

REPORT OF THE TREASURER

2024

I dont' want to belong to any organization that will accpet me as a member. – Groucho Marx

Don't listen to Groucho Marx. – Loren Taple
Tell all your non-member colleagues to join the MDA!

This report provides an overview of the financial status of the Minnesota Dental Association (MDA) for the current fiscal year. As the Treasurer of MDA, it is my responsibility to ensure transparency and accountability in the association's financial affairs. The annual audit of our organization by Olsen Thielen, which was completed in June, had no irregularities and is included in the House of Delegates manual.

1. Revenue:

Since our last House of Delegates meeting, the MDA has experienced steady revenue growth. The main sources of revenue include membership dues, programming such as the Star of the North, our investment portfolio and non-dues revenue opportunities from our endorsed vendors. The MDA continues to look for additional non-dues revenue opportunitites to benefit the organization and provide additional member benefits. Quench water products were just added as a new endorsed product in July.

2. Expenses:

Managing expenses effectively is vital for the financial health of any organization. The MDA has diligently controlled its expenses while ensuring the provision of quality services and programs to our members. Significant expenses include putting on meetings like the Star of the North and House of Delegates. The Star of the North came in on budget this year, resulting in a \$207,253 profit to the MDA. The House of Delgates meeting will be a topic of discussion as put forth in a resolution later in this meeting.

3. Membership and Dues.

At this time I do not see a reason to increase dues to the MDA. The ADA and component districts will make their own decisions about dues. Membership dues, of course, remain a crucial component of our revenue. Making collection of membership dues easy with payment options has been a priority to helping members maintain their membership without being a financial burden. As you may or may not be aware, the ADA is piloting a new membership model in a small number of states this year. We may be asked to join the pilot program in the future – perhaps in 2026. This would potentially have a positive impact on the amount you are charged for the ADA portion of your annual dues.

With regard to membership itself, the MDA's market share of all dentists in the State of Minnesota hovers at about 53.3%. Our retention renewal rate year to year remains fairly high at 91.6%. However, that means we did not retain 8.4% of our members year over year. This is somewhat offset by new members but, we still continue to have a slight decline in membership. Over the last five years, marketshare and renewal percentage have been on a slight downward trend in all districts except the Southern District. They have maintained their memberhsip marketshare for

1 the last four years, which also leads all districts in marketshare at 69%. Way to go Southern
2 District! For the sustained viability of our association this is an area that is being addressed on
3 multiple fronts. Numerous efforts are being made to provide value and benefits to members that
4 can not be received outside of the MDA. Every member can help to spread this message.
5

6 **4. Investments:**

7 The MDA has a well-diversified investment portfolio aimed at generating long-term financial
8 stability. Our investment strategy focuses on balancing risk and return while adhering to ethical
9 investment principles. Despite fluctuations in the market, our investments this past year have
10 yielded positive returns, contributing to our overall revenue and the health of our reserves.
11

12 **5. Reserves and Financial Health:**

13 Maintaining a healthy reserve fund is crucial for any association. The MDA's long term reserve funds
14 stand at roughly \$5.32 million. This reserve provides a safety net for unforeseen circumstances and
15 ensures the long-term sustainability of the association.
16

17 **In conclusion**, the Minnesota Dental Association's financial status remains strong. Our revenue has
18 remained stable, thanks to fairly steady membership and prudent financial management by our
19 excellent executive director and staff. Controlling expenses and maintaining a healthy reserve fund
20 have been key priorities to ensure the association's long-term financial health, thus, allowing the
21 MDA to continue being "The Voice of Minnesota Dentistry."
22

23 As treasurer of the MDA I am committed to continuing its financial transparency and accountability
24 to our members. I would refer you to the House of Delegates informational packet of associated
25 financial statements of the MDA for more detailed information of where and how all of our
26 association dollars are generated and spent. Please feel free to contact me if you have any questions
27 or require further information.
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29 Lastly, I thank you, the House of Delegates of the Minnesota Dental Association, for the opportunity
30 to serve as your treasurer. I am appreciative of the support of the Executive Committee, the Board
31 of Trustees, Executive Director Mr. Carmelo Cinqueonce, the superb MDA staff, and most
32 importantly, the membership of the Minnesota Dental Association.
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34 Thank you!

35 Submitted by:

36 Loren J. Taple, DDS
37 Treasurer
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