



[www.berkshiredental.org](http://www.berkshiredental.org)

Minutes of the General Membership Meeting  
February 13, 2017 Cork N Hearth Restaurant, Lee, MA

**Chair's Report: Dr. Jolene Krol**

Dr. Krol welcomed everyone to tonight's meeting.

**MDS Trustee's Report: Dr. Jay Wise**

The ADA is working on creating a Benefits and Insurance Portal for its members. This will allow member Dentist to list all their credentials in one place and allow access for insurance companies and other entities to review them. Member Dentists should access their own profile at ADA.org and update professional information as needed. It is also important to add a professional picture to the profile.

There is a great article in the Boston Globe describing the current efforts by Delta Dental in changing the current reimbursement paradigm.

<https://www.bostonglobe.com/business/2017/02/07/changes-delta-dental-prompt-outcry-from-dentists/Do8uCALVw2Y0ktIQXIj6LI/story.html>

(Unfortunately, public sentiment does not readily favor maintaining or increasing the personal income of Dentists.)

February 28 is the new deadline to sign up for New Delta. You may still sign up after this date but have to be approved by Delta. Delta Premier (Old Delta) by law is still in effect and they have to honor claims. Delta says that if you don't sign that you might not be able to sign up. This is not as likely in the Berkshires as in Boston due to the fixed number of BDDS Dentists.

Old (traditional) Delta fell under Chapter 176E of MA General Laws. As a non-profit organization it was subject to more oversight, more regulation. New Delta is now under

Chapter 175. This changes it to a FOR PROFIT entity. A for-profit entity has much less regulatory intrusion, much less government oversight.

MDS has appealed to the Mass Insurance Commissioner. Delta has responded to the DOI with a letter dismissing Mass Dental's allegations.

MDS has proposed a new legislative effort entitled "**An Act concerning dental service corporations**".

- Authorizes the Division of Insurance to oversee for-profit Delta at the same level as non-profit Delta.
- Prevents restrictions from Delta on diagnosis, treatment, and referrals.
- Prevents Delta from forcing providers to accept PPO plans in order to accept Premier plans.

BDDS Dentists should stay informed with the latest information as this situation is quite fluid. Avenues for the best information include

- <http://www.massdental.org/en/Member-Resources/Insurance-and-Coding/Delta-Dental-of-MA>
- MDS Connection

BDDS members should exert their democratic right to voice an opinion by contacting their State Senator and/or State House of Representative via

- Paper letter by regular mail
- Phone call
- Message:
  - The Delta PPO pays, in many cases, less than Mass Health.
  - This will reduce access to care even further.
  - The dental community is in a no win situation, i.e. either drop out and lose patients or stay in and work at a loss.
  - When benefits go down and dental insurers are in charge of treatment decisions....the patient loses.

### **April 5, 2017 is Beacon Hill Day**

Block yourself out of the office and make your voice heard.

There will be two main topics discussed on this day, i.e. Delta and Mid-Level Care Provider. A Breakfast will be provided as well as lunch. Talking points will be provided. Events will conclude in time for BDDS members to be back home in time for dinner.



**Adam G. Hinds**

Representative



**Gailanne M. Cariddi**

Representative



**Tricia Farley-Bouvier**

Representative



**Paul W. Mark**

Representative



## **William Smitty Pignatelli**

### **Committee Chair's Report:**

Dr. Michael Willams represents BDDS as the Chair of District Nominations. A 2017-2018 nominations ballot that was emailed to the members was presented at the meeting with a few corrections and additions. A motion was made to accept the new ballot and was seconded. The motion to accept the new ballot was unanimously approved by the membership in attendance.

### **BDDS Representative's to MDS Council's Report:**

Dr. Ed Helitzer represents BDDS by serving on the Council of Dental Care and Benefits. Linda Vidone is the liaison between Dentists (MDS) and Delta Dental. Dr. Helitzer can speak to Linda directly on behalf of any BDDS member who has any questions or billing concerns with Delta.

It is likely that Delta Dental Premier (old Delta – non profit) will no longer be offered in the future. New Delta (for profit) is a PPO product actively recruiting Dentists to become part of this network. Every Dentist has to make their own decision in whether or not to participate in this new PPO network. As of tonight's meeting, there were currently 3,000 Massachusetts Dentists signed up to participate in New Delta. Delta Dental is spending a great deal of time and effort to create this new entity in Massachusetts.

## **Treasurer's Report: Dr. Thomas Sakshaug**

Current Balances as of 2/13/2017:

|                    |  |
|--------------------|--|
| Checking:          | \$ 5,934.28                                    |
| Money Market:      | \$ 6,433.85 0.05% APY                          |
| Available for use: | \$ 12,368.13                                   |
| <br>               |  |
| CD 36 Month        | \$17,349.39 0.80% APY, matures 7-14-17         |
| CD 48 Month        | \$12,308.66 1.00% APY, matures 7-14-18         |
| CD 37 Month        | \$ 5,098.01 1.85% APY, matures 2-10-19         |
| CD 36 month        | <u>\$10,054.69</u> 1.144% APY, matures 8-10-19 |
| Total CDs:         | \$44,810.75                                    |
| <br>               |  |
| Total funds:       | \$57,178.88                                    |

**IMPORTANT MESSAGE:** The BDDS is hurt financially at certain restaurants due to dentists' failure to RSVP or to show up. If you plan to come, please inform the person running the dinner. If you do so, please come to the meeting! We sometimes must pay based on RSVPs. Please plan ahead and stick to your plan.

### **Dental Continuing Education Meeting:**

Dr. Erich Holmgren hosted tonight's meeting.

Dr. Lance Smagalski gave a talk on Radiation and Osteoradionecrosis.

### **Next General Membership Meeting:**

Dr. Matthew Ballinger will host our next Monday Night Meeting on March 13, 2017.

Jen Nugent will speak on Oral Health and GI Problems.

*Minutes of Monthly Meeting submitted by District Secretary – Dr. Paul Gamache  
[www.berkshiredistrict.org](http://www.berkshiredistrict.org), Members Only tab, username=BDDS, password=Krol*