

BOARD OF TRUSTEES REPORT

2024

MEMBERS

Rosalie Perpich, President; Alejandro Aguirre, President-Elect; Scott Wagnild, First Vice President; John Noack; Second Vice President; Loren Taple, Treasurer; Stephen R. McDonnell, Speaker of the House; Zachary Hazelton, Northwestern District; Lee Ann Herbert, Minneapolis District; Geetha Damodaran, Saint Paul District; Paul Morgan, Southeastern District; Brandon Ulstad, West Central District; Seth Huiras, Southern District; Nathan Pedersen, Northeastern District; Brady Hartman, Student District; Kevin Mrzolf, Student District; Carmelo Cinqueonce, Executive Director.

MAJOR ACTIVITIES

The Board of Trustees held a total of six meetings since the 2023 House of Delegates. The Board of Trustees hosted one MDA Leadership Conference with MDA committee chairs, district officers, specialty organization officers, and the MDA Board of Trustees in attendance.

Major activity areas received continuous attention throughout the year, with topics of special concern and interest receiving ongoing attention from the Board of Trustees, the Executive Committee, and MDA committees. Following are some of the primary issues on which the Board of Trustees concentrated this year.

BOT ACTION ITEMS

For the information of the House, the following is a summary from Board of Trustees meetings during the 2023-2024 year, in chronological order, and since the last BOT report was written.

November 17, 2023

Officer Reports

President. R. Perpich informed the Committee that she attended the ADA House of Delegates and the MDF Gala. She also did a Zoom interview with KTTC News in Rochester on the dental workforce shortage. She attended the MNASDA dinner, the MDF meeting, two MDA Now webinars and the Vendor Fair at the U of MN School of Dentistry. She also attended the Southeastern District/Zumbro Valley joint meeting and the MDA Total CE seminar.

President Elect. A. Aguirre reported that he attended the MDF Gala and ADA House of Delegates, the MNASDA dinner, and the Saint Paul District meeting. He reported that the Personnel Committee will be meeting on December 11 to complete the executive director review process and will have a report at the next Board of Trustees meeting. He also attended the Northwest Dentistry Editorial Board meeting. They are thinking about asking each district to create a permanent editor position to ensure continuity. He also reported that the Mission of Mercy will be June 7 and 8, 2024 in Duluth. The MnMOM received a \$150,000 grant from Delta Dental.

First Vice President. S. Wagnild reported that he attended the ADA House of Delegates, the Legislative Affairs Committee meeting and the West Central District meeting.

1
2 Second Vice President. J. Noack reported that he attended the MDF Gala, the ADA House of
3 Delegates, the Vendor Fair at the U of MN School of Dentistry, and the Legislative Affairs
4 Committee meeting. He also attended the Southeastern District/Zumbro Valley joint meeting.
5

6 Speaker of the House. S. McDonnell reported that he attended the MDF Gala, the ADA House of
7 Delegates, the MN ASDA meeting, the MDA Total CE seminar, the Board of Dentistry Policy
8 Committee meeting, and the Legislative Affairs Committee meeting.
9

10 Treasurer. L. Taple reported that he attended the MDF Gala and the ADA House of Delegates. He
11 reminded the Board that the ADA passed a \$30 dues decrease at their House of Delegates meeting.
12 He has reviewed the September and October financials and all appears to be in order. L. Taple
13 commented that there is roughly 83% of the year completed and revenues and expenses are pretty
14 much in line at 91% of total expected revenues and 88% of total anticipated expenses. The MDA
15 2023 budget when passed had a deficit, but it appears that the MDA will end up in the black for
16 2023 mainly due to less than anticipated expenses overall for the year as well as a better than
17 expected investment performance.
18

19 L. Taple further reminded the Board that this past year the MDA moved funds from short term
20 money into the Spyder fund as a comparison test to how the Managed Equity/Joel Fund was
21 performing. For the most part the Spyder fund has kept pretty close pace with the Joel fund.
22

23 L. Taple and C. Cinqueonce will be setting up a meeting with Joel Schwartz from US Bank soon to
24 discuss 2024 MDA investment strategies and how to invest the proceeds from a Treasury Note
25 that is coming due on December 31.
26

27 2024 MDA Budget Review. L. Taple and C. Cinqueonce reviewed the proposed 2024 MDA budget.
28 The proposed budget is revenue neutral generally due to savings realized by not replacing an MDA
29 staff member and the addition of the fees for management of the Minneapolis District.
30

- 31 • It was moved and seconded to approve the 2024 MDA budget as presented. Motion passed
32 unanimously.
33

34 Legal Report

35

36 Upcoming Legislative Session. K. Goodno shared an overview of the upcoming legislative session.
37 The challenge for the state will be to try to find staff to help support many of the new legislative
38 initiatives passed last session. He commented that the session will likely see quite a bit of
39 corrective legislation filed help fill in holes in some of the major legislative initiatives from last
40 session.
41

42 2024 MDA Legislative Agenda. D. Murphy reviewed the 2024 MDA Legislative Agenda being
43 moved by the MDA Legislative Affairs Committee. He referred the Board members to the 2024
44 MDA Proposed Legislative Agenda document in Dropbox for more details. In general, the MDA
45 plans to reintroduce the covered services legislation from last year and also the dental assistant
46 licensure by credentials legislation.
47

48 The MDA is also contemplating potential legislation creating a dental assisting and hygiene school
49 loan and grant program to allow the schools to expand their educational programs to attract better
50 candidates. The MDA will also be considering dental loss ratio legislation and legislation

1 expanding the scope of duties for unlicensed dental assistants pending further action by the
2 National Conference of Insurance Legislators (NCOIL) and the Board of Dentistry in January, 2024.
3 The Legislative Affairs Committee will be meeting in January after the NCOIL and Board of
4 Dentistry meetings to determine whether they will recommend that the MDA proceed on the
5 dental loss ratio and unlicensed dental assistant scope of duties expansion legislation this session.
6

7 The Board discussed the proposed 2024 MDA Legislative Agenda

- 8
- 9 • It was moved to accept the 2024 MDA Legislative Agenda as put forth by the Legislative
10 Affairs Committee. Motion passed unanimously.
11

12 There will be more information from the Legislative Affairs Committee in January on the dental
13 loss ratio legislation and the unlicensed dental assistant proposal.
14

15 Dental Day at the Capitol. D. Murphy reminded the Board that Dental Day at the Capitol is February
16 29, 2024.
17

18 **Executive Director Report**

19

20 C. Cinqueonce updated the Board on the issues he has been working on including:
21

22 2024 Dues Renewals. C. Cinqueonce commented that the dues renewal process started last week
23 with electronic renewal notices sent out to members. There are 156 renewals to date with
24 \$120,000 in dues revenue collected, which is ahead of where the MDA was last year.
25

26 Membership Recruitment. C. Cinqueonce reviewed the documents that are on Dropbox regarding
27 a non-member calling campaign. Under the campaign, MDA leaders will contact the non-members
28 in their districts to inform them about the benefits of MDA membership. The Board expressed
29 support for the recruitment campaign and offered some additional suggestions. The plan is to start
30 the campaign after Thanksgiving.
31

32 2024 MDA Award Nominations. C. Cinqueonce reviewed the submissions for the 2024 MDA
33 awards.
34

35 The Board reviewed the nomination for the MDA Guest of Honor and selected Sue Miller as the
36 2024 MDA Guest of Honor.
37

38 The Board reviewed the nominations for the MDA Humanitarian Service award and selected
39 Nancy Norling for the MDA Humanitarian Service award.
40

41 The Board reviewed the nominations for the MDA Outstanding Service award and selected Tim
42 Holland for the MDA Outstanding Service award.
43

44 The Board reviewed the nominations for the MDA New Dentist Leadership award and selected
45 Robert Springer for the MDA New Dentist Leadership award.
46

47 Member in Good Service Definition. The Board agreed to postpone the discussion of this topic until
48 the January meeting.
49

50 HPSP Advisory Committee Appointment.

- 1
2 • It was moved and seconded to reappoint Steve Gulbrandsen to the HPSP Advisory
3 Committee. Motion passed unanimously.
4

5 MDF Board Appointments. C. Cinqueonce informed the Board that the MDF is asking the Board to
6 re-elect the following individuals to a 3-year term starting October 1, 2023: S. Renee Dotson,
7 Angela Hastings, Stephen Litton and Michael Zakula.
8

- 9 • It was moved and seconded to approve the recommendations for MDF Board member
10 reappointments of Drs. S. Renee Dotson, Angela Hastings, Stephen Litton, and Michael
11 Zakula, as presented. Motion passed unanimously.
12

13 Strategic Plan Review. C. Cinqueonce presented the current MDA Strategic Plan which was
14 established in 2015. The Board agreed to postpone the review and discussion of the Strategic Plan
15 to the January Board meeting. He asked the Board members to review the Strategic Plan and bring
16 back any proposed revisions to the January Board meeting.
17

18 Park Dental. C. Cinqueonce reported that he was the keynote speaker at the annual Park Dental
19 meeting. He spoke on dental workforce issues and continues to attempt to impress the value of
20 MDA membership upon the Park Dental dentists.
21

22 Trustee Reports/Consent Agenda

23
24 Trustee Reports/Consent Agenda. The Trustees all gave reports on the upcoming activities in
25 their districts. The committee reports were placed on the Consent Agenda and unanimously
26 approved.
27

28 **January 5, 2024**

29 Report from the U of MN School of Dentistry Admissions Committee

30
31
32 M. Zakula presented a report from the U of MN School of Dentistry on the admission criteria and
33 application process for the School of Dentistry.
34

35 Report from Health Professional Services Program Advisory Committee

36
37 S. Gulbrandsen gave a report on the HPSP and Dentists Concerned for Dentists programs.
38

39 Legislative Report

40
41 Status of 2024 MDA Legislative Agenda. D. Murphy provided an update on the 2024 MDA
42 legislative initiatives which include amending Minnesota's covered services law to more narrowly
43 define covered services as services that are actually reimbursed, with no exceptions or limitations.
44 The MDA will also be introducing legislation that will create grants or forgivable loans for dental
45 assisting and hygiene schools to address various needs that inhibit their ability to increase
46 capacity. One obstacle on this legislation may be funding – the MDA is asking for \$20 million but
47 that may not be the amount that is actually allocated for the program.
48

49 Covered Services Legislation. D. Murphy commented that the MDA has sent out a survey to
50 members to obtain some anecdotal evidence on the covered services issues to use with legislators.

1 The data is still being reviewed by the MDA but the responses seem to show that this is a
2 widespread problem.

3
4 Dental Day at the Capitol. D. Murphy reminded the Board of the upcoming Dental Day and the
5 MDA is currently lining up legislators to speak at the February 29, 2024 event.

6
7 NCOIL Medical Loss Ratio (MLR) Model Legislation. D. Murphy reminded the Board that the model
8 MLR legislation was initially watered down and the ADA was not pleased with the model language.
9 NCOIL did not vote on the model legislation and they are back at the negotiation table; they
10 continue to debate language regarding whether MLR reporting will be required or not. Ultimately
11 the NCOIL model legislation is just an example that states can use and modify as they see fit, so the
12 MDA will be able to decide what language to use if they want to pursue MLR legislation in
13 Minnesota.

14
15 Board of Dentistry Policy Committee Meeting. J. Nickman reminded the Board that he will be
16 testifying at the January 17, 2024 Policy Committee meeting in support of the MDA model for
17 expanded duties for unlicensed dental assistants. He is looking for support from more rural
18 providers to show how the proposal will benefit them and increase access and he also plans to
19 have some safety net providers testify. He commented that there will be some opposition to the
20 proposal.

21
22 C. Cinqueonce reported that the Minnesota Association of Orthodontists (MAO) recently took up a
23 request from a member to submit a letter to the Board of Dentistry asking for some expansion of
24 duties for orthodontic assistants and the Association voted it down for now. The MAO supports
25 the MDA proposal but has decided that this is not the time for further expansion of assistant duties
26 beyond what the MDA is proposing.

27
28 New CMS Code. J. Nickman commented that CMS has implemented a new code that allows
29 hospitals to charge a facility fee for non-physician dental visits. There is not much awareness of
30 this new code and increased reimbursement so the MDA is continuing to work with the Minnesota
31 Hospital Association and other entities to provide information and promote awareness.

32 **Legal Report**

33
34
35 A. Amann reminded the Board that the Earned Sick and Sake Time law took effect on January 1,
36 2024. She stated that there is still a lot of confusion about some of the details of the law and she
37 continues to monitor the guidance coming out from the Minnesota Department of Labor and
38 Industry. She will also be participating in the upcoming MDA Now webinar to discuss the Earned
39 Sick and Safe Leave, Paid Family and Medical Leave laws and the Corporate Transparency Act.

40 **Officer Reports**

41
42
43 President. R. Perpich informed the Committee that December was pretty quiet although she
44 continued to hold regular meetings with C. Cinqueonce.

45
46 President Elect. A. Aguirre reminded the Board that the Mission of Mercy will be June 7 and 8,
47 2024 in Duluth. He attended the Constitution, Bylaws and Ethics Committee and the Personnel
48 Committee meetings. He attended the last Leadership Academy meeting that will be focused on
49 the legislative process and he will be attending the upcoming Leadership Academy meeting on
50 parliamentary procedure.

1
2 First Vice President. S. Wagnild reported that he attended the Constitution, Bylaws and Ethics
3 Committee and the Personnel Committee meetings.

4
5 Second Vice President. J. Noack reported that he attended the Personnel Committee meeting and
6 the dental unit waterline continuing education course. He will be attending the upcoming
7 Southern District meeting.

8
9 Speaker of the House. S. McDonnell reported that he attended the Constitution, Bylaws and Ethics
10 Committee and the Personnel Committee meetings and the dental unit waterline continuing
11 education course. He will be attending the upcoming Leadership Academy meeting.

12
13 Treasurer. L. Taple reported that he attended the Constitution, Bylaws and Ethics Committee and
14 the Personnel Committee meetings. He has reviewed the November financials and all appears to
15 be in order. He commented that he has not seen the December end-of-year statements yet but as
16 of the end of November the MDA is showing a “profit” on the balance sheet as opposed to a deficit
17 at the same time last year.

18
19 L. Taple further reported that as of December 29, 2023, the managed equity or “Joel” fund. The
20 Spyder fund that the MDA opened last year now has a positive balance, so both the Joel fund and
21 the Spyder fund have continued to perform well. On a strictly percentage basis the Spyder fund is
22 having a better overall return on the money invested but the returns on both funds are very
23 similar, and the MDA will continue to utilize both investment vehicles.

24
25 L. Taple informed the Board that on December 22nd, 2023, he and C. Cinqueonce met with Joel
26 Schwartz from US Bank to review the MDA investments. They will be meeting with him again later
27 in January to finalize some moves that need to be made on some of the investments including the
28 reinvestment of the proceeds from the US Treasury note that matured on December 31, 2023.
29 Some of the options for reinvestment include various length Treasury Bills and also some
30 company stocks like American Express.

31
32 L. Taple and C. Cinqueonce also reviewed some of the individual stock holdings in the MDA
33 portfolio and one of J. Schwartz’s recommendations was to sell the MDA stake in Coca Cola because
34 it was underperforming. The Board discussed the recommendation.

- 35
36 • It was moved and seconded to follow the recommendation of MDA financial advisor J.
37 Schwartz and sell off the Coca Cola stock. Motion passed by majority vote.

38
39 **Executive Director Report**

40
41 C. Cinqueonce updated the Board on the issues he has been working on including:

42
43 2024 Dues Renewals. C. Cinqueonce commented that the dues renewal process is in full swing and
44 the MDA reached \$1,000,000 in dues renewals last night.

45
46 Membership Recruitment. C. Cinqueonce informed the Board that the ADA is embarking on a non-
47 renewal member calling campaign. The MDA is also targeting members who have not yet renewed
48 and they expect that the Star of the North meeting registration will help to get members to renew.
49 The member retention rate from last year was approximately 92% and they are hoping for the same
50 rate this year.

1
2 C. Cinqueonce further commented that the ADA is offering a special promotion of 50% off of dues
3 for prospective members from large group practices and the MDA will do the same. They are
4 planning a mailing to all large group practice prospective members to inform them of this
5 promotion. The MDA is also planning a Zoom meeting on January 18, 2024 to communicate the
6 MDA recruitment and promotion plans to the Districts. The Board suggested that the MDA look into
7 the idea of reduced dues for University of Minnesota School of Dentistry faculty members.
8

9 C. Cinqueonce informed the Board that the ADA is looking into a new tiered membership program
10 and they have invited all of the state Executive Directors to attend a meeting at the ADA next week
11 to learn more about the program. The ADA has not provided a lot of advance details but he will
12 learn more at the meeting and report back.
13

14 Attorney Q & A. C. Cinqueonce informed the Board that the MDA will be moving ahead with
15 quarterly seminars from various attorneys on legal topics relevant to dentistry.
16

17 MDA Accounting System. C. Cinqueonce reported that the MDA is updating its accounting system
18 and working with the new ADA database.
19

20 MDA Social Media. C. Cinqueonce informed the Board about a new project he is considering where
21 the MDA would put together digital videos promoting the dental professions for use on TikTok and
22 other social media. The videos could be MDA-branded but also sold to other states for their use. He
23 has purchased the web domains mndentalcareers.com and mndentalcareers.org to help move the
24 project forward. He will be continuing to explore this project and will keep the Board updated.
25

26 Star of the North Meeting. C. Cinqueonce reported that there are over 1000 registrants and things
27 are going well.
28

29 WDA CODA Letter. C. Cinqueonce reviewed the letter sent by the Washington State Dental
30 Association to CODA alleging anti-trust violations around CODA's dental hygiene accreditation
31 standards. The Washington State Dental Association has asked other states to support them as they
32 proceed with possible litigation, and so the MDA will need to continue to monitor the issue as it
33 progresses to see if the MDA will get involved at some point.
34

35 **Report from Delta Dental**

36
37 T. Robinson and C. McGregor informed the Board about some of the new Delta protocols and the
38 Board asked some questions about current Delta policies.
39

40 **Trustee Reports/Consent Agenda**

41
42 Trustee Reports/Consent Agenda. The Trustees all gave reports on the upcoming activities in
43 their Districts. The Committee reports were placed on the Consent Agenda and unanimously
44 approved.
45

46 **March 8, 2024**

47 **Legal Report**

48
49 Amann reported that she has been working on drafting Terms of Service for the COVER directory
50 that will make it clear that use of the information in the directory is for COVER program purposes

1 only. She has also been working with C. Cinqueonce on the Legal Bites for Dental Professionals
2 program.

3
4 **Officer Reports**

5
6 President. R. Perpich reported that she attended the Minneapolis District meeting, the West
7 Central District meeting, the Executive Committee meeting, the dinner with the U of MN School of
8 Dentistry leadership, and the Board of Dentistry Policy Committee meeting. She has also been
9 testifying at the Legislature in support of the MDA bills.

10
11 President Elect. A. Aguirre was unable to attend the meeting so there was no report but C.
12 Cinqueonce informed the Board that registration for the MnMOM is up and running and they have
13 currently raised approximately \$200,000.

14
15 First Vice President. S. Wagnild referred the Board members to his written report.

16
17 Second Vice President. J. Noack reported that he attended the Southeastern District Executive
18 Committee meeting, the Southern District meeting, and the dinner with the U of MN School of
19 Dentistry leadership. He also attended the membership recruitment Zoom meeting and the
20 Barriers to Care, Environment and Safety, and Legislative Affairs Committee meetings, as well as
21 Dental Day at the Capitol.

22
23 Speaker of the House. S. McDonnell reported that he attended the Leadership Academy meeting,
24 the AIP webinar, the Saint Paul District meeting, and the dinner with the U of MN School of
25 Dentistry leadership. He also attended the membership recruitment Zoom meeting, the
26 Membership and Legislative Affairs Committee meetings and the AIP dental chapter meeting. He
27 also attended Dental Day at the Capitol.

28
29 Treasurer. L. Taple reported that he attended the Saint Paul District meeting, the dinner with the
30 U of MN School of Dentistry leadership, and the Membership and Affinity Products Committee
31 meetings. He also attended Dental Day at the Capitol.

32
33 L. Taple further reported that he, C. Cinqueonce, and V. Capistrant met with J. Schwartz to review
34 monies that have matured and were sitting in the MDA money market account. After meeting with
35 J. Schwartz, the MDA decided to reinvest the monies into a Bond-purchase of Bank of America
36 Corporation, and purchase additional shares of the SPDR ETF.

37
38 L. Taple informed the Board that the MDA has recently switched its accounting software over to
39 Netsuite, and the transition has taken quite a bit of staff time. He has very recently received the
40 January financials and everything appears to be in order, but he plans to go over all of the January
41 financials more thoroughly in the next few days.

42
43 **Executive Director Report**

44
45 C. Cinqueonce updated the Board on the issues he has been working on including:

46
47 ADA Update. C. Cinqueonce reviewed some of the recent changes at the ADA including the
48 departures of the Director of Membership and the Federal Director of Governmental Affairs. He
49 informed the Board that the ADA is also planning on selling its headquarters building. He
50 reminded the Board that the ADA will be switching to a new database this summer and the MDA

1 will be undergoing training on how to use the new system and tools. The Board also discussed the
2 proposed ADA membership pilot program and how it may impact the states that have signed on
3 as the pilot project participants.

4
5 Dental Assistant Proposal Update. C. Cinqueonce will update the Board on when the next Board
6 of Dentistry Policy Committee meeting to discuss the proposed unlicensed dental assistant duty
7 changes will be rescheduled. He also informed the Board that the Board of Dentistry also has
8 decided to disable the chat feature during its Webex meetings going forward.

9
10 Dues Renewals. C. Cinqueonce reported on the dues renewal numbers to date. Membership
11 numbers have plateaued since COVID which is a positive sign. He also reviewed the various MDA
12 membership recruitment initiatives. Membership renewal is currently at 89.6% and the amount
13 of dues collected is slightly higher than at this time last year.

14
15 The Board again discussed the idea of reduced MDA dues for the U of MN School of Dentistry
16 faculty members. C. Cinqueonce reported that there are currently 45 faculty members who are
17 non-members and 26 who are members.

- 18
19 • It was moved and seconded to adjust the dues for U of MN School of Dentistry faculty
20 members. Motion passed unanimously. The Board directed the matter to the Membership
21 Committee to come up with a proposal for a faculty dues reduction to be presented to the
22 Board at a later date.

23
24 Dues Waiver Requests. C. Cinqueonce reviewed a dues waiver request as presented and approved
25 by the Minneapolis District.

- 26
27 • Motion passed unanimously to approve the dues waver with one abstention.

28
29 C. Cinqueonce also reviewed a dues waiver request as presented and approved by the Minneapolis
30 District.

- 31
32 • It was moved and seconded to deny the dues waiver request. Motion passed by majority
33 vote.

34
35 Promoting Dental Careers Project. C. Cinqueonce reviewed the proposals for the project to
36 promote dental careers which will include creation of a website, short videos and possibly
37 billboards. The budget for the project is approximately \$48,000. The Board raised some questions
38 about the use of billboards to promote the project and asked C. Cinqueonce to explore other
39 avenues of promoting the project.

- 40
41 • It was moved and seconded to move forward with the project and a budget of up to
42 \$50,000 was authorized. Motion passed unanimously.

43
44 Legal Bites for Dental Professionals. C. Cinqueonce reviewed the proposed topics of the ask the
45 attorney program and the attorneys who agreed to participate in the program (David Aafedt, Joe
46 Friction, and Hilary Becchetti). The webinars will start sometime after the Star of the North
47 meeting.

48
49 MDA Committee Policy. C. Cinqueonce reviewed the proposed MDA Committee Policy that
50 provides guidelines for how MDA Committee meetings should be conducted. The policy can be

1 shared with other MDA entities like the MDF and MINDENPAC if they decide they want to enact a
2 similar policy for their meetings.

- 3
4 • It was moved and seconded to approve the MDA Committee Policy with the minor
5 modifications recommended by the Board. Motion passed unanimously.
6

7 MDH Request for Information. C. Cinqueonce informed the Board that MDH has filed a Request
8 for Information seeking input from stakeholders on the potential switch to a single administrator
9 for dental benefits. The MDA will prepare a response that expresses support for the single
10 administrator idea and also advocates for reimbursement rate increases.

11 12 **Trustee Reports/Consent Agenda**

13
14 There were no Trustee reports since they were given at the Leadership Conference. The
15 Committee reports were placed on the Consent Agenda and unanimously approved.
16

17 **April 27, 2024**

18 19 **Legislative Report**

20
21 2024 Legislative Update. D. Murphy gave an update on the status of pending MDA legislation as
22 detailed in the MDA Capitol Corner email from April 22. There are several MDA sponsored and
23 MDA supported bills still moving forward but everything is currently in limbo due to the recent
24 arrest of a DFL Senator. The Republicans are trying to use the arrest to remove the Senator's right
25 to vote for the rest of the session. If the Republicans are successful in removing the Senator's right
26 to vote then the Senate votes will be tied and legislation may not advance unless the DFL can
27 convince a Republican Senator to vote with them.
28

29 Dental Assisting Licensure By Credentials. This legislation is still moving forward and would allow
30 an individual to apply for licensure by credentials regardless of whether they graduated from a
31 CODA-accredited program, so long as they are certified by DANB, or vice versa, and meet all other
32 licensure requirements. This bill was included in the House Health Finance & Policy Committee's
33 Licensing and Scope Omnibus, which awaits discussion on the House Floor. This bill was also
34 included in the Senate Health & Human Services Licensing and Scope Omnibus, which also awaits
35 a hearing in the Senate State and Local Government and Veterans Committee.
36

37 Dental and Dental Hygienist Interstate Licensing Compact. This legislation is still moving forward
38 and would establish Minnesota as a participating state in an interstate licensure compact for
39 dentists and dental hygienists. The compact allows eligible licensees to obtain privileges to
40 practice in participating states within the compact. This bill was combined with other state
41 licensing compacts into a Health Licensing Compact Omnibus, which awaits a hearing in the Senate
42 State and Local Government and Veterans Committee. The House version of the bill has not been
43 heard.
44

45 Specialty Dentist Licensure Changes. The Minnesota Board of Dentistry introduced legislation that
46 removes language from the statute pertaining to specialty dentists. The bill is still moving forward
47 and removes a limitation the licensee may have from practicing outside a designated specialty
48 area. This bill was included in the House Health Finance & Policy Committee's Licensing and Scope
49 Omnibus, which awaits discussion on the House Floor. This bill was included in the Senate Health

1 & Human Services Licensing and Scope Omnibus, which awaits a hearing in the Senate State and
2 Local Government and Veterans Committee.

3
4 Summit Academy Dental Assisting Program Establishment. Summit Academy OIC, a nonprofit
5 Career and Technical Education (CTE) Institute in North Minneapolis, is seeking state funds from
6 the Workforce Development Fund to establish a dental assisting program. The Senate version of
7 the bill was not heard prior to the committee deadline. The House version was included in the
8 House Workforce Development Finance and Policy Omnibus. They are seeking a one-time
9 appropriation in the amount of \$150,000 from the workforce development fund.

10
11 Non-Dental Legislation. D. Murphy reported that the MDA is monitoring legislation moving
12 forward that will address medical debt collection practices to allow for greater transparency. The
13 bill applies to “licensees” which likely means dentists, but the language is not entirely clear. There
14 is also legislation moving forward that would tweak the existing Earned Sick and Safe Time and
15 Paid Family and Medical Leave laws that passed last session.

16
17 2025 Legislative Initiatives. The MDA will be reintroducing its third party payer legislation in the
18 2025 session and also the legislation to regularly update reimbursement rates (and include
19 inflation) for Medicaid and MinnesotaCare every three years. The MDA will also be reintroducing
20 the legislation to provide grants or forgivable loans for dental assisting and hygiene schools to
21 address various needs inhibiting their ability to increase capacity.

22 23 **Report from Dyste Williams**

24
25 T. Dyste and N. Dyste presented the annual Stewardship Report on the MDA endorsed insurance
26 programs and 2024 Initiatives. C. Cinqueonce and T. Dyste are continuing to look at the idea of an
27 MDA sponsored health plan for members.

28 29 **Report from Herzing University**

30
31 J. Hill and D. Marcell presented a report about the Herzing University dental hygiene and assisting
32 programs and the proposed partnership arrangement with the MDA to provide tuition discounts
33 to employees of MDA members. The MDA would provide externships for clinical education out of
34 state and also provide out state sites for the radiology certificate program. The Board discussed
35 the Herzing partnership proposal.

- 36
37 • It was moved and seconded that the MDA enter into the proposed partnership agreement
38 with Herzing University. Motion passed unanimously.

39 40 **Executive Director Report**

41
42 C. Cinqueonce updated the Board on the issues he has been working on including:

43
44 Board of Dentistry Policy Meeting. C. Cinqueonce informed the Board that the Policy Committee
45 meeting to discuss the proposed unlicensed dental assistant duty changes scheduled for last
46 Thursday was rescheduled to May 16, 2024.

47
48 Summer Board Meeting. C. Cinqueonce reminded the Board that the summer meeting will be held
49 in Stillwater. The detailed schedule of events will be emailed out at a later date.

50

1 **Officer Reports**

2
3 The officers, with the exception of the president-elect, all opted to not give reports in the interest
4 of time. C. Cinqueonce referred Board members to the Treasurer's written report in Dropbox.

5
6 **President Elect.** A. Aguirre reported that he has been attending mentorship meetings on
7 parliamentary procedure with various members. He also presented the Committee Chair
8 orientation. He commented that the slides and video of the committee chair orientation session
9 are in Dropbox. The plan is to do this presentation every year for committee chairs. Preparation
10 for the MnMOM is going well and he is conducting training sessions for new MnMOM leads.

11
12 **Trustee Reports/Consent Agenda**

13
14 **Trustee Reports/Consent Agenda.** The Trustees all gave reports on the activities occurring in their
15 districts. The committee reports were placed on the Consent Agenda and unanimously approved.

16
17 **July 19-21, 2024**

18
19 **Report From the ADA**

20
21 R. Cohlmia gave a report to the Board on the new ADA membership model and upcoming
22 initiatives.

23
24 **ADA Membership Model.** The Board discussed R. Cohlmia's presentation on the new ADA
25 membership model pilot and how it would impact the MDA. C. Cinqueonce reported that the
26 MDA has been asked to participate in the pilot program for 2025 but he does not think that is
27 feasible due to the large changes required by the new model pilot. He also commented that
28 Washington may be a good model to look at if the MDA decides to be a pilot program
29 participant in 2026.

30
31 **Pilot Project Bylaw Language.** C. Cinqueonce further reported that the ADA has provided
32 sample constituent Bylaw change language to allow for participation in pilot programs that may
33 be inconsistent with other Bylaw provisions. He will be asking the Board to consider a
34 Resolution for the upcoming House of Delegates to use the ADA bylaw change language to
35 amend the MDA Bylaws to allow for participation in a pilot program without House of
36 Delegates approval

37
38 **Report from University of MN School of Dentistry Cleft and Craniofacial Clinic**

39
40 R. Daniel gave a report on the services provided by the U of MN School of Dentistry Cleft and
41 Craniofacial Clinic.

42
43 **Report From Auditor/Review of MDA 2023 Audit**

44
45 D. Owens gave a detailed presentation of the 2023 MDA audit report and the 2023 MDA
46 Consolidated Financial Statement, which includes the MDA-affiliated organizations of MDB,
47 MDF and the MDA Relief Fund. He commented that the MDA has a clean audit report, which
48 is the best report an association can receive.

1
2 D. Owens presented the management letter that detailed one significant deficiency regarding
3 lack of segregation of duties. D. Owens commented that this deficiency is primarily a function
4 of the size of the organization. D. Owens commented that short of hiring additional staff, the
5 MDA may never achieve perfect segregation of duties due to its small size, but that this is a
6 very common issue for most organizations the size of the MDA. He commented that the MDA
7 has capable accounting staff which helps with segregation of duties and monitoring.
8
9

10 **Nominating Committee Report**

11
12 S. McDonnell reviewed the proposed slate of MDA officers and trustees and ADA delegates
13 and alternate delegates from the Nominating Committee. It was moved to approve the slate of
14 candidates as presented by the Nominating Committee. Motion passed unanimously. The slate
15 will be presented to the MDA House of Delegates for consideration and approval.
16

17 **Legal Report**

18
19 A. Amann gave a report on the recent amicus brief filed by the ADA in the Mulready vs.
20 Pharmaceutical Care Management Association case that is being considered for review by the
21 Supreme Court. The ADA is asking that the Supreme Court hear the case because it would
22 clarify prior holdings that state that ERISA preemption should only apply to state regulations
23 that impact core plan administration functions and not laws protecting patients and providers.
24 The Supreme Court has not yet determined whether or not to hear the case but should do so
25 later this summer.
26

27 **Executive Director Report**

28
29 C. Cinqueonce provided an update on all of the MDA activities he has been working on
30 including: Dental Loss Ratio Legislation & Assignment of Benefits.
31

32 **Dues Waiver Request.** The Board reviewed the additional information presented on a previous
33 dues waiver request. It was moved and seconded to grant the dues waiver request at 50% for
34 the MDA dues portion. Motion passed by majority vote.
35

36 **Association Health Plan.** C. Cinqueonce reported that he has been working with T. Dyste on
37 the creation of an association health plan. The MDA will be doing a survey of members to
38 gauge interest in the plan and to keep the process moving.
39

40 **Herzing.** C. Cinqueonce informed the Board that the press release announcing the MDA's
41 partnership with Herzing will be going out on Monday or Tuesday of next week. R. Perpich
42 commented that Herzing is also looking for dental offices outstate to assist Herzing with clinical
43 training.
44

45 **Dental MBA** C. Cinqueonce reported that the New Mexico Dental Association has partnered
46 with a company that offered an online mini-MBA program and created a program tailored

1 specifically for dentists and their staff. They have invited the MDA to consider offering it to
2 MDA members. C. Cinqueonce will bring this back for discussed at an upcoming Board
3 meeting.

4 **Resolution Review**

5
6
7 S. McDonnell reviewed the House of Delegates schedule. The Board then reviewed the House
8 of Delegates Resolutions submitted to date. The Board agreed to review the Resolutions and
9 formulate comments by general consent.

- 10
11 ○ Code of Conduct Resolution. The Board discussed the Resolution and voted to
12 support the Resolution as written.
13
14 ○ Proposed House of Delegates Sunset Pilot Project. The Board discussed the
15 Resolution and voted to bring forth the proposed Resolution.
16
17 ○ Proposed Bylaw Revision For Pilot Projects. The Board discussed the proposed
18 Resolution and voted to bring forth the proposed Resolution.
19
20 ○ Proposed Single Administrator Resolution. The Board discussed the proposed
21 Resolution and voted to bring forth the proposed Resolution.
22

23 **Consent Agenda/Trustee Reports**

24
25 The Trustees gave reports on the activities in their Districts. The Committee reports were placed
26 on the Consent Agenda and unanimously approved with the exception of the Affinity Products
27 Committee, MINDENPAC and the MDF.
28

29 Affinity Products Committee Recommendation. L. Taple reviewed the recommendation from
30 the Committee for the MDA to endorse the Quench water system. It was moved and seconded
31 to approve Quench as an MDA endorsed product. Motion passed unanimously.
32

33 MINDENPAC. C. Cinqueonce reviewed the proposed new Board members to MINDENPAC
34 that have been approved by the MINDENPAC Board. MINDENPAC is asking the Board to
35 approve Adam Holder and Nathan Pedersen to 2 year terms on the MINDENPAC Board. It
36 was moved and seconded to approve the election of Adam Holder and Nathan Pedersen to the
37 MINDENPAC Board. Motion passed unanimously.
38

39 MDF Gala. C. Cinqueonce reported that the MDA has typically been a Gold level sponsor of
40 the MDF One Smile Gala. It was moved and seconded that the MDA become a Gold level
41 sponsor of the MDF Gala. Motion passed unanimously with one abstention.
42

43 **Officer Reports**

44
45 President. R. Perpich informed the Board that she attended the U of MN School of Dentistry
46 graduation and awards ceremony. She also attended the MNMOM and the Herzing University

1 meeting. She will be appearing on KARE11 at some point to talk about saving for dental
2 expenses in retirement. She also attended the Legislative Affairs Committee meeting and the
3 MDF golf tournament.

4
5 President Elect. A. Aguirre reported that he attended the MNMOM, the ADA President Elect
6 conference, and the Executive Committee meeting. He also reported that registrations for the
7 next Leadership Academy are currently open. He will be attending the upcoming ADPAC
8 meeting and is working with C. Cinqueonce to plan for next year. A. Aguirre encouraged the
9 Board members to participate in the MDA program where members can sponsor a D1 student
10 by paying their ASDA dues.

11
12 First Vice President. S. Wagnild referred members to his written report.

13
14 Second Vice President. J. Noack reported that he attended the MNMOM and various
15 Committee meetings. He also attended the South Dakota Dental Association House of Delegates
16 meeting. He will be attending the upcoming Midstates meeting.

17
18 Treasurer. L. Taple reported that he attended the St. Paul District Dentispre event, the
19 MNMOM, the Executive and Affinity Products Committee meetings.

20
21 He further reported that the MDA had a bond which matured at the end of April. The funds
22 from this were reinvested and the MDA's portfolio allocations were rebalanced to take
23 advantage of the increased interest rates. The MDA purchased 2 new additional bonds that will
24 mature in April 2025. He commented that the MDA's total long-term investments are about
25 evenly split between the managed equities (Joel Fund) and our other "non-managed" bonds and
26 mutual funds. Year to date the managed equities (Joel Fund) are showing a 22.22% return and
27 the Spyder fund which basically mirrors the S&P 500 has shown a return of slightly above 15%.
28

29 Speaker of the House. S. McDonnell reported that he has been preparing for the upcoming
30 House of Delegates meeting and working with the Resolution Review Committee as needed.

31
32
33 **2025 ADA Delegates**

- 34 1. Alejandro Aguirre
- 35 2. Scott Wagnild
- 36 3. John Noack
- 37 4. Aruna Rao
- 38 5. Steve McDonnell
- 39 6. Loren Taple
- 40 7. Seth Huiras
- 41 8. Zach Hazelton
- 42 9. Rose Perpich

43
44
45 **2025 ADA Alternate Delegates**

- 46 1. Rachel Malterud
- 47 2. Nathan Pedersen
- 48 3. Doug Erickson

1
2 **Board of Dentistry Nominee(s)**
3 Michelle Bebeau
4
5 Respectfully submitted,
6
7 Carmelo Cinqueonce, MBA
8 Executive Director