition to Committee on Finance & Investments (included in packet) | |
| | B. Date of 2020 House of Delegates | |
| | C. BKC Accountants | Mike Holk |
| XII. | COMMENTS AND ANNOUNCEMENTS (2:30 pm) | |
| | A. Good and Welfare | |
| XIII. | EXECUTIVE SESSION | |
| XIV. | Adjournment (3:00 pm) | |

NEXT MEETING DATE: September 25, 2019

NECROLOGY REPORT

There have been two (2) deaths recorded in the Office of the Association since June 12, 2019 meeting of the Board of Trustees.

ATLANTIC-CAPE MAY	-	BARRY SEAN McINTYRE	-	07-04-2019
		Practiced dentistry in South Jersey and Saint Maarten.		
		He was 51 years old.		
MIDDLESEX	-	RAYMOND J. CHROBOT	-	04-22-2019
		Practiced dentistry over 40 years in Avenel, NJ		

Drs. McIntyre and Chrobot were Retired Life Members of the Association.

I would like to ask the Board to observe a moment of silence.

Respectfully submitted,

Renee Arace, DMD
Secretary
6/12/19

/prf



Note: This is the Unofficial Report of Actions of the Board of Trustees. It does not constitute the official minutes of the Board and may not be used as such. These minutes will be reviewed for final approval at the meeting of the Board of Trustees on August 14, 2019.

**BOARD OF TRUSTEES
JUNE 12, 2019
PINES MANOR
Edison, NJ**

The meeting of the Board of Trustees was called to order by Dr. Thomas Rossi, President, at 11:17 a.m, on June 12, 2019 at the Pines Manor, Edison, N.J.

INVOCATION

Dr. Peter DeSciscio, NJDA Treasurer, in the absence of Dr. Renee Arace, NJDA Secretary, gave the invocation at the Board meeting.

SALUTE TO THE FLAG

Dr. Thomas Rossi led the Pledge of Allegiance at the Board meeting.

ROLL CALL:

Officers: Drs. Rossi, Weiner, Ghisalberti, DeSciscio, Tirpack, and Rothstein.
Excused: Dr. Arace and Nisselson.

Trustees: Drs. Chenman, Weddle, Anthansios, Dauhajre, Rane for Kosztyu, Vora, Velazquez, Michaud, Clemente and Alisha Matreja, student
Excused: Drs. Patil, Lawyer and Corry.

Alternate Trustees: Drs. Stern and Rane

ADA Delegates: Drs. Greenbaum, Kahn, Clemente, Rossi and Weiner

ADA Alternate Delegates: Drs. Ghisalberti and Rothstein

Council/ Committee Chairs: Drs. Velazquez, Tirpack, Goldstein

Guest: Drs. Tauk and Shah

Staff: Messrs. Meisel, Schultz, Cook, Mmes. Monaco, Barlow, Varga, Cortazzo and Ms. Shook

APPROVAL OF BOARD MINUTES

The Board APPROVED the minutes of the April 17, 2019 Board meeting as amended. The correction is on page 5 under New Business. Dr. Mitch Weiner talked about the NJ 'AHA' Exchange which should have said NJ 'ACA' Exchange. You may now consider these minutes your official minutes.

NECROLOGY

There have been two (2) deaths recorded in the Office of the Association since May 4, 2019 Reorganization meeting of the Board.

<u>BERGEN</u>	-	ARTHUR F. MAHLER	-	05-16-2019
		Practiced dentistry for approximately 40 years In Bergen county.		
	-	MICHAEL SCHUTZER	-	10-10-2018
		Practiced in Patterson for approximately 40 years.		

Drs. Mahler and Schutzer were a Retired Life Members of the Association.

The Board observed a moment of silence.

CONSENT CALENDAR

The Council reports Annual Session, Dental Benefits and Membership were included in the packet and the consent calendar was approved en bloc.

Dr. Joseph Basilicato, Chair, Council on Annual Session, gave a summary report on the 2019 Annual Session given by Dr. Renee Arace.

Total revenue: \$195,632.03

Total expenses: \$149,691.72 (\$25,000.00 less than last year)

Total Surplus: \$45,940.31 (including \$45,185.00 EBA allocated support)

Member dentist registration was up from last year , however, registration by component was relatively low.

To date, we have five events schedules for NJDA's 150th Anniversary Year.

1. Ribbon cutting ceremony: Wednesday, January 15, 2020- 9:30 am- NJDA HQ
2. NJDA Dinner Dance: Sunday, June 7, 2020 – 6:30 pm - Yacht, Atlantica
3. Jersey Shore Event: July 23 & 24, 2020 - Atlantic City Area (*tentative*)
4. Family Picnic: September 13, 2020 - Mercer County Parks (*tentative*)
5. Official NJDA Anniversary: October 25, 2020 - NJDA HQ

Dr. Basilicato thanked Dr. Renee Arace for all her hard work and devotion to the Council over these past few years.

Dr. Edward Tirpack reported that the Council on Dental Benefits held its last council meeting at the Delta Dental facility.

Council on Governmental & Public Affairs – Dr. Elisa Velazquez

The council met with PAC in Trenton on June 26th. The Governor appointed a Dental Director, Dr. Darwin Hayes who is a member of the Mercer Dental Society. Governor Murphy also chose Dr. Asha Samant to serve as a member of the NJ State Board of Dentistry. NJDA will put forth the name of another candidate. Dr. Velazquez reported that the leasing bill did pass unanimously and is heading to the full Assembly now. She informed the Board that Governor Murphy intends to become involved in the issue of health insurance. The Senate Health Committee is working on an opioid consent form for minors; NJDA's consent form can be used by anyone. We have applied for the SPA Grant for the next portion of 2019. The next event will be held in Ocean County and a statewide PAC event will be held in Middlesex and Monmouth-Ocean. These will be fund raisers. The next MEWA meeting will be in two weeks. We are acting in partnership with Drug Free NJ.

Membership – Mr. Bill Cook – Ms. AnnMarie Varga

Mr. Bill Cook reported that membership is 'up' over last year at the same date. If the members have not renewed by July 12th, they will be dropped. The final dues statement was recently mailed to those that have not renewed. Revenue was up \$36,000 compared to the same date last year including \$15,000 more for Full Active members.

REPORTS

Executive Director & Legal Counsel – Mr. Arthur Meisel

Mr. Arthur Meisel presented an overview of the duties and responsibilities of the NJDA Trustees. He informed them that all board members are entitled to receive any information they request about the Association. He advised that he would be emailing a copy of the current Bylaws to every board member.

On legal matters, he received a notice that Smile Direct Club filed a motion to reconsider the prior ruling to dismiss.

The NJDA is filing Petitions for Certification seeking review by the NJ Supreme Court of the decisions rendered by the Appellate Division in favor of Aetna and DoBI.

OFFICER REPORTS

President's Report – Dr. Thomas Rossi

Dr. Thomas Rossi reported that he is looking forward to the upcoming year's Board meetings and the officer visitations to the components. He further reported that he loved the gavel. He asked that we all encourage non-members to join.

Vice President's Report – Dr. Luciano Ghisalberti

Dr. Luciano Ghisalberti reported that this was his first attendance at the State Board of Dentistry public meeting on June 5th. Dr. Samant reported to the Board.

President-Elect's Report – Dr. Mitch Weiner

Dr. Mitch Weiner reported that NJDA has renewed Art Meisel's contract through the end of 2021.

Treasurer's Report – Dr. Peter DeSciscio

Dr. Peter DeSciscio reported that we have \$111,364 in the relief fund, \$63,684 in PAC, and in PR around \$9,000. The cash fund and money market are up to \$2,551,528 and we have \$1,586,760 in available funds. \$250,000 is a secured CD held as collateral for a line of credit and \$167,794 has been paid towards the renovation. We are in the process of having the audit done. Randi Shook will compile the second quarter numbers and the auditors will probably be at the August 14th Board meeting.

Development – Ms. Maureen Barlow

Ms. Maureen Barlow reported that we are revisiting our relationship with TD Bank. We are looking at TD Bank as a possible credit card solution. We continue to see less royalties from our endorsement with Bank of America. To date, BofA has not replaced the New York representative that was responsible for a large portion of royalty dollars. Although we are engaging in conversations with other banks, we are limited in offering any program due to our exclusive contract with Bank of America.

Our new relationship with Best Card is quite successful. Best Card is endorsed by 30 other state associations. They tell us that our relationship has experienced the fastest growth of any other state endorsement.

The Committee on Non-Dues Revenue will be responsible for the oversight of how we utilize the renovated headquarters facility for potential non-dues revenue.

A question was asked regarding the status of the billboard contract. Art Meisel responded that engineers were to come out and submit its plans to the municipal boards. To date we have not received an update.

OLD BUSINESS

The renovation project is moving along. The Capital Campaign Committee started reaching out to the officers and the Board members and are happy to report we have received commitments for \$160,000. We have received 100% commitments from officers and trustees. Today, at 4:30 pm, we will be giving a tour to some of our Past Presidents, showing the renovation progress and plans. The 150th celebration dates are being lined up and will be brought back to the components.

NEW BUSINESS

Communication with components is key. Middlesex proposed that a separate email be sent to component general membership once a year. It also suggested that each component has a section on the web where it can announce whatever it wants 52 weeks a year. Dr. Anush Shah asked when the component emails would begin. It is difficult to communicate with components, logistics being the problem, so it has to be dealt with on a case to case basis. Ms. Barlow urged the components to be aware in that components should support the EBAs that support NJDA. Communication means we are all in it together. Contact people, call the Trustees. In securing sponsors be careful so that we do not hinder our small successes.

Dr. DeSciscio suggested that the component Champion for Action be the contact for communication. Dr. Vora suggested that each component come up with a name for the communication contact.

Dr. Mitch Weiner suggested that an allocation for funds for the I.D. Team be added to the NJDA Budget. He suggested that we conduct annual training for forensic dentistry and set aside funds for a new training event and to get it to the Committee on Finance and Investments in a designated amount. He felt it would be great press for NJDA.

The NJDA Directory should be out next week.

GOOD AND WELFARE

The Board congratulated Dr. Tom Rossi on his first meeting and welcomed Dr. George Anthansios as Trustee for Essex. Congratulations was sent to Samantha Bove Heffernan on her nuptials.

ADJOURNMENT

There being no further business, the meeting was adjourned at 2:01 p.m.

Respectfully submitted,

Peter DeSciscio, DMD
Secretary
6/12/19

/pfc

Council on Annual Session Conference Call Minutes of June 4, 2019

Attendance:

Chairperson:	Joseph Basilicato	Union:	Deborah Flynn-Nyktas
Vice Chair (Passaic):	OPEN	Chair of CE Committee:	ABSENT
Atlantic Cape May:	Jeff Delson	President:	ABSENT
Bergen:	ABSENT	President-Elect:	Mitchell Weiner
Central:	Catherine Young	Vice President:	ABSENT
Essex:	Renee Arace	Speaker of the House:	ABSENT
Hudson:	ABSENT	Treasurer:	Peter DeSciscio
Mercer:	Michael Scalia	Secretary:	Renee Arace
Middlesex:	ABSENT	Past President:	Alan Rothstein
Monmouth Ocean:	ABSENT	Editor:	Harvey Nisselson
Southern:	Stuart Wallet	Executive Director:	Art Meisel
Student:	Tina McArdle	Business Manager:	ABSENT
Student:	Felice Amoo-Achampong	Dir. Prog. & Devel.:	Maureen Barlow
Tri County:	ABSENT	Marketing Specialist:	Samantha Bove

Call to Order

I 2019 GSDCE Revenue

- Dr. Arace thanked the council for working so hard to make the conference a success. She explained she would be completing her tenure as Chairperson by presenting the registration and finance numbers for the 2019 Garden State Dental Conference & Expo.

II Expenses

- Unfortunately, Dr. Bambara had to cancel his lecture because of health issues but we did make provisions for the several attendees that were registered.
- At the time that Dr. Bambara cancelled, there were 8 attendees registered so we gave them an opportunity to switch classes and everyone is fine.

III Reports

1. AS Registration History
2. Attendance by Component
3. Registration Type
4. Course Attendees and Revenue
 - Reviewing the four reports disseminated, Dr. Arace pointed out that each year our numbers get smaller and smaller. The attendance by component indicated that we continue to see the most engagement from Essex, Middlesex, Monmouth and Tri-County. These component numbers reflect why we're getting away from this conference/expo format.

IV Council Feedback

- Dr. Arace discussed her two biggest take-a-ways from the conference that the council should continue to strive for. First, we need strong component participation. Component marketing and engagement is the only way we can ensure successful program planning. Second, taking a look at the revenue generated from the Conference Pass (\$25.00) it is important to keep this in mind for future planning. A nominal charge is effective. Less people will register unless they actually intend on going. And the revenue it generates helps to support the program itself.

- Dr. Weiner stated that leading into 2020 our alliances with component leadership is most important. This is why we are hosting a NJDA/Component Collaborative Workshop on June 12th from 9:00am – 11:00am at the Pines Manor in Edison.
- Maureen said although the intended workshop invites were component leaders, NJDA officers and trustees, all council members are welcome to attend. Maureen will send the electronic invite tomorrow.
- This is a working meeting and we will be making decisions and accomplishing tasks. The meeting will be the launch of future online workshops so that we can continue to engage.
- The NJDA/Component Collaborative Workshop will focus on marketing, doing a better job with the component calendar, forms that are used, programs that we sponsor such as the Bank of America program, Colgate program and Officer Visitations. The programs that NJDA sponsors are packaged programs that are pre-approved by the State Board of Dentistry and there are components that do not take advantage.
- The workshop will also collaborate on membership and recruitment and unveiling a new slide that we are offering on our website and customizations to our Monday Morning email.
- This is the launch for the future of our association and it will happen either quarterly or monthly depending on your decision since we will be using Zoom. With Zoom you can participate from the comfort of your own office and we will show you where the resources are on our website.
- Dr. Weiner replied that this is awesome and we have a really good idea and way of how we will implement it. This is something that will affect a larger scale.

V NJDA's 150th Anniversary Year

- Dr. Joe Basilicato, Chairperson, thanked the council for their great work and stated that it's been a pleasure working with the council for the past three years. NJDA is celebrating it's 150th anniversary in 2020 and the council has been tasked with the planning of the celebratory events.
 - Dr. Basilicato added that we have the list of events taking place throughout the year but there are only five that are our responsibility which are the Ribbon Cutting Ceremony, President's Dinner Dance, Jersey Shore Event, Family Picnic and NJDA's Official Anniversary.
 - Maureen added that tonight's discussion of the Anniversary Year is an overview but we will dive deeper.
 - Maureen stated that the Celebratory Events were designed to highlight different areas of the state and make them available to different audiences of members.
 - Maureen announced that NJDA has an intern working with us this summer and she is working with both her and Sam and her primary focus is the celebratory events so she will be on the next call in July.
 - Dr. DeSciscio suggested that when these events are hosted, the components need to champion this and he asked if this should go through the Champions of Action so that this is consistent and we don't lose momentum. We used the Champions of Action for a period of time but maybe these members can be used to gather momentum and sure the attendance is good by getting the word out.
 - Maureen replied that the Champions of Action was an idea that came from the components because they wanted to focus on social media and Sam took over this task and it was a short lived action that took place from October – May.
 - The goal of the Champions of Action was social media which Sam did accomplish with the champions.
 - Sam added that when working with the champions there were some who were very engaged and some that weren't very responsive and she tried to keep the momentum but toward the end of the goal period the champions responded even less. Sam tried reaching out by asking to post program promotions on their component social media pages and there was little to no engagement.
1. Ribbon Cutting
 - Dr. Basilicato stated that the Ribbon Cutting Ceremony is scheduled for January 15th and Maureen added that this date was selected because it is our first Board Meeting in 2020 and all are welcome to attend.
 - The Ribbon Cutting Ceremony will be the official grand opening of the new facility and in addition to the ribbon cutting there will be breakfast.
 - Maureen stated that the event will be maybe an hour or half hour long. We will also be taking a lot of pictures and it will be a very exciting time for us. If you haven't already taken a look at our Monday Morning email, there are updated renovation pictures.

2. NJDA Dinner Dance

- Dr. Basilicato announced that the Dinner Dance will be on June 7th, 2020 and it will be on a private yacht called the Atlantica. The date is already scheduled since we needed to move quickly and this event is in conjunction with the President's Dinner Dance.
- Maureen pointed out that the Dinner Dance is on a Sunday which is unusual for us but we want to make everyone aware.

3. Jersey Shore Event

- Dr. Basilicato stated that we are looking at a Jersey Shore event in Atlantic City in July and Maureen added that the whole idea is that we wanted to recognize the Jersey Shore and we recognize that it is very costly and we think that the best time to host it is during the summer but this committee makes these events.
- Maureen added that we started exploring a casino and that we wanted a beach event and then we started considering a wine tasting. We may book something at a casino and have access to the beach.
- If the event is over the weekend it may start to get costly and it would be set up as a pay as you go.
- The other option we are considering is Seaview which is by the South Jersey Area.
- Dr. Delson mentioned that Seaview is a lovely country club based hotel and it is being renovated continuously. It is not a place that you would go to other than to golf and it is not by the beach.
- Maureen added that it is a destination so if we host this in July we would have it on a Thursday. We would also offer a room block and all 290 rooms have been renovated. Maureen was able to negotiate the rooms down to \$149 on Thursday night so that it would be \$175 with tax. If we wanted to host a 2-day event the rate would be the same for Wednesday and Friday would bump up to \$249.
- Maureen suggested that we host the event as a destination and make it an overnight celebratory getaway with shuttles to the casino and beach, host a wine tasting and beer tasting there and also offer golf. One of our members also owns an arcade in the area and the registration can be set up so that members can choose what they want to do.
- Dr. DeSciscio added that he likes Seaview and has held an event there and it was a great facility. There is a lot of great restaurants, there's golf, it's close to Atlantic City, and it has a lot of options.
- Dr. Weiner stated that it is a great venue and it will attract people who will drive far away because it's a big golf place that hosts large tournaments and it is also a destination so we should make it a jam packed one day event and allow people to come on Thursday and take advantage of the room rate. We can make it compartmentalized and compact the events that we are having. Members can extend it outside the NJDA event and make it their own weekend. It's a great destination to motivate people from other parts of the state.
- Maureen suggested that we should offer lots of options and have deadlines so that if nobody registers for something we can cancel it and see where the interest lies. The venue has two beautiful outside areas and we can even host something outside.
- Dr. Weiner mentioned that it's one big celebration and we can offer just a couple of things.
- Dr. Weiner added that the fly situation isn't all that great but Maureen replied that only the bay course area gets flies. Dr. Delson also added that it's a buggy place all summer long and he has been to outside events there that were lovely and it isn't always an issue. We would be fine for a July event and we would also have back up.
- Maureen stated that it should be one central event that everyone comes too but the concern is when the event will take place. Should the event take place on Thursday or Friday? If the event is on Friday are people wanting to drive that day?
- Dr. Flynn-Nyktas mentioned that it seems like a lot to pack into one day without it being an overnight thing.
- Dr. DeSciscio mentioned that maybe one day is the event and the other has shuttles to Atlantic City or Smithville.
- Maureen suggested adding another vote to the survey for if the program should have a lot of options for things to do and is overnight option or if it is looking into a casino and being a one day event.
- Maureen also looked into Ocean Place because our members like that location but they charge \$300 a night whether it's a Thursday night or a weekend and the only thing there is the beach. The

other option that we looked into was Crystal Springs and they want over \$300 a night and the banquet pricing is astronomical so this location is not feasible.

- Dr. Basilicato added that Crystal Springs is also very far north but Maureen replied that we were thinking of switching things around for some flexibility.
- Dr. Arace stated that we have some great ideas and we are reaching members that say that they are not being reached.
- Dr. Basilicato mentioned that the Jersey Shore Event is entirely different from anything we've done before which is very exciting.
- Dr. Basilicato added that we should vote on if the event should be a one day casino evening or something at Seaview.
- Dr. Flynn-Nyktas mentioned that a casino night sounds great.
- Maureen asked if anyone has any other thoughts and the council thinks that the ideas are great.
- A fishing trip was suggested.
- Dr. Delson mentioned that a casino isn't really a group event so if someone wants to go to a casino it could be something that they do on their own.
- Maureen added that we tried to get an idea of food and beverage rates from Seaview and it seems reasonable. There are also two weekends that seem feasible which are July 9th and July 23rd. The weekends of July 16th and July 30th lead into busy weekends for the hotel.
- Maureen asked Dr. Delson and Dr. Wallet if their components will find representing this area worth it and Dr. Delson believes that it would be. Dr. Wallet stated that he will certainly bring it up and he thinks members will participate but it's hard to judge because the same people show up at their meetings. Dr. Wallet also added that Gail can send out an email blast.
- Dr. Arace asked how the fee structure would evolve and Maureen replied that we are going off what we believe to be true and it will probably be a pay as you go structure and there will also be a room block available. For example, if someone wants to play golf it would be paid for independently.
- Dr. Basilicato added that there will be a vote and we will get the results out.

4. Family Picnic

- Dr. Basilicato announced that the Family Picnic is going to take place in September and we do not have a date scheduled yet but it will be held in the Mercer Park area. This will be a family event where people can bring their children if they choose to and we can have fun events like a sack race and BBQ. This would be an informal event and it's something that is different and fun and represents the central Jersey area.
- Dr. Weiner suggested that we host the picnic on September 13th so that we stay away from holiday weekends.
- Dr. DeSciscio asked about having a softball game for the picnic and Maureen replied that it may be difficult to organize but we can do something like a horseshoe tournament.
- Dr. Flynn-Nyktas suggested having a sponsor provide frisbees with their logo on it.
- Maureen mentioned that Dr. Handsman suggested a picnic some time ago so that everyone can bring their families.

5. Official Anniversary

- Dr. Basilicato stated that NJDA's day of incorporation was October 25th, 1870 so that day is our official anniversary. In 2020 this date falls on a Sunday and personally, he thinks that Sunday would be the best date to hold the event because it will be at NJDA and there's a good chance that we can get participation from the entire state because many people don't work on Sundays.
- Dr. Basilicato also added that NJDA Headquarters is an easy location to get to but we should take a vote on if hosting the event on a Sunday is a good option.
- Dr. Scalia asked how long the event will be and Maureen replied that we are creating it so it can be however long we want it to be.
- Maureen added that although the event is in October we would hope that many of the members would have seen the building already. Some ideas that were brought up were a champagne toast, a cake, recognitions and awards. We are not sure what the event looks like yet but during the process of purging as we clean we found some fantastic documents, pictures, and old journals dating back to the 50's and there are multiple copies. We can have fun with this stuff and put it on display and members who attend the event can take them as they wish.

- As far as timing, Maureen stated that we were thinking 1-4pm and at 3pm there can be a celebratory toast. The event will be an open house where people can mingle and maybe we serve wine and do a cheese and fruit board.
- Dr. Scalia suggested that an event on a Friday evening may receive better attendance.
- Dr. Arace replied that Sunday is more of a family day and a religious day so Friday may be better but we can test it out.
- Dr. DeSciscio said that he thinks Sunday is fine because it's a day that everyone can get to at an easier pace and it is more of a relaxing day and it's different. It may be good for our 150th.
- Dr. Weiner suggested that we stay in the 2-3 hour range and accommodate parking. Maybe we can have buses outside of Middlesex County so that members can be bused in by component and it's a fixed amount of time and it may be convenient for the members who want to come.
- Dr. Basilicato mentioned that there may be members that do not want to stay for 3 hours and they can drop in as they wish.
- Dr. Scalia asked how we would accommodate parking and we can accommodate 75 parking spots but we also have large parking lots nearby and Maureen added that she is trying to work out a partnership with the Marriott so maybe we can park there and have a shuttle or we can go to the landlord of the lot and rent a van to go back and forth.
- Dr. Arace asked if we will ask for a reservation response and Maureen replied that yes, we will be. Maureen added that we want to know who will be in attendance and we want everyone to have a name badge and we want to know who to recognize and how long the people were members and maybe we celebrate the anniversaries again.
- Maureen added that the event can be anything we want as long as we get it paid for. This could be an opportunity to have our EBA's in attendance and maybe they give away prizes.
- Maureen also said that we will send out an email survey for what day would be best so that we can receive responses from the entire council. We will ask if the event should be on a Sunday from 1-3pm, Sunday from 1-4pm, or Friday from 6-9pm.
- Dr. Basilicato added that we can vote on if this should be an EBA event as well and Maureen replied that it would be an NJDA event but it would be supported by the EBA's/
- Dr. Arace stated that it would be exciting to have the EBA's there and having them offer prizes.

Upcoming Meeting Dates:

Tuesday, July 16th Conference Call

Tuesday, September 10th Conference Call

Tuesday, November 5th In-Person Meeting (Please note the change. This meeting is no longer Nov 7)

AGENDA
JOINT NJDPAC – COGPA MEETING
JUNE 26, 2019

1. Flag Salute and Roll Call –
 Attending: Drs. Velazquez, Vitale, DeSciscio, Weiner, Perle, Hayling, Babinowich, Young, Feeney, Dietz, Rossi, Castellano, Zamikhovsky, Savad; Mr. Schulz; Ms. Monaco; Consultants: Ms. Sonia Das, AMG; Mrs. Joe DeSanctis, PSI; Mr. Jason Springer, JRS Strategies.

Dr. Velazquez convened the meeting at 1:10pm.

2. SPA Grant
 - a. H2 – SPA Grant Awarded (application attached)
 - i. NCOIL Project w/ ADA State Gov't Affairs
 - b. Meet the Consultants and Get Their Perspectives
 - i. Joe DeSanctis – PSI – Legislative Branch
<https://www.njpsi.com/>
 - ii. Sonia Das – AMG – Executive Branch
<https://www.amg101.com/>
 - iii. Jason Springer – JRS Strategies – Public Affairs
<https://www.jrsstrategies.com/>

Presentations were made by all consultants on who they are and the firms they represent as well as the projects they are working on for NJDA. Jim explained the genesis of the SPA grant and the implementation and reasoning for using these consulting firms.

3. NJDPAC Geoplotting Program – PW - m*3nH,uT:%4f.GTCn:pa9@R6fx+4+] (just copy and paste this to the link below)

<https://percipienttech.herokuapp.com/dentistnj>

Proprietary information – the first of its kind nationally to overlay multiple data sets. Providing comprehensive dentist data for member, nonmember, PAC contributor, Specialist, DSO location. Used to identify dentists for a variety of advocacy and other related initiatives as well as location identification for events and contributions. Membership and advocacy initiatives are also contemplated for this list.

4. NJ Dental Director – Hired (Start Date July 8, 2019)

<https://www.linkedin.com/in/drdarwinhayesdds/>

Dr. Darwin Hayes – was announced to NJDA a couple weeks ago. He's a member dentist from Mercer who has a solid resume. He starts July 8th. Jim is already setting a meeting with him.

5. State Board Appointments –

<https://www.njconsumeraffairs.gov/den/Pages/members.aspx>

The Council expressed its desire to identify people with diverse skill sets to serve on the State Board and other Boards as the need arises. Mitch Weiner - NJDA's needs to build a bench for State Board and other appointments. Peter DeSciscio – dental school representation should be a couple members with the right skill sets. Also, the members should be dental examiners too as an obligation to the profession. NJDA recommendations are sent to the Governor but he is not bound to those recommendations.

6. Dental Network Leasing Bill – Update (HIPAA Amendment)

https://www.njleg.state.nj.us/2018/Bills/S3000/2507_R1a.PDF

The amendment made the bill not identical to the initial Senate bill. Therefore, the Senate needs to concur with the new language. The bill is scheduled for a vote and expected to pass on 6/27/2019. It will then go to the Governor's Office for action. Jim and AMG have already met twice with the Governor's Office on this legislation. (Note: the bill passed the Senate 36-1 on 6/27 and is now on the Governor's desk awaiting action. There is a long backlog of legislation before the Governor so this may take some time.)

7. State Health Insurance Exchange – Murphycare

<https://www.nj.gov/governor/news/news/562019/approved/20190322a.shtml>

Related to the MEWA regulatory issue. NJDA has been able to slow legislation that would reclassify “single life” health insurance plans. Additionally, NJDA and the MEWA coalition have been able to slow the rating legislation that would eliminate certain rating classifications like gender and age. NJDA along with the Funeral Directors, the Builders, the Fuel Merchants, and the NJ Business and Industry Association have been lead organizations on the lobbying effort.

8. NJDPAC Events – update

- a. Shore Event -
- b. Rescheduled New Dentists Event –
- c. Golf Outing – October 2nd Old York Country Club, Chesterfield
- d. Fall Reception – September TBD

NJDPAC has scheduled several political action events that are more regional and specific in purpose in an effort to make dental politics more local. The first “shore” event grossed nearly \$5,000. The New Dentist event however needed to be rescheduled due to Trenton-related issues and lower turnout numbers (time of event was an identified factor). Please share the information on these events with your components and other member dentists.

9. NJDPAC Financials –

Approx. \$41,000 (does not include June receivables or recent NJDPAC events)

NJDPAC receipts are down YTD - \$198,825.52 with 981 members contributing for a 22.8% penetration rate. Down from nearly 28% last year to date. Andy Dietz suggested NJDPAC solicit and go after non-member dentists. Dr. Perle recommended going after likely contributors.

10. NJDPAC Contributions Recommendations –

- a. Sen. Singer –
- b. Sen. Cryan –
- c. Asm. Bramnick –
- d. Sen. Sweeney –
- e. Asm. Coughlin –
- f. Sen. Sarlo –
- g. Asm. Greenwald –

This is a list of large upcoming events to which NJDPAC needs to or is sending member dentists over the next month. Anyone interested in attending or participating in these events should contact Jim Schulz for more information. Several of these events are golf outings in which NJDA is participating.

11. NJDPAC Member Attendance –

- a. More than 24 events were attended by members this Spring.

Fanning member dentists out to political events across the state has helped NJDA lobbying efforts this year.

12. “Black Box” Juvenile Informed Consent Legislation –

https://www.njleg.state.nj.us/2018/Bills/S2000/1642_R1.PDF

Jim Schulz reported that he testified in favor of this legislation which is consistent with the NJDA’s Opioid Prescribing Guidelines of 2016.

Dr. Babinowich - while supportive NJDA needs to be careful of potential HIPAA violations and is subjective in nature. Art has been asked by the Council to review the NJDA Informed Consent again to ensure there isn’t a HIPAA issue.

13. NJDDS Budget Appropriations (Ref – Page 7-15)

<https://www.njleg.state.nj.us/20Budget/FY%202020%20Scoresheet%20-%20Introduced.pdf>

The \$170,000 appropriation was secured through Assembly Majority Leader Louis Greenwald for NJDDS. The budget is awaiting action by the Governor. At this time, it is unknown if the Governor will support the appropriation. Jim and the NJDA consultants are advocating for his support. (note: the Governor signed the budget into law with the \$170,000 line item for NJDDS on June 30th).

14. Wage & Hour Reform Legislation –

https://www.njleg.state.nj.us/2018/Bills/A3000/2903_R3.PDF

This draconian legislation would fundamentally change wage and hour laws and associated penalties for businesses, including dental offices, for violations of the said law. NJDA is part of a broad coalition to stop or slow this legislation from enactment. The NJDA, while an initial coalition member, was not originally part of the lobbying effort. We now are. (note: both Houses of the Legislature passed this legislation on 6/27/19. It is now awaiting action by the Governor who is expected to sign it into law.)

15. ADA – Cory Booker Letter – McCarran-Ferguson – S.350 Sponsorship

Senator Booker is interested in supporting this federal legislation, but wanted to hear from the NJDA about its position on the bill. As such, working with the ADA, a letter was sent asking the Senator to cosponsor the bill. Please note that Senator Booker was the prime sponsor in the US Senate for the ADA's Action for Dental Health, which President Trump signed into law last year.

16. New Business --

a. CBCT machines requiring inspection Reform

MOCDS would like the NJDA to revisit this topic and change the inspection requirements for dentists for these machines. Jim explained that the only argument that will be successful is one that shows there is no harm to human health. He asked for information to assist in this project.

The meeting adjourned 3:35pm.

COMMITTEE ON FINANCE AND INVESTMENTS

Chair & Treasurer	PETER DeSCISCIO, DMD 210 Augusta Street South Amboy, NJ 08879-1726 732-826-1530 FAX: 732-826-2043 Email: peterdesciscio@aol.com
Trustee or member	ELISA VELAZQUEZ, DMD 368 Lakehurst Road, Suite 305 Toms River, NJ 08755-7339 732-473-1123 FAX: 732-473-1133 Email: evdmd@yahoo.com
Trustee or member	ELIZABETH CLEMENTE, DDS 100 Madison Avenue, Box 65 Morristown, NJ 07960-6136 973-971-4114 Email: elizabeth.clemente@atlantichhealth.org
President-Elect	MITCH WEINER, DMD 3084 State Route 27, Suite 2 Kendall Park, NJ 08824-1657 732-297-4900 FAX: 732-297-4860 Email: mitchellweiner@msn.com
Vice-President	LUCIANO GHISALBERTI, DMD 758 Bergen Boulevard Ridgefield, NJ 07657-1406 201-854-1616/ FAX : 201-854-1434 Email : lagdmd@aol.com
Secretary	RENEE ARACE, DMD 51 Pleasant Valley Way West Orange, NJ 07052-2923 973-325-9933 FAX : 973-325-9210 Email : caps@comcast.net
Chairperson or Designee of Committee on New Dentists	MEHA SHETH, DMD 531 E. Broad Street Westfield, NJ 07090-2107 908-232-9300 Email: meha313@gmail.com
Executive Director (Ex-officio)	ARTHUR MEISEL, ESQ. New Jersey Dental Association One Dental Plaza North Brunswick, NJ 08902-4313 732-821-9400 FAX: 732-821-1082 Email: ameisel@njda.org

(continued on next page)

Revised: 7-18-19

COMMITTEE ON FINANCE AND INVESTMENTS (continued)

Business Manager
(Ex-officio)

RANDI SHOOK
New Jersey Dental Association
One Dental Plaza
North Brunswick, NJ 08902-6020
732-821-9400 FAX: 732-821-1082

COMPOSITION:

Committee on Finance and Investments –
The Committee on Finance and Investments will consist of two (2) members appointed by the President, one Trustee and one who may or may not be a member of the Board of Trustees, the President-Elect, the Vice President, the Treasurer who serves as Chair of the Committee on Finance and Investments, the Secretary, the Chair of the New Dentist Committee and the Executive Director and Business Manager shall be a member ex-officio without the right to vote.

DUTIES:

To review annually, preliminary estimates of income, expenditures and additions to reserve; to examine the annual budget requests with a view of making specific recommendations to the Board of Trustees; to conduct the Financial and investment program in accordance with the rules approved by the Board of Trustees; to present written reports at least semi-annually to the Board of Trustees.

BUDGET HEARING
COMMITTEE

The Budget Hearing Committee shall consist of the officers and Trustees. This Committee shall also be composed of one member selected by the component. The component member must be either the President, the President-Elect or the Alternate Trustee of that respective component, or an individual selected by the component society who shall serve for three (3) years. (Approved by the Board on 5-11-83.)

MEETINGS:

Shall be subject to the call of the Chairperson or any two of its voting members.