

# NEWSLETTER



2024 Vol. 14, No. 1

## Letter from the President



Greetings members of the Fourth District. Firstly, I would like to thank Dr. Christina Coccozzo for her service as president last year. She planned a fantastic Saratoga Dental Congress and helped put together a great send-off for Dr. James Galati as outgoing NYSDA president. I want to thank all of our members for being a part of and supporting organized dentistry.

My first exposure to organized dentistry was when Dr. Robert Westcott (former executive director of the Fourth) came to speak to my freshman class at Columbia. His passion for the profession

was inspiring. I could have never imagined that I would be practicing in his district 8 years later. I approached Bob about getting involved in the district. I started out by going through the chairs of the Upper Hudson and became the Upper Hudson representative to the Fourth District. And here I am today as your president.

I am humbled by the support you, my colleagues, have shown me. The ADA is recognizing the decline in membership and the changing needs of practitioners. I attended the ADA House of Delegates this past fall. The threat of California dropping the tripartite requirement has gotten the attention of our ADA leaders. The landscape of our profession is changing from solo and small group practices to more corporate offices with employee dentists. The ADA is working to offer benefits and membership opportunities that will fit with the changing needs of dentists. If you have an issue, I urge you to contact myself or our delegates Dr. Korkosz and Dr. Wetzel.

The signs of Spring are here - warmer days, flowers blooming and the Saratoga Dental Congress. Lisa Hicks has been an invaluable aid in helping me set up this year's meeting. We have arranged to have some excellent speakers on a variety of pertinent topics. In addition to CPR, we will be offering a class for the state mandated Child Abuse Reporting. Dr. Coccozzo and Dr. Barzani worked hard to arrange speakers for the district's CE series. This is a fantastic member benefit and I hope you attend the SDC and our CE classes. In closing, I look forward to a great year serving the membership as your president. Thank you, John A. Milza, Jr., DDS

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**Fourth District Dental  
Society of New York**

**NEWSLETTER**

**Spring 2024 Vol. 14, No. 1**

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Dr. Adrienne Korkosz

**NYSDA DELEGATES**

Dr. Christina Cocozzo  
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Dr. John Milza  
Dr. Frederick Wetzel

This newsletter is the official publication of the Fourth District Dental Society. It is published three times a year: Fall, Winter, Spring/Summer. Unless officially adopted by the Fourth District Dental Society and so indicated, opinions expressed in this publication are not necessarily the views of the association.

Please contact the Fourth District office with changes to your home or office address, phone number, or email.

**Upcoming Events:**

**Schenectady Branch Meeting—April 18, 2024**

Stella's Pasta Bar, 6pm [REGISTER](#)

**Saratoga Dental Congress—Thursday May 23 & Friday May 24, 2024**

The annual membership meeting will be in Saratoga again this year. Plan to attend a lecture, visit the exhibitor hall (over 30 vendors!), update your CPR and connect with members from across your district. Support the 4th District and plan to attend the member meeting on Thursday at 11:30 at the Saratoga City Center. [REGISTER](#)

**Speakers:**

Dr. Uche Odiatu "The Mouth-Body-Mind Connection" & "The Human Microbiome"  
Dr. Daniel Pompa "Actions & Algorithms for Medical Emergencies"  
Dr. Robert Lipscomb "This Crown Doesn't Fit"  
Legal Updates Tricky Situation with Esqs.: Fran Ciardullo & Margaret Surowka  
CPR

Child Abuse Reporting (new mandate / update for all dentists and hygienists) Course available after SDC  
May 23th, 5 PM—Saratoga City Center  
Call 518-371-1117 to register or [REGISTER](#)

**NYSDA House of Delegates Meeting-May 31-June 2, 2024-** Turning Stone, Verona, NY

**Annual Golf and CE- Friday September 20, 2024**

**Infection Control & Fall Business Meeting**

Plan to join us for the AM Infection Control course (8am) and fall business meeting, stay for lunch, then head out to the second course of the day...18 holes at the beautiful Hiland Park Golf Club. [INFECTION CONTROL REGISTER](#)

**ADA House of Delegates— October 18-21, 2024**

New Orleans, LA

**CE Series, Course #4 –Friday, October 4, 2024**

AM webinar “Artificial Intelligence Impacts Dentistry”  
3CEs Dr. Brandon Veremis [REGISTER](#)

**New Dentist Meeting — TBD Sept/Fall 2024**

**Women Dentist Meeting — TBD Oct/Fall 2024**



## Installation Dinner 2024

The enormous gavel again changed hands. Dr. Gleason was our wonderful emcee and installed your 2024 Officers at the beautiful Queensbury Hotel on January 6, 2024. Shout out to Dr. Christina Cocozzo for a terrific 2023 and we look forward to another great year with Dr. John Milza at the helm, supported by President-Elect Dr. Jenn Kluth, VP Dr. Edmund Wun, Secretary Dr. Claire Kiehl and Dr. Rachel Hargraves as your Treasurer.



Dr. Cocozzo and  
Dr. Milza



Dr. Gleason, Dr. Milza, Dr. Kiehl,  
Dr. Hargraves, Dr. Kluth, and  
Dr. Wun



Mrs. Dale Gleason, Dr. & Mrs. Jonathan  
Schutze, Mrs. and Dr. John Schutze, Dr.  
and Mrs. Michael Breault



Dr. Galati, Senator Jim Tedisco, Dr. Ogden, Dr. Chung

**Advocacy Day**-The 4th District was represented at this year's Advocacy Day, March 19 & 20 at the Capitol Buildings in Albany. Drs. Chung, Galati and Ogden discussed our priorities with legislators including: license modernization (portability), the licensure process and dental scope of practice; insurance reform (non-covered services, medical loss ratio and Medicaid reimbursement), and new dentist assistance (includes loan forgiveness and geographic placement).

## Continuing Ed

Our Seminar Series has been a very successful CE program held in conjunction with the Third District.

February 2nd we hosted a webinar of local orthodontists; Dr. Alexander, Dr. Cooney, Dr. Griswold, Dr. Lozman, Dr. Tyner. "Straight from the Source."

March 1st, we hosted Joshua Austin, DDS, MAGD at the Desmond Hotel, Albany, "Materials & Tech that Expedite Excellence"

April 12th, we hosted Brian Novy, DDS at the Hilton Garden Inn, Clifton Park for an energetic course on "Offensive Dentistry" and "Nobody Caries"

*Thank you* to all our sponsors for making our Seminar Series a great success:

DDS Match, TD Bank, Ivoclar, Brookbeam, Wealth Advisory Group, BonaDent, Crane Dental Lab, Kuraray America, MLMIC & CG America



## Outreaches:



## **Stick it to Cancer– March 29th & 30th, 2024– ,**

The Fourth District participated in the Stick It To Cancer Night at the ADK Thunder Hockey game in coordination with the NYS Dental Foundation and the CR Wood Cancer Center at the Saratoga Hospital. This is our second year participating and offering free oral cancer screenings for nearly 50 attendees to the game. Thank you to our local doctors (L to R) John Milza, Joseph Potvin, Tim Adams and Foundation Executive Director Stacy McIlduff (and not pictured Dr. Jamie Cohn) for supporting this annual community event...already planning for next year, sticks up!



Dr.Harrison, Dr.Lindner,  
Dr.Mass

**Fluoridate Wilton Water-**The Fourth District has been working with Dr. Harrison (FDDS), community member, Peter Lindner, PhD, Dr.Bill Mass (former Director of Dental Health for the CDC), and pediatrician Dr.Claudia Farrel, for the last few months, supporting Dr.Lindner's efforts to attempt to fluoridate water in the town of Wilton. Dorothy Nolan Elementary school is the only school in the Saratoga Springs City District on a public water system without fluoride. Presentations have been made to the Wilton Town Board, the Wilton Water and Sewer Authority, and a public information session at the Saratoga Public Library. Please join at the upcoming community session 4/29 at Dorothy Nolan Elem.

## Salute Vets With a Smile

To My Fellow 4th DDS Members ~As you may know, the New York State Dental Foundation has initiated our 'Salute Vets with a Smile' program. This campaign has gotten off to an amazing start. In the Fourth District, we have 14 veterans in need of care who have signed up, with more applications coming in daily. We have 10 dentists who have volunteered their services, but we have many more who are in need of a volunteer dentist. A big thank you to those dentists who have already signed up to help. I hope that other members will consider helping at least one Veteran. For those of you who are retired and/or in a specialty that does not lend itself to the needs of Veterans, will you please consider helping this worthy cause by agreeing to pay a lab fee incurred by one of your colleagues? I would be happy to discuss the details of this program with you, either by phone, e-mail, or in person. By all working together, I am confident that we can make a significant impact on the dental needs of this underserved group of men and women who have given so very much to our country. Please sign up to help today! With Deep Appreciation, Loren C. Baim DDS, NYSDF Trustee



SALUTE VETS WITH A  
**SMILE** *New York*

**WILL YOU PLEDGE TO PROVIDE DENTAL CARE FOR ONE VETERAN IN 2024?**

Through major acts of courage and simple acts of kindness, Veterans have protected Americans' rights and defended our freedoms. Yet millions of U.S. Veterans are going without much-needed, essential oral health care.

The New York State Dental Foundation is organizing a crew of dentists across New York State who will pledge to provide free dental treatment to one or more United States Veterans in 2024.

### **PLEDGE YOUR SUPPORT TODAY**

- Fill out the [pledge form](#). Your name will be added to our internal directory of Dental Heroes.
- We will spread the news about New York's Salute Vets with a Smile program and connect Veterans in need with a Dental Hero in their area.
- Free toothbrushes and up to \$500 in funding for supplies will be provided to any components wishing to organize an additional Veterans event in their district.



"85%, or about 7.8 million veterans enrolled in the Veterans Affairs health care system, are ineligible for VA dental benefits... in order to qualify for dental services, Veterans must either have a dental issue that is service-connected or qualify based on narrow criteria."





## **Letter from the ADA Trustee to the NYSDA Components – April 2024**

### **Brendan Dowd DDS Second District Trustee**

The year 2024 has been termed the “implementation” year due to all the changes that are being incorporated. Year 2025 has been labeled the “growth” year because of the anticipation of seeing the benefits from the previous three years of agreed upon changes at the American Dental Association.

The new operational platform, Sales Force/Fonteva, will go live July 7<sup>th</sup>, 2024. There has been an extensive amount of testing over the past year by the ADA IT team to prepare the organization for the new system and its applications. Specific training has begun in April and will continue as the system is implemented. As you know, this will replace our current association management system, Aptify, and will be used in support of the entire tripartite. The Customer Relations portion of the system will help us improve specialized communication with each of our members. Instead of generalized, mass emails to all members at periodic, pre-ordained intervals, this system will target each member with specific interests to that member. In other words, help our members succeed, instead of annoying them. I am very excited we are replacing the outdated Aptify system with Salesforce/Fonteva. All our members will start seeing the benefits of this exceptional operational platform by the end of the summer.

The new Membership Pilot Program had the finishing touches put on it at the end of March. Currently, there are five states participating in the pilot beginning in January 2025. The program is looking toward potentially incentivizing and customizing membership to facilitate joining and keeping monthly payments to continue ongoing membership. Times have changed in membership financial protocols and the ADA needs to change with them. Discussions will take place at the ADA House of Delegate meeting in October of 2025 after information and data has been collected from the pilot program.

ADA Dentist and Student Lobby Day took place in Washington, DC from April 7<sup>th</sup> through April 9<sup>th</sup>. A new attendance record, which included approximately 335 dentists and over 700 students, gathered at the Capitol to explain the positions the dental profession feel is critical to take care of our patients the best way possible. Issues including the Dental and Optometric Care Access Act, specific student debt issues and particular workforce items, including reauthorizing the Action for Dental Health Act of 2023, were discussed in congressional offices to stress the oral health and overall health of the citizens of America. Thank you to all the dentists and students who attended this very important event. Please make sure you share this information with our fellow colleagues and students who were unable to participate. The more information that is transferred, the more knowledgeable all of us are on the critical issues dentistry faces today.

I am thrilled to announce the ADA will be expanding its footprint in the financial ancillary services area. It has been decided to take part in the credit union arena. The ADA already participates in other financial services for members, including different forms of disability and life insurance plans, but this will be our first venture with a credit union. This will give our members a chance to borrow funds from a pooled source of deposits at a lower interest rate. The goal is to offer a package by the middle of 2025. Stay tuned for further details. This is a great example of your ADA hard at work and thinking outside the box to offer tangible benefits for our members.

As many of you know, there has been several different states around the country working on Medical Loss Ratio legislation, specifically tied to dental insurance. Because of laws implemented through the Affordable Care Act, all medical insurance companies are required to spend a certain percentage of their premiums on patient care and quality measures. This is not true with dental insurances for dental services. ...continued on page 6...

## ...( Continued from pg 5)Letter from the ADA Trustee to the NYSDA Components

Massachusetts set the bar at the end of 2022 with establishing a Dental Loss Ratio of 83% through a state ballot initiative. Since then, state societies have been working to achieve similar results. A large percentage of states do not offer ballot initiatives, and legislation is the only pathway. Concurrently, ballot efforts are extremely expensive. In November of 2023, the ADA agreed to a National Coalition of Insurance Legislators (NCOIL) initiative with the National Association of Dental Providers (NADP). The model included public transparency of dental insurance company financials, setting of a specific DLR being placed on dental plans that are repeatedly below one standard deviation below the average of all the plans in the state, and a rebate to patients when the dental insurers have DLRs below what has been set for them. That percentage will be calculated from existing DLRs of current dental insurance companies in each state. This model can be used as a starting point for negotiations within each state.

The New York State Dental Association is currently supporting sponsored legislation in the state legislature promoting all the aforementioned initiatives with a DLR of 82%. Both of our sponsors, Senator Neil Breslin and Assemblyman David Weprin, are chairs of their perspective NYS insurance committees and members of the executive committee of NCOIL.

I wish all of you a pleasant summer season and I will be in touch with another installment of the Trustees' Corner at the end of September. Please contact me at 716-510-3217 if you have any questions concerning the ADA or if you need to talk about our profession in any way.

Sincerely,

Brendan Dowd DDS

ADA Trustee, Second District

### **NEW Compliance Updates:**

**Beneficial Ownership** Information Reporting Rule enacted under the federal Corporate Transparency Act affects many dental practices. Reporting commences on January 1, 2024. Deadline to file January 1, 2025. The chart explains who must report. The **compliance guide** explains what must be reported about **ownership** of the business entities. Further information on the **Beneficial Ownership** Information Reporting Rule can be found at: <https://www.fincen.gov/boi>.

**Credit Card Surcharge** The new bill requires all sellers who impose credit card surcharges, to post the total price, inclusive of the surcharge. The surcharge to customers may not exceed the amount of the surcharge charged to the business by the credit card company for such credit card use. Under the new law, sellers may offer multi-tiered pricing consisting of: 1) the cash price; and 2) the total cost if paying by credit card, but they must clearly post the credit card price inclusive of the surcharge, and the final price of the transaction, including the surcharge, which cannot amount to a price that is higher than the posted purchase price. The seller must indicate the total price, in a dollar amount, inclusive of the surcharge.

**4th District 2024 Budget** The 2024 budget was developed by the Finance Committee and It will be voted on at the general business meeting at the SDC, Thursday May 23 @ 11:30AM, meeting room 1. Thank you to the Finance Committee Co-chairs: Dr. H. John Schutze & Dr. Fred Wetzel

<b>Income</b>		<b>6600 OFFICERS' EXPENSE</b>	
4000 C E INCOME	25,000.00	6601 PRESIDENT	100.00
400010 CE Expenses	-15,000.00	6602 PresElect + 1 Alt ADA Delegate	6,000.00
400011 C E Sponsor/exhibitor	5,000.00	6407 4 NYSDA Alt Delegates	2,500.00
Total 4000 C E INCOME	<b>\$ 15,000.00</b>	Total 6602 PresElect+1 Alt ADA Del	<b>\$ 8,500.00</b>
4010 DUES	44,000.00	6603 TREASURER	500.00
4025 MISC INCOME	350.00	Total 6600 OFFICERS' EXPENSE	<b>\$ 9,100.00</b>
4023 INTEREST INCOME	25.00	EXECUTIVE DIR. Full Office expense**	
Total 4025 MISC INCOME	<b>\$ 375.00</b>	6400 Mtgs/Auto REIMBURSEMENT	
4040 PROGRAM ENDORSMT	11,000.00	6404 Mtgs ExecDir ada,nysda,local	1,000.00
4060 SDC		6405 AUTO EXPENSE Reimb	
4061 SDC EXHIBIT/Sponsor	20,500.00	6406 AUTO EXP Exec Dir	500.00
4062 SDC REGISTRATIONS	63,100.00	Total 6405 AUTO EXP Reimb	<b>\$ 500.00</b>
4063 SDC RAFFLE	1.00	Total 6400 Mtgs/Auto REIMB	<b>\$ 1,500.00</b>
61121 SDC Annual Expenses		6502 OFFICE EXPENSES	2,500.00
61031 Meal SDC	-15,000.00	6501 POSTAGE	250.00
61041 Rentals SDC	-17,000.00	6504 SERVICE Charges CC Bank	3,000.00
61051 Speakers SDC	-25,000.00	6506 RENT	5,500.00
61131 Other SDC Expenses	-6,000.00	6751 ISP+PHONE	2,500.00
Total 61121 SDC Annual Expense	<b>-\$ 63,000.00</b>	6752 WEB SITE DVLP AND MAINT	350.00
61141 Future SDC Advance	1.00	Total 6502 OFFICE EXPENSES	<b>\$ 14,100.00</b>
Total 4060 SDC	<b>\$ 20,602.00</b>	COMPENSATION***	
4065 OTHER 4th MTG Income		6200 COMPENSATION Exec Dir	63,000.00
40652 Golf CE Income	15,000.00	6207 Bonus Exec Dir	1,000.00
406521 Golf CE expense	-10,000.00	Total 6200 COMP Exec Dir	<b>\$ 64,000.00</b>
Total 40652 Golf CE Income	<b>\$ 5,000.00</b>	6203 PAYROLL TAXES INS FEES	5,000.00
Total 4065 OTHER 4th MTG Income	<b>\$ 5,000.00</b>	62031 Payroll Insurances	400.00
Total Income	<b>\$ 95,977.00</b>	6505 Payroll Service	1,500.00
Gross Profit	<b>\$ 95,977.00</b>	Total 6203 PAYROLL TAX INS FEES	<b>\$ 6,900.00</b>
<b>Expenses</b>		Total COMPENSATION*****	<b>\$ 70,900.00</b>
6000 FULL 4TH DISTRICT expenses		Total EXEC DIR. Full Office expns***	<b>\$ 86,500.00</b>
6120 COMM & BD OF DIRECTORS		OTHER EXPENSES*****	
6003 MEMBER RECRUITMENT		6701 ACCOUNTING FEES	2,400.00
6031 New Dentist	1,000.00	6712 HVCC Contributions*****	
60311 Income offset	-1,000.00	67161 Dr. Mark Bauman Schlrshp	1,000.00
Total 6031 New Dentist	<b>\$ 0.00</b>	67163 HVCC Hygiene Pin	1,000.00
6032 Women Dentists	2,000.00	Total 6712 HVCC Contributions*****	<b>\$ 2,000.00</b>
60321 Income offset	-2,000.00	6720 INSURANCE EXPENCE	2,200.00
Total 6032 Women Dentists	<b>\$ 0.00</b>	6741 NEWSLETTER	1.00
6033 BranchDevlp debitvscredit	1,000.00	DONATIONS*****	
Total 6003 MEMBER RECRUITMENT	<b>\$ 1,000.00</b>	6714 MEMORIAL - HONORARIA	1.00
6101 Install Officers & Bd. Mtgs	5,000.00	6717 SDC Raffle Donation	1.00
6102 Board Mtg debit/credit	1.00	6721 ADA Campaigns/NYSDAHost	1.00
Total 6101 Install Officers & Bd. Mtgs	<b>\$ 5,001.00</b>	Total DONATIONS*****	<b>\$ 3.00</b>
Total 6120 COMM & BD OF DIR	<b>\$ 6,001.00</b>	Total OTHER EXPENSES*****	<b>\$ 6,604.00</b>
		Total 6000 FULL 4TH DIST expenses	<b>\$ 108,205.00</b>
		Total Expenses	<b>\$ 108,205.00</b>
		Net Operating Income	<b>-\$ 12,228.00</b>
		Net Income	<b>-\$ 12,228.00</b>



**Fourth District  
Dental Society**  
632 Plank Road, Suite 200  
Clifton Park, NY 12065

## 4th District Committees

In addition to the executive board, there are many members who dedicate their time to making the Fourth District tick! Thank you to all members who actively participate in our district by joining councils and committees. Your involvement is key to our success and needed to further strengthen the Fourth District. If you are interested to become involved, please reach out to any Council Representative, Officer or Board Member of the 4<sup>th</sup> district. If you would like to attend a board meeting, please contact Lisa at [office@4thdds.org](mailto:office@4thdds.org). Upcoming Meeting Dates: May 23 (at SDC, 11:30am), June 12, November 6 and December 4.

### 4th District Branch Presidents and Representatives:

Adirondack Branch—Dr. Morris Feinberg  
Fulton Hamilton Montgomery Branch—Dr. Sarah Fox, Dr. Gary DiSanto-Rose  
Saratoga Branch—Dr. Katherine Guilfoyle, Dr. Laura Johnstone  
Schenectady Branch—Dr. Richard Hoskinson, Dr. William Down  
Schoharie Branch—currently open  
Upper Hudson Branch—Dr. Jacob Merryman, Dr. John Milza

### Current Council Representatives:

Awards—Dr. May Hwang, Dr. Wayne Harrison, Dr. David Parsons

Continuing Education—Dr. Christina Coccozo, Dr. Golaleh Barzani  
Constitution & By-Laws—Dr. John McCambley  
Dental Benefits—Dr. William Down  
Dental Education & Licensure—Dr. Morris Feinberg  
Dental Foundation—Dr. Loren Baim  
Dental Health Planning & Hospital Dentistry—Dr. Laura Johnstone  
Dental Practice—Dr. Diana Sandu  
EDPAC—Dr. Frederick Wetzel  
EDPAC Immed. Past Chair—Dr. Michael Breault  
Ethics—Dr. Loren Baim  
Finance—Dr. Frederick Wetzel, Dr. H John Schutze  
Governmental Affairs—Dr. Phong Chung  
Membership & Communication—Dr. Katherine Guilfoyle  
MLMIC Underwriting Claims—Dr. Frederick Wetzel  
Necrology—Dr. Claire Kiehl  
New Dentist—Dr. Aliah Joslin  
Newsletter—Dr. Crystal Arpei-McHugh, Dr. Rachel Hargraves  
Nominations—Dr. Wayne Harrison  
Peer Review South—Dr. Bettina Pels-Wetzel  
Peer Review North—Dr. Anne Marie Spear  
Substance Abuse & Well Being—Dr. John McCambley  
Relief—Dr. John McCambley



## Retired Life Members 2024

Dr. Mohammad Baghaei-Rad  
Dr. Aliakbar Noorani  
Dr. Bruce Davis

## In Memoriam 2024

Dr. Gerald Benjamin