

MDA Secures \$410,000 in PPE for Dentists

The MDA Central Office staff continues to seek PPE opportunities for Montana dentists. This quest began on April 17th, when MDA announced that the Montana Oral Health Foundation would fund and distribute 3,400 Montana Masks and 50,000 filters, providing 5 masks and 50 filters to every dentist in Montana. Since that initial effort, MDA secured the following shipments from Department of Emergency Services stockpiles:

1. May 19, 2020: 25,000 KN95 masks, 40 to each dentist, valued at \$2 each (\$50,000)
2. May 21, 2020: 15,000 disposable face shields, 100-300 per dentist who requested them, value of \$2 each (\$30,000)
3. May 27, 2020: 25,000 N95 masks, 40 to each dentist, valued at \$6 each (\$150,000)
4. July 28, 2020: 15,000 disposable face shields, 100-300 per dentist who requested them, value of \$2 each (\$30,000)
5. July 28, 2020: 25,000 N95 masks, 40 to each dentist, valued at \$6 each (\$150,000)

MOHF was just awarded a grant from the state for \$10,000 to cover shipping expenses of the Montana Mask distributions.



The Montana National Guard delivered 25,000 N95 masks to the MDA Central Office in Helena. Photo by Al Garver.

INSIDE

- 2 President's Message
- 4 DPHHS Coding Changes Published
- 5 MT Donated Dental Services 3rd Quarter Report
- 7 MoDePAC Candidate Contributions
- 10 MDA Letter Supporting Expansion of Great Falls College's Education Dental Clinic
- 14 MDA Letter Addresses Limited Access Permit (LAP) Hygienists' Operation in Public Schools
- 16 ADA Events Cancelled
- 19 Career Center / Classified Ads



Pam Maslanka (left) and Jean Strainer (right) pose with Sergeant Doug Raymer (Stevensville, Montana), who led the Montana National Guard team bringing the third group of PPE to the MDA office in Helena on July 30. Photo by Al Garver.

It's Good To Be Back!

It is REALLY good to be back with our patients, our work families (staff) and doing what we love doing! Despite this, there are tough parts about getting back into the swing of things, both for us and our teams; putting long days in after not working or minimal work, dealing with wearing an N95 mask for hours on end, sweating in a face-shield and gown, and other joys of COVID-19 era dentistry. Now more than ever it is important to communicate clearly with our patients and dental teams. If patients know that the reason things are different or they are having to jump through new hoops it is because we care about their health and the health of our staff. If staff grumbles, it is important to again communicate that we are trying to keep patients and staff healthy AND our practices healthy enough to keep them employed.

A break in working together coupled with new challenges can throw even the most "well-oiled machine" of a team into some disrepair. In my previous profession working as a mountain guide where we would have a new team of people put together into challenging

condition and expect them to work as a team, we would think in terms of the forming–storming–norming–performing model of group development. This model was first proposed by Bruce Tuckman in 1965. During the "forming" stage, group members are getting to know each other and the situation they are in, they are typically polite and this can be thought of as the "honeymoon" period. Next comes the "storming" - as team members start to actually work together, personality conflicts and disagreements and questioning of leadership can occur.

Not all groups go through this stage, but if a group does, conflicts must be resolved before a group can really move to the next stage. During "norming" team members take responsibility to work towards a common goal and also start to tolerate other team members' imperfections. Finally, during "performing" a group can attain a high level of success. Of course this is just a way to think about relationships - not every group will follow this model exactly and some may cycle back through some stages, but it can be



DR. JASON TANGUAY
President

Continued on Page 12

EXECUTIVE COMMITTEE:

- | | |
|-----------------------------|---|
| • President: | Dr. Jason Tanguay |
| • President Elect: | Dr. Ingrid McLellan |
| • Vice President: | Dr. Ron Davis |
| • Secretary/Treasurer: | Dr. Ingrid McLellan |
| • Immediate Past President: | Dr. Ronald Jarvis |
| • Delegates-at-large: | Dr. Jane Gillette
Dr. Kurt Lindemann |

BOARD OF DIRECTORS:

- | | |
|----------------------|----------------------|
| • Dr. Michael Bowman | • Dr. Katie Slocum |
| • Dr. Matt Calkins | • Dr. Tyson Smith |
| • Dr. April Foster | • Dr. Steven Spencer |
| • Dr. Mari Kiesling | • Dr. Jerry Martin |
| • Dr. Will Samson | • Dr. Wade Wilde |
| • Dr. Greg Seaman | |

STAFF:

- | | |
|-----------------------------|---------------------|
| • Executive Director: | Mr. Al Garver |
| • Executive Administrator: | Ms. Jean Strainer |
| • Administrative Assistant: | Ms. Pamela Maslanka |

CONTACT MDA

Telephone: (406) 443-2061
Toll Free (in-state): (800) 257-4988
Fax: (406) 443-1546
Email: info@montanadental.org
Website: www.MontanaDental.org

Mailing Address:
MDA News
Montana Dental Association
PO Box 1154
Helena, MT 59624

The MDA News is a copyrighted publication of the Montana Dental Association and is distributed bimonthly to its members as a direct benefit of membership. All views expressed herein are published on authority of the writer under whose name they appear and are not to be regarded as the views of the Association. MDA reserves the right to reduce, revise or reject any manuscript submitted for publication. Copy for publication should be mailed to the above address.



**9 out 10
dentists
recommend
PayneWest...**



Well, we don't know that exactly—but what we do know is that we've been the Montana Dental Association's endorsed agency for over 40 years! Look to an agency with experience in your industry. Look to PayneWest.

**Contact Nate Allie today
at (406) 238-1910 or
NAllie@PayneWest.com.**



PayneWest.com/Billings



NEWS YOU CAN USE

DPHHS Coding Changes Published

The MDA Dental Health and Access Committee (DHAC) met several times in early 2020 to develop formal coding recommendations for Medicaid billing. After issuing a memo to DPHHS, the coding change to approve a reimbursement fee for PPE was denied, and the request for extra-oral posterior radiographic image was approved.

COMMENT #2: A commenter requested the department open CDT code D1999, an unspecified preventative procedure. Opening the code will help dental providers to cover the costs associated with personal protective equipment (PPE) due to COVID19. PPE

includes use of N95 masks, face shields, and surgical caps and gowns. The commenter feels there is a significant and ongoing fee associated with these investments.

RESPONSE #2: Thank you for your feedback. The department will not be opening D1999 for reimbursement. Additional resources for providers can be found at Montana Administrative Register 12-6/26/20 -1159- <https://banking.mt.gov/Financial-Resources-for-Montana-Residents-Impacted-byCOVID-19> and additional resources for grants can be found at <https://www.sba.gov/funding-programs/disaster-assistance>.

Continued on Page 12

4.0 Transitions by
 Practice Management Associates, LLC

YOU DESERVE THE BEST!
We work for you to get it.
Contact us today!

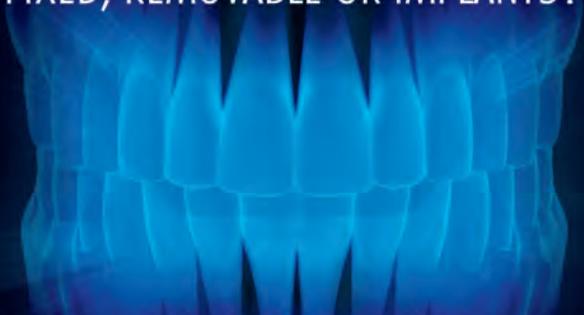


You worked hard, reap your reward.
You deserve accuracy and expertise.
We provide superior transitions.

 Lynne Nelson Co-Founder	 Donna Carlson Lowell Co-Founder	 Denise Jones Client Coordinator
---	---	---

(406) 389-0123
info@practicemanagementassociates.org
www.practicemanagementassociates.org

NEED DENTAL LAB SERVICES?
FIXED, REMOVABLE OR IMPLANTS?



CONVENTIONAL OR DIGITAL IMPRESSIONS?
WE DO IT ALL!

Artisan
DENTAL LABORATORY

Since 1973 we've been serving the dental community with a philosophy of building lifelong relationships and restorations with a lifetime guarantee.

How can we help? Please call Mike Wilson at: **503-575-8551**
2532 SE HAWTHORNE BLVD, PORTLAND OR 97214

   MikeW@artisanadental.com
www.ArtisanDental.com



Montana
Donated Dental Services (DDS)

P.O. Box 1154
Helena, MT 59624
406.449.9670
Toll Free: 888.449.9670
Fax: 406.443.1546
www.DentalLifeline.org

Board of Directors:

David C. Keim, DDS
President

Christopher Hirt, DDS
Vice President

Michael Bowman, DDS
Secretary/Treasurer

Steve Lowery, DDS
Joseph Meng, DDS
Jason Tanguay, DDS
E. Wade Wilde, DMD

MONTANA DONATED DENTAL SERVICES (DDS) PROGRAM

Third Quarter Report for July 1, 2019 - March 31, 2020

Funded by the Montana Department of Public Health and Human Services - Developmental Disabilities Program, Montana Council on Developmental Disabilities, and the Dennis and Phyllis Washington Foundation

Highlights

- 113 patients served and \$222,816 in treatment donated thus far.
- Recruited 10 new volunteer dentists.
- \$4.22 worth of care donated for every \$1 spent supporting volunteers.

The DDS Program in Action

“Josh,” 55, lives alone in Billings and has suffered from grand mal seizures since he was a young child. He still experiences daily seizures at times, has problems with his back and knee, and struggles with anxiety, depression, and poor eyesight. Sadly, his dental health presented another problem: he was missing teeth and others had begun to decay.

Unfortunately, Josh was unable to afford the dental treatment he needed. Surviving on only food stamps and a small Social Security Disability benefit, he struggles to make ends meet. Dental treatment seemed like a luxury far beyond his reach.

Thankfully, a generous DDS volunteer dentist has agreed to help and will donate his services to Josh. Thanks to the kindness of this volunteer, Josh will receive the thousands of dollars of comprehensive dental treatment he truly needs at no charge!

Program History

- Established in 1997
- 1,448 total patients served
- \$5,134,324 in total care donated by volunteers
- Statewide Volunteer Network: 203 dentists and 44 labs

The DDS program helps individuals with disabilities or who are elderly or medically fragile and cannot afford or otherwise access treatment for severe dental conditions. As a result of their ages or disabilities, they cannot work and depend on government assistance for their health care. Medicare, however, does not provide dental coverage and Montana’s Medicaid program only provides emergency dental benefits for most adults (individuals with developmental disabilities, however, receive more coverage than others). Moreover, many dentists do not accept Medicaid. Some vulnerable individuals who can work often earn just enough to cover basic necessities but not enough for the extensive dental treatment they need. As a result, they suffer from severe dental problems and have nowhere to turn for help.

Montana’s DDS program is part of a national network that serves individuals in every state as well as D.C. Collectively these programs expect to help 11,221 individuals access \$26.5 million in services during the 2019-2020 fiscal year.

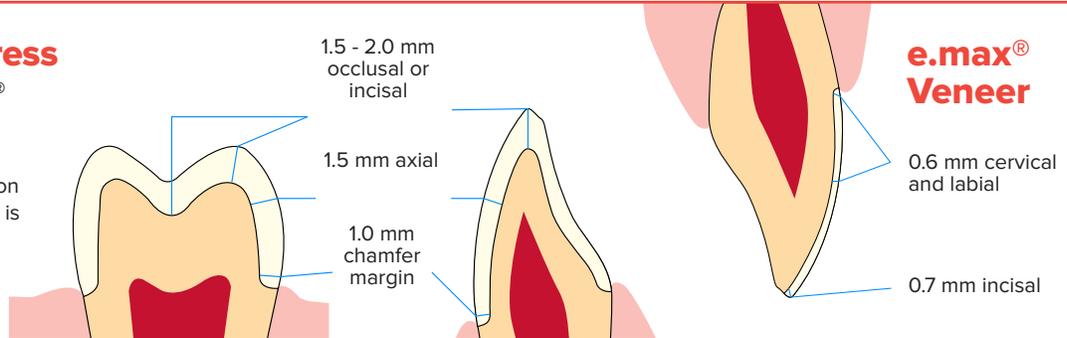
Helping People With Disabilities or Who Are Elderly or Medically Fragile

Minimum Tooth Reduction & Prep Guide

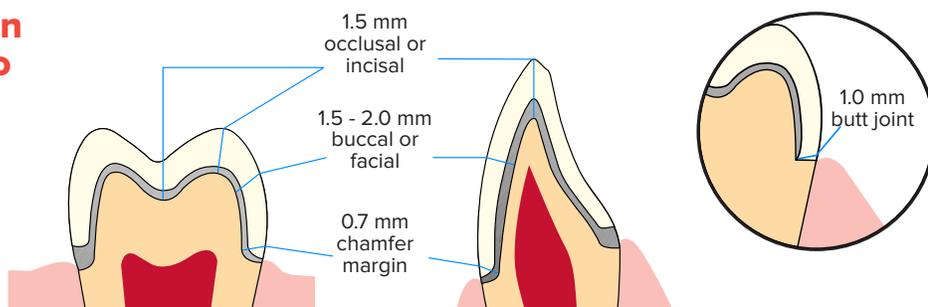
Prep recommendations for the most common restoration types.

IPS e.max® Press O'Brien Enamelux®

Bonding is necessary to maintain the structural integrity of the restoration if the occlusal reduction is less than 1.5 mm.



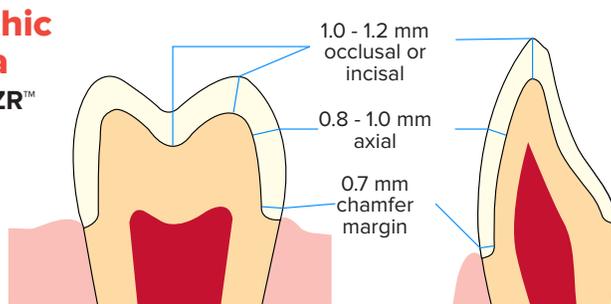
Porcelain Fused to Metal



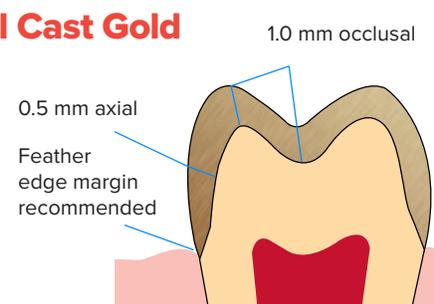
Porcelain Labial Margin

The addition of a PLM requires prepping the tooth with a 1.0 mm butt joint.

Monolithic Zirconia O'Brien MZR™

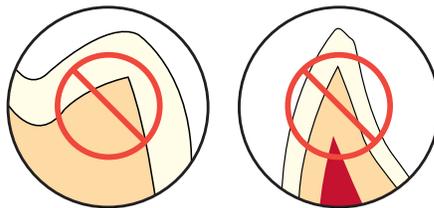


Full Cast Gold



All Crowns Containing Ceramic

Make sure there are no sharp edges or corners as those create stress concentration points that can lead to cracks in the material.



To Download This Guide

Go to obrientalab.com/prepguide or scan the QR code to the right to download a copy of this guide.



O'Brien
DENTAL LAB

The content in this article is provided for informational purposes only and does not constitute a product endorsement or medical advice.

800.445.5941 | obrientalab.com



MONTANA DENTAL Advocate

MoDePAC Update on Candidate Contributions

The Montana Dental PAC has spent more than \$11,000 in the past eight months to fund the campaigns of key state legislative candidates. Maximum allowable contributions of \$180 each were sent to 32 candidates for their primary election races in June, and 16 more checks were dispatched to those who won their primary races. MoDePAC spent \$2,500 in an independent expenditure to support Dr. Jane Gillette's campaign in HD 64 (see images on page 9).

Primary Election Candidates

Senator Frank Smith, D, SD 16, Poplar
Representative Matt Regier, R, HD 4, Columbia Falls
Senator Jason Small, R, SD 21, Busby
Representative Walt Sales, R, SD 35, Manhattan
Representative Mark Noland, R, HD 10, Bigfork
Representative Amy Regier, R, HD 6, Bozeman
Representative Lola Sheldon-Galloway, R, HD 22, Great Falls
Representative Eric Moore, R, HD 37 Miles City
Representative Terry Moore, R, HD 54, Billings
Representative Brad Tschida, R, HD 97, Missoula
Representative Derek Harvey, D, HD 74, Butte
Representative Mary Caferro, D, HD 81, Helena
Representative Wylie Galt, R, HD 30, Martinsdale
Representative Kathy Kelker, D, HD 47, Billings
Representative Kim Abbott, D, HD 83, Helena
Representative Katie Sullivan, D, HD 89, Missoula
Representative Mike Hopkins, R, HD 92, Missoula
Representative Vince Ricci, R, HD 55, Laurel
Representative Lew Jones, R, HD 18, Conrad
Representative Joel Krautter, R, HD 35, Sidney
Representative Geraldine Custer, R, HD 39, Forsyth
Representative Tom Welch, R, HD 72, Dillon

Representative David Bedey, HD 86, Hamilton
Representative Greg Hertz, R, HD 12, Polson
Senator Steve Fitzpatrick, R, SD 10, Great Falls
Senator Ryan Osmundson, R, SD 15, Buffalo
Senator Steve Hinebauch, R, SD 18, Wibaux
Representative Rae Peppers, D, HD 14, Lame Deer
Representative Gordon Pierson, D, HD 78,
Deer Lodge

Representative Nancy Ballance, R, HD 87, Hamilton
Representative Ryan Lynch, D, HD 76, Butte
Representative Sue Vinton, R, HD 56, Billings

General Election Candidates

Senator Keith Regier, R, SD 3, Columbia Falls
Senator Jen Gross, D, SD 25, Billings
Senator Margie MacDonald, D, SD26, Billings
Representative Mark Noland, R, HD 10, Bigfork
Senator Terry Gauthier, R, SD 40, Helena
Representative Amy Regier, R, HD 6, Bozeman
Representative Lola Sheldon-Galloway, R, HD 22, Great Falls
Jane Gillette, R, HD 64, Bozeman
Representative Brad Tschida, R, HD 97, Missoula
Representative Derek Harvey, D, HD 74, Butte
Representative Mary Caferro, D, HD 81, Helena
Representative Wylie Galt, R, HD 30, Martinsdale
Representative Barry Usher, R, HD 40, Billings
Representative Jim Keane, D, HD 73, Butte
Representative Kim Abbott, D, HD 83, Helena
Representative Katie Sullivan, D, HD 89, Missoula
Representative Mike Hopkins, R, HD 92, Missoula
Representative Willis Curdy, D, HD 98, Missoula
Representative Vince Ricci, R, HD 55, Laurel



Introducing your newest MDA Member Benefit

VIRTUAL REVENUE CYCLE MANAGEMENT FROM A TRUSTED NAME IN DENTAL PRACTICE SOLUTIONS.

*Alleviate one of the greatest pain points for dental practices:
Insurance verifications & Accounts Receivables.*

- Clean claim submission
- EOB Management
- Patient Statements
- Professional Experienced Dental Billers
- Experts in dental/medical cross-coding

You take care of the
patients – let us take
care of the cash flow.



With your MDA membership
you have access to a

10%
DISCOUNT

on Avitus Dental
Revenue Cycle Management.



AVITUS DENTAL
Simplify, Strengthen and Grow Your Practice

Visit our website
or give us a call



avitusdental.com
888.249.2197



ELECT

DR. JANE GILLETTE

-HD64-

**DENTIST • AIR FORCE VETERAN
BOZEMAN SMALL BUSINESS OWNER**

[Paid for by Montana Dental PAC, Al Garver, Treasurer]

DR. JANE GILLETTE -HD64-

Stamp

Dear Registered Voter,

We encourage you to vote for Dr. Jane Gillette (Republican for House District 64). Jane started out as a dentist in the U.S. Air Force at Malmstrom Air Force Base in Great Falls (2002-2005), then started her own dental practice in Bozeman in 2007. She sold that successful practice in 2011 to begin a non-profit practice that organizes 600 dental professionals to provide free dental sealants to more than 12,000 disadvantaged children each year in Montana.

Jane is a tireless advocate of finding the most conservative and cost-effective ways to deliver health care services in Montana and she has testified before the legislature dozens of times over the past nine years. She would be a great citizen-legislator and would represent you well in Helena. ***We hope you will vote for her on the Republican primary ballot you will receive in mail this week.***

Signed,
The 700 dentists of the
Montana Dental Association

The Montana Dental PAC created a high quality postcard in Bobcat colors that was mailed to every likely Republican voter in HD 64, Bozeman, just days before they received their mail-in ballots. MoDePAC spent \$2,500 independently, utilizing nearly \$1,500 on the postcard campaign and the remainder on a targeted Google Ad campaign utilizing images and messages from the postcard. Dr. Gillette won the Republican primary race by 32 votes and has a great shot to win in November's general election.



Montana Dental Association

P.O. Box 1154
Helena, Montana 59624

June 12, 2020

(406) 443-2061
Toll-free in Montana
(800) 257-4988
fax: (406) 443-1546
info@montanadental.org
www.MontanaDental.org

EDA Denver Regional Office
Angela Belden-Martinez, Regional Director
Kirk Keysor, Economic Development Representative (MT/WY)
1244 Speer Boulevard, Suite 431
Denver CO 80204

2020-2021 Officers

President

Dr. Jason A. Tanguay
Bozeman

President-Elect

Dr. Ingrid S. McLellan
Helena

Vice President

Dr. Ronald Davis
Kalispell

Secretary-Treasurer

Dr. Ingrid S. McLellan
Helena

Immediate Past President

Dr. Ronald C. Jarvis
Kalispell

Delegates at Large

Dr. Kurt Lindemann
Kalispell

Dr. Jane Gillette
Bozeman

Executive Director

Al Garver, MBA, CAE
Helena

Ms. Belden-Martinez and Mr. Keysor,

The Montana Dental Association (MDA) represents 510 dentists of 600 total certified dentists in Montana. We are pleased to support Great Falls College MSU's application for funding to equip and furnish its expanded Education Dental Clinic.

The Montana Dental Association created the Montana Oral Health Foundation in 1999 and the very first fundraising initiative was to raise \$75,000 to support the construction of the Great Falls College dental training facility, which opened in 2002. Montana dentists were also pleased with the actions of the 2019 Legislature, which approved \$4.75 million for expanding the school.

While Montana's population is only 1.2 million people, the profession of dentistry is strong and growing with 600 licensed dentists, 765 licensed dental hygienists, and 1400 dental assistants. Continued growth is dependent on high quality vocational training within the state. Dental professionals know firsthand that the cost of equipping and furnishing such a clinic is daunting. It is important for students to be trained on the best equipment so they are better prepared to step into the workforce.

Great Falls College graduates up to 18 hygienists a year, while annual job projections range from 20 to 60 vacancies per year. Their program has a 100% placement rate and most graduates stay in Montana. The Education Dental Clinic expansion will result in up to 25 graduates each year, helping to fill those vacancies.

MDA member dentists have been hit hard during the pandemic-driven shutdown and are now working diligently to build back their practices. Having a stable supply of graduates will ensure thriving practices and the ability to increase

access to care. These are important, well-paying jobs in most communities. The median wage for an entry-level hygienist is \$53,000 – a respectable salary throughout Montana

The importance of this project to Montana can be seen by its support, not only from dental professionals, but also by economic development agencies, the Montana Chamber of Commerce and the Montana University System. It is our hope you will approve the requested grant.

Respectfully,



Al Garver, MBA, CAE
Executive Director



Aesthetic Z+

Strength + Beauty
Zirconia...at its finest

Aesthetic Z+ is the revolutionary formulation of dental zirconia that dentists prefer! The superior flexural strength of 1250 Mpa results in fewer fractures and the optimal translucency, superior shade matching and consistency yields beautiful restorations, case after case.

Prescribe Aesthetic Z+ today and enjoy natural-looking dentition and long-lasting results!

Receive \$50 OFF
your first case & **SEE** the Difference!

Accepting digital scans

NADL
National Association of Dental Laboratories

Quality Products at Amazing Prices. Case after Case.

Assured Dental Lab®

www.assuredentallab.com 877.283.5351

Ready for something new?

When you are ready to take that next step, Keystone can help you get the most out of your practice.



Keystone Dental Transitions

Call us at 406-413-0635
KeystoneDentalTransitions.com

It's Good To Be Back...

(Continued from Page 2)

a useful framework to use when thinking about our teams during challenging times.

Finally, as if we didn't already have enough on our plates, I believe it is our place to set an example for our staff, our patients and our fellow Montanans. Somehow good health practices became politicized in the midst of this global pandemic. We all know that things like hand-washing, maintaining physical distance when possible and wearing masks can keep everyone healthier and slow

the spread of COVID-19, but it is how we model this that is important. If we, who our staff and community members look to as authorities on health and wellness, send the message that we are doing this "because we were told that we have to" this gives a much different message than we are doing this "because it is important for everyone's health and well-being in the long term." Norms and attitudes that we set with our staff and patients will help translate into norms and attitudes in our communities.

DPHHS Coding Changes...

(Continued from Page 4)

COMMENT #3: The department has received a request to add CDT code D0251, extra-oral posterior radiographic image. The commenter stated the reason this code is needed is because many patients are unable to tolerate intra-oral radiographic sensors required to make diagnostic images of dental structures. Age, patients with variable dental anatomy, and patients with severe infections are given as reasons patients are unable to

tolerate the sensors. The commenter also stated having a less invasive procedure also would allow for less exposure to COVID-19.

RESPONSE #3: The department agrees with this comment and will add D0251, extra-oral posterior radiographic image.



SMILE BIGGER WITH LOW INTEREST LOANS

Intrepid
CREDIT UNION

Federally insured by NCUA. Equal Housing Lender.

(406) 443-5400

intrepidcu.org



Montana Dental Association

MDA Proudly Endorses Services from iCoreConnect.



iCoreExchange

Email Anything, to Anyone, Anywhere
and be fully HIPAA compliant



iCoreDental

The only cloud-based practice management
designed by 1,000 dentists



iCoreHuddle

The power to instantly reveal
revenue potential for each patient



iCoreRx

Empowered ePrescribing.
Save time. Protect Patients

Special discount pricing for MDA members

iCoreConnect.com/montana | 888.810.7706



MDA Engages LAP Attempts to Operate in Public Schools

In May 2020, MDA noted the Montana Board of Dentistry had placed an item on the agenda of their June 5th meeting to discuss creation of a framework to authorize LAPs access to public schools in Montana. MDA took action by elevating the matter to the Economic Affairs Interim Committee, which has oversight over the Board of Dentistry. The following letter was dispatched:

Legislative Services Division
Economic Affairs Interim Committee
Attn: Rep Sharon Stewart Peregoy
P.O. Box 201706
Helena, MT 59620-1706

May 28, 2020

Chairwoman Peregoy,

Montana dentists are seeking a definitive determination from the EAIC on whether the Montana Board of Dentistry has—or does not have—statutory authority to arbitrarily declare a public school as a public health facility. In the past two years the Montana Board of Dentistry (BOD) actively sought to declare four public schools in Libby as public health facilities in order to allow Limited Access Permit (LAP) hygienists to operate in them.

The Montana Dental Association testified before the Board of Dentistry that they lack statutory authority to do so. Our testimony was based on a thorough legal review of the matter by our attorney, who is an expert on such laws in Montana. The DLI attorneys chose to deliberately ignore our well researched legal opinion and cavalierly told Board of Dentistry members “You have the authority to do this.” While the BOD deadlocked on the vote last year, the issue is up again on their June 5, 2020, meeting agenda. DLI attorneys are again telling the Board of Dentistry they have statutory authority and the BOD is working to develop standards for declaring facilities in the future.

The legislation that created and allowed LAPs to operate was clear in its scope and limitations. The DLI attorneys are seeking to ignore legislative intent and focusing instead on word parsing. The statute allows the Board of Dentistry to allow LAPs to operate in existing public health facilities. It does not allow them to declare non-public health facilities, such as a public school, as a public health facility.

Riverstone Health at Orchard Elementary in Billings, is an example of a public school that has undergone impressive steps to be recognized by the federal government as a public health facility, and it would be completely within the authority of the BOD to authorize LAPs to perform services there. It is completely inappropriate and violates legislative intent and statute, however, to select a public school in Libby and declare that it is a public health facility, just so LAPs can work and provide services there.

We have also engaged OPI in this matter, since we believe they would not want the Board of Dentistry randomly declaring public schools as public health facilities when they are not. We will defer to OPI on the many unintended consequences they foresee for schools if this occurs.

We are asking the EAIC to consider the matter and take any action available to halt these efforts by the Board of Dentistry. If requested, we are prepared to share our legal review to assist your staff and attorneys with background information and references to relevant statutes.

Respectfully,
Al Garver, MBA, CAE
Executive Director

The EAIC granted MDA’s request and placed the issue on their June 6th meeting agenda. The Montana Board of Dentistry tabled the discussion at their June 5th meeting, pending the outcome of the EAIC meeting.

MDA testified on June 6th that the Montana legislature had already considered a bill (SB 2) in 2011 that would

Continued on Page 15



Member FDIC

TRAILWEST BANK

COUNT ON US, BECAUSE WE KNOW YOUR PATIENTS COUNT ON YOU!

NOW OFFERING EXCLUSIVE DEPOSIT AND LOAN PRODUCTS SPECIFICALLY FOR MEDICAL PROFESSIONALS.

WWW.TRAILWEST.BANK | (406) 523-5419

Dentist Lawsuit Against State Advances

In September 2018, the MDA became a plaintiff in a lawsuit with six other associations that suffered significant financial harm from the 2.99% rate cut by DPHHS in the first half of 2018. In March 2020, MDA and the other plaintiffs prevailed, and the judge directed settlement discussions with the state. In May 2020, MDA established that \$822,000 in harm had been done to 260 dentists and petitioned for that amount, plus \$13,020 in legal and administrative fees.

On June 11, 2020, MDA received an update from our attorney. In short, the DPHHS attorney officially informed plaintiffs that the State of Montana does not intend to settle, because “it doesn’t have the money to do so.” This is not a valid reason to not enter into settlement

and further weakens the state’s standing in the case.

MDA’s attorney then filed a motion for summary judgment, which was thoroughly vetted by a former Legislative Fiscal Division senior staffer. This staffer is a subject matter expert regarding the interrelationship of SB 261, and HB2, the legislative bills the state claims as justification for their provider rate cut. This respected consultant conveyed the state’s brief in this case was completely unfounded. MDA has high hopes the judge assigned to the case will feel the same way. The issue is now fully submitted and in the hands of the judge, and MDA doesn’t know if the final judgement will be handed down quickly or if it will take up to six months.

MDA Engages LAP Attempts...

(Continued from Page 14)

have allowed LAPs to access public schools and it failed on a tie vote on the Senate floor. MDA testified hygienists were effectively pursuing expansion through the Board of Dentistry as an end run to avoid legislative intent. The EAIC took no action since the BOD hadn’t actually

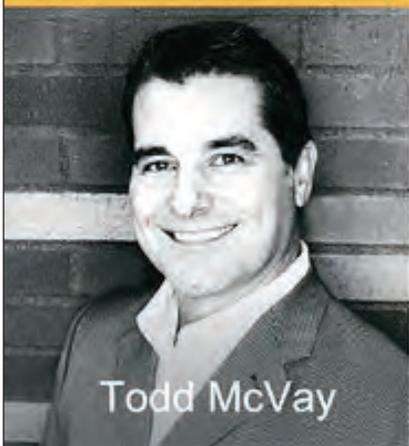
introduced any language. Near the end of the discussion, Rep Vince Ricci suggested the best course of action would be for hygienists to pursue the matter through legislation in 2021.

Thinking About Selling Your Dental Practice?

How can we help you in 2020?

EXPERTS IN PRACTICE SALES, TRANSITIONS, MANAGEMENT, CONSULTING

Reach out to Julie 206.595.6425 or julie@tkmgllc.com



Todd McVay



Julie Hawken



Julie serves Washington, Oregon, Idaho and Montana.

knutzenmcvaygroup.com

COVID-19 Kiboshes ADA Events and Travel

All national and district conferences have been cancelled through the end of 2020 by ADA and the 11th District. Several are being repurposed with a virtual event, indicated by a (V):

1. President Elect Conference, Chicago, July, (V)
2. Management Conference, Chicago, July
3. Membership Conference, Chicago, July

4. Western States Presidents Conference, Monterey, CA, August (V)
5. 11th District Caucus, Seattle, September, (V)
6. ADA House of Delegates, Orlando, October (V)
7. ADA Lobbyist Conference, Palm Desert, November, (V)

MDA Still Informing Members Through E-mail Alerts

On March 12, 2020, the MDA office launched an e-mail blast entitled "Update on COVID 19 Inquiries." On March 16th two blasts were sent out, one announcing the cancellation of our conference at Big Sky (due to the resort cancelling it) and the other advising dentists of ADA/MDA recommendations to conduct only emergency procedures for three weeks. The most recent e-blast, on July 20th, reminded dentists to apply for the Medicare/Medicaid grants through HHS.

From March 12 through July 20, 2020, the MDA Central Office has dispatched a total of 65 e-mail alerts to

members. MDA tracked the sending and opening of each message and the average indicated 542 dentists receiving each alert, 293 openings, for an open rate of 55%. The highest open rate (74%) was on April 15th, when MDA recommended that dentists could begin resuming care as early as May 1.

An e-mail open rate of 25% is considered to be high for an association. MDA's average open rate of 55% is exceptional. The math on the open rate represents a total of 158,806 member engagements over four months.

AFTCO
TRANSITION CONSULTANTS
Since 1968

We are pleased to announce...

Jay D. Aye, D.D.S.
has acquired the practice of
Garret C. McFarland, D.D.S.
Miles City, Montana

*We are pleased to have represented
both parties in this transition.*



800.232.3826 | www.AFTCO.net
Practice Sales & Purchases Over \$3.2 Billion

Puns for Patients

Q: Why do they call it the novel coronavirus?

A: It's a long story.

If coronavirus has nothing to do with beer, why are there so many cases of it?

Finland just closed its borders due to the coronavirus. That means no one can cross the Finnish line.

I got a job at a bakery because I kneaded the dough.

I stayed up all night to see where the sun went. Then it dawned on me.

I tried to capture some fog, but I mist.



Let's Work Together.

Because when independent dentists work together, it can lead to big savings on dental supplies for practices of every shape and size.

TDSC is proud to be affiliated with the **Montana Dental Association** to help save members more on supplies than they pay in dues.

**SHOP ONLINE AND
START SAVING TODAY**





I hope this message finds you and your family well. The Consani Associates team has been engaged full time throughout the Covid-19 outbreak working with sellers, buyers and financial institutions.

We are advising buyers to take this time to find an opportunity that looks to be of interest then visit the practice and the community. If the practice looks like it is a good fit, we can structure a sale, including financing, leases and closing documents, and then wait to close when you say that you are ready.

We are doing everything we can to take advantage of the fact that doctors have the time to research opportunities and to prepare for the next steps towards practice ownership.

Serving Montana, Idaho, Oregon, Washington, Alaska and Hawaii.

Call us at (866) 348-3820 to discuss possibilities.



CAREER CENTER

Practices for Sale

Bozeman - Virtually a turn-key, 3-operator dental suite available soon. Low overhead, approximately 1,150 square foot space with full infrastructure in place: N2O, water, air, and vacuum all plumbed in walls, as well as internet; long history as a dental office. Convenient, great access and parking at Bozeman's most busy intersection. Occupancy available May 2021. Priced just right for sale or lease. Contact broker Dennis Erickson at 406-579-8967 for more details and a tour of the suite.

Eastern Montana - 2 office location, high production and lots of room to grow. The selling dentist is willing to stay on as an associate and help the practice grow. Both locations are large and able to have multiple providers. Collections well over 1.6 million. Call today to discuss this opportunity. Dr. Jared Franson 208-949-0868 or email 208-949-0868.

General Family Dental Practice in NW Montana

- Established practice has a loyal patient base and welcomes an average of 18 new patients a month. Spacious stand-alone building of 1,557 sq. ft. with 3 ops, could expand to accommodate another treatment room. Treatments referred out are molar endo, surgical extractions, implant placement AND restoration, advanced perio, and ortho. Building for sale or lease with option to purchase. For more information, please call Lynne or Donna at 406-389-0123. info@pmaadvisors.org

Quaint office - located on historic Main Street in Boulder. Perfect satellite office for Helena, Bozeman or Butte. At max capacity, was operating 3 operatories, 3 days a week. Email inquiries to charissa.martin@gmail.com.

Whitefish - Live and work in Montana's year-round playground. Busy family practice in Whitefish is looking for a skilled, energetic team player to join us. 9 ops. Doing all phases of general practice. Buy in opportunity for the right person. Please email robertalarsondds@gmail.com or call 406-270-6050. www.alpenglowdental.com

Help Wanted

Dental Hygienist - General practice clinic in Glendive, Montana, seeks a registered dental hygienist to work 3-4 days per week. Learn more by calling 406.377.6222 or email FrontGlendiveFamilyDentistry@gmail.com.

Front Office Dental Administrator

- Seeking to add a special person who wants to be a leader and will work well with staff and doctors. Qualifications include but are not limited to a minimum of two to three years of dental field experience; excellent communication skills with an emphasis on relationship building; knowledge of treatment planning, scheduling, and financial arrangements including dental insurance. Willing to train the right person. We offer full-time competitive pay with medical benefits, 401(K), profit sharing, and vacation. Please send your resume and compensation expectations to accounting@bagnelldental.com.

CLASSIFIEDS

Locum Dentist

LOCUM DENTIST WITH 20 YEARS of experience available to assist you with all aspects of general dentistry while you must be away from your practice. Butte native. Please contact Dr. Murphy at 406-299-3596.

Repair Services

INTRAORAL X-RAY SENSOR REPAIR/SALES. Repairs with rapid turnaround. Save thousands over replacement costs. We specialize in Kodak/Carestream, Dexis Platinum, and Gendex sensors. We also buy/sell dental sensors. Call 919-229-0483, www.repairsensor.com

For Sale

NO COST DENTAL EQUIPMENT available for dental outreach events. Looking to host a dental mission or community-based event, such as programs in nursing homes, for veterans, or the homeless? We have ALL the equipment you would need including beautiful new portable ADEC delivery units, a Nomad x-ray unit, and sterilizers. Equipment is available to dentists at NO COST, just return the items in good condition. Contact Dr. Jane Gillette at drjgillette@SproutOralHealth.org or 406-868-1549.

SIRONA ORTHOPHOTOS XG PANO, very new condition, purchased 3 years ago, just updated to a different machine. Also have two newer pumps. Contact Chase yergerc@midrivers.com; 406-670-6335

Classified ads are available at no charge to MDA members. Contact MDA at 800-257-4988 or info@montanadental.org. Visit www.MontanaDental.org for more information and opportunities.

The Crazy Mountain Museum in Big Timber, Montana, includes an amazing display highlighting dentistry. Not only is there an impressive dental operatory with chair, light and dental drill (circa 1920), there is a chronology of every dentist that has served Big Timber since 1893. One tribute to the sixth dentist, who served from 1900-1939 reads: "Dr. Menzo Barr was an interesting character. He was a Christian Scientist and didn't believe in novacaine, so all his dental work was done in the raw, as we used to call it. In the beginning he had a horse-drawn wagon filled up with a dental chair and all the accoutrements of the trade. He traveled a circuit from Big Timber to Two-Dot, on to Harlowton, and back to Big Timber. Later, he opened a full time office in Big Timber, and as a maker of false teeth, he stood without rival." Dr. John Herries (Big Timber dentist from 1930-1970). Photo by Al Garver

