

October 2020

the

Nugget



Surviving Disasters



Get Ready For Our UPCOMING EVENTS

OCT
3

Continuing Education Webinar • Saturday 6–10am • \$699

Webinar – Adult Oral Conscious Sedation Re-Certification: DOCS (7.5 CEU, Core)

Anthony Feck, DDS and Leslie Shu-Tung Fang, MD, PhD

The course will be a two-part webinar.

Part 1: Online course with Dr. Feck. Pre-recorded webinar to watch and complete before attending the LIVE course on October 3rd.

Part 2: LIVE webinar portion of the course with Dr. Leslie Fang. Takes place October 3rd, 6-10am.

Dentistry, medicine, science and pharmacology are continually evolving—it's essential to keep your skills and knowledge fresh. Adult Oral Conscious Sedation Recertification can help you stay abreast to ensure that you are providing your patients with the most up-to-date, comprehensive care available. That's why we recommend that all dentists participate in our recertification course at least once every two years. In addition to fulfilling continuing education requirements, this one-day course will cover the newest studies and research available, as well as updates on adult oral conscious sedation protocols. You will review the critical psychology of the sedation patient, expand on your knowledge of sedation pharmacology, and practice airway management and monitoring.

OCT
13

Online General Meeting (via Zoom) • Tuesday 6–8:30pm • \$49

Ethics in Your Practice (2.5 CEU, Core)

Presented by Henrik Hansen, DDS and Volki Felahy, DDS

Sponsored by Anutra Medical

Both the ADA and the CDA have a Code of Ethics, which are the tenants and obligations of membership in the tripartite organization. A member must agree to the Code of Ethics in order to maintain their membership in the organization. But what are the aspects of the ethics code that are enforced? What is changing? And how has this Code changed over the years? (Advertising, for sure!) What are the aspects of the Code that may affect your day to day operation in your dental office? How can the Code of Ethics help you in your practice and in your marketing? It is known that members abide by high standards, as per the Code of Ethics. What does this mean to you and your practice? You may well use it to your advantage! Learn much more at this evening's presentation hosted via Zoom.

OCT
28

Lunch & Learn Webinar (via Zoom) • Wednesday 11:30am–1:30pm • \$80

OSHA: Train the Trainer, Then Train the Team
(2 CEU, Core)

Presented by Donna Drury-Klein, The Foundation for Allied Dental Education (SDDS Vendor Member)

The target audience is the program administrator, manager, or other personnel designated with the responsibility of implementing the annual OSHA training requirements for the dental healthcare facility. This course covers the primary focus points to complete an annual training session in the office. This course addresses the development and implementation of an Exposure Control Plans (ECP) for dental healthcare facilities.

OCT
29

Business Forum Webinar (via Zoom) • Thursday 6–8pm • \$50

Compliance, Fraud and Embezzlement, Oh My! (2 CEU, 20%)
Presented by Christine Taxin

Are you ready for civil penalties of up to \$11,000 per billing error? Fraud takes place daily practices across the country. Most practices are unintentionally making errors by not controlling your practice or billing issues. The owner needs to be the leader of protection. Learn what to have your team supply and what only the owner should be in control of.

NOV
6

CPR - AHA BLS Blended Learning Course • Friday 3 Time Sessions (8:30-9:15am, 9:30-10:15am or 10:30-11:15am)

\$75 (\$28.50 paid directly to AHA for the online course and the other \$46.50 paid to SDDS for the skills check portion)

For the Healthcare Provider (4 CEU, Core)

The November CPR Course will be an AHA blended learning course. Blended learning is a combination of eLearning (online portion), in which a student completes part of the course in a self-directed manner, followed by a hands-on session.

There are three potential time slots for the skills test session on that day. When signing up you'll select your preference (note that we will do our best to accommodate your preference, but sessions may fill up).

Courses/events may be affected based on COVID considerations and social distancing guidelines. If necessary, alternate plans will be offered.

Contents

FEATURES



- 10** Interview with Assemblymember and Forensic Dentist Jim Wood
Denise Jabusch, DDS interview with James D. Wood, DDS
- 12** Hidden Office Dangers
Lenore Hata, DDS
- 13** Comments on the COVID Pandemic From Your Fellow Colleagues
Anonymous contributors, compiled by Denise Jabusch, DDS
- 14** Out of the Ashes
G. Scott Hanosh, DDS and Danielle Hanosh
- 16** A Cautionary Tale from a Survivor of the 2018 Paradise Fire
Tim Elloway, DDS

Nugget Editorial Board

Ash Vasanthan, DDS, MS • *Editor-in-Chief*
Nima Aflatooni, DDS • Jim Cope, DDS
Herlin Dyal, DDS, MS • Tyler Holt, DDS
Denise Jabusch, DDS • Gregory Kolber, DDS
Brian Ralli, DDS

Editors Emeritus

James Musser, DDS
William Parker, DMD, MS, PhD
Bevan Richardson, DDS

Awards

International College of Dentists (ICD)

- 2019 • Special Citation Award, *unusual concept*
2019 • Golden Pen, *honorable mention*
Article / series of articles of interest to the profession
2018 • Humanitarian Service Award
2017 • Special Citation Award, *unusual concept*
2016 • Golden Pen, *honorable mention*
Article / series of articles of interest to the profession
2015 • Special Citation Award, *unusual concept*
2014 • Outstanding Cover, *honorable mention*
2014 • Golden Pen, *honorable mention*
2013 • Outstanding Cover
2012 • Overall Newsletter
2010 • Platinum Pencil
Outstanding use of graphics

Specials

- 18** One-Time Compliance Report Due October 12, 2020
What Happens If I Don't Comply?
- 20** The Quandary Quarterback
- 34** COVID Care Packages

Regulars

- | | | | |
|-----------|--------------------------------|-----------|--------------------------------------|
| 5 | President's Message | 30 | YOU: The Dentist, The Business Owner |
| 6 | Cathy's Corner | 32 | Board Report |
| 7 | From the Editor's Desk | 36 | Membership Update |
| 9 | You Should Know | 39 | Vendor Member Spotlight |
| 21 | Job Bank | 40 | Vendor Member Listings |
| 22 | Trustee Report | 42 | Advertiser Index |
| 24 | YOU: The Dentist, The Employer | 42 | Volunteer Opportunities |
| 26 | Committee Corner | 43 | Classified Ads |
| 28 | Foundation | 44 | SDDS Calendar of Events |

JOIN OUR MEDICAID NETWORK



Access Dental Plan wants to **partner** with you.
*Help us to keep Sacramento Medi-Cal Dental Members **smiling!***
Call us for more information.

Join our network and experience:

- Mixed Compensation Model
 - Monthly guaranteed payment with capitation
 - Supplemental payments
 - Quarterly and annual bonus opportunities
- Ease of Administration
- Dedicated Provider Relations team
- One on One Staff Training
- Provider Satisfaction
- New Provider Tools

Call us for more information now!
(800) 640-4466
www.premierlife.com



President's Message



By **Carl Hillendahl, DDS**
2020 SDDS President

Disaster Preparedness

Wow. We didn't see this one coming. An international biological disaster descended upon us and, within six weeks and by government fiat, our offices were inaccessible for routine patient care. Similar to other common disasters, fire, flood, tornadoes, hurricanes, earthquakes that physically damage your place of business, this national disaster left us unable to make a living. We were economically damaged by the restrictions placed upon us by the government authorities. How do we protect ourselves against the economic disruption caused by an epidemic?

This issue of *the Nugget* contains articles from individuals involved in disasters, both mass disasters and single office disasters. Dr. Jim Wood, a forensic dentist, provides his perspective on identifying the remains of the victims from many mass disasters he has witnessed and served as a forensic consultant for. The other articles are narratives about the destruction of individual offices, also discussing the procedures and systems in

place to facilitate the recovery back to a productive office. This *Nugget* is a good read with something to learn from the misfortunes of others.

How come I wasn't prepared for this COVID-19 epidemic? Where did I put my "Epidemic Business Interruption Policy?" That's right, I don't have one. I haven't heard of that coverage during the 40 years I have practiced dentistry. Business Interruption Policies usually cover overhead when your business is shut down as a result of physical damage to the facility or a personal disability of the dentist, not a government imposed shutdown due to a public health crisis. If I only had 6 months of operating reserves stashed away I could weather the disruption caused by the imposed shutdown. With the current overhead in dental practice, it's very difficult to accumulate reserves like that. I am sure that insurance companies will begin to offer policies that cover epidemic business interruption.

Businesses stand to lose billions from this coronavirus epidemic. Fortunately the Government, as insurer of last resort, stepped up to provide programs and fiscal policies to help mitigate the economic harm so far created. The total expense of this epidemic is yet to be calculated. Probably 4 trillion maybe more in additional government borrowing adding to the national debt and 250 to 300 thousand lives. I know of two dentists filing bankruptcy and closing their offices and I heard estimates that upwards to 30% of offices nationwide may end up in bankruptcy court as additional fallout from this pandemic.

I hope everyone is protecting employees and staying healthy. ■

A handwritten signature in black ink that reads "Carl Hillendahl DDS".

ARE YOU USING YOUR ADVERTISING BENEFIT?

SDDS MEMBERS RECEIVE A
5% DISCOUNT
ON ADVERTISING

SDDS Members—General Practitioners and Specialists; Have you ever thought of advertising in *the Nugget*? What is your area of expertise? Want to let other colleagues know?

Sign a year advertising contract and get a 15% discount and an additional 5% if you pay in full



The Definition and the Degree of Disaster

By **Cathy B. Levering**
SDDS Executive Director

While proof-reading this issue of *the Nugget* (great job, Dr. Jabusch and all the contributors!), I can't believe the stories, the utter devastation and... the resilience. To face the tragedies about which they write and to look back now from a place of restoration and healing and gratitude... I am so very proud of our colleagues who have weathered the experience.

As I am writing this, the smoke from the fires continue to fill the air. Thousands have lost their homes and their businesses all around us and the fires are still raging. By the time you receive this magazine, I pray that it will be over; but it doesn't look good. We need some rain – now. Two hurricanes have hit our friends in the South and they are just beginning the clean up. 2020 has not been good to us as far as disasters.

And then there is the “other disaster” – COVID-19. Our businesses have suffered from this disaster. The restaurants and other service-based businesses are still shut down; I pray they will recover. The Broadway theaters, the regional theaters and all their actors – will they ever come back? While your dental offices finally got the “OK” to come back to work and open in May, many employees did not come back. Many employees – from all professions – are still at home needing to do remote learning with their kids and providing childcare because those facilities are still closed. We ARE still in the middle of a disaster and every day we pray it will get better.

But, like the cover of this magazine implies, there's hope. And there's also another perspective – that of family, loved ones, their safety, their health and the love you share. When faced with a medical emergency, illness or disease – one that could be disastrous – it does put things into perspective. That knot in your stomach because someone you love is facing a personal disaster or medical threat, the thought of losing that person goes to your core and your very being.

So keep praying. And keep loving. And that flower among the potentially disastrous ruins will bloom again.

Cathy

Join us for the
October General Meeting (via Zoom)

Ethics in Your Practice

Tuesday, October 13, 2020 • 6pm–8:30pm • \$49 • 2.5 CEU, Core

Presented by Henrik Hansen, DDS and Volki Felahy, DDS
Sponsored by Anutra Medical

Use the insert or head to [SDDS.org](https://www.sdds.org) to register!

LEADERSHIP

President: Carl Hillendahl, DDS
Immediate Past President: Bryan Judd, DDS
President Elect/Treasurer: Volki Felahy, DDS
Secretary: Wesley Yee, DDS
Editor-in-Chief: Ash Vasanthan, DDS, MS
Executive Director: Cathy Levering

EXECUTIVE COMMITTEE

Craig Alpha, DDS
Lisa Dobak, DDS
Jagdev Heir, MD, DMD, FACS
Brock Hinton, DDS
Kevin Keating, DDS, MS
Hana Rashid, DDS
Nima Aflatoon, DDS (Appointed)

BOARD OF DIRECTORS

Wallace Bellamy, DMD
Adrian Carrington, DDS

TRUSTEES

CPR: Margaret Delmore, MD, DDS
Nominating/Leadership Development:
Bryan Judd, DDS
Peer Review: Cherag Sarkari, DDS

COMMITTEES STANDING

Amalgam Advisory: Viren Patel, DDS, Wai Chan, DDS
Budget & Finance Advisory: Volki Felahy, DDS
Bylaws Advisory: Bryan Judd, DDS
CE Advisory: Charles Smurthwaite, DDS
Ethics Task Force: Nancy Archibald, DDS
Forensics Advisory: Mark Porco, DDS
Legislative Advisory: Amardeep Bains, DMD, BDS
Member Benefits and Services: Chirag Vaid, DDS
New Dental School Advisory: Kevin Keating, DDS, MS
Oral Health Initiatives: Kim Wallace, DDS
Strategic Planning Advisory:
Volki Felahy, DDS / Wesley Yee, DDS

TASK FORCES ADVISORY COMMITTEES

Foundation: Viren Patel, DDS
SacPAC: Matt Campbell, DDS

SPECIAL EVENTS OTHER

Cathy Levering | Executive Director
Noel Seaver | Assistant to the Executive Director
Jen Jackson | Community Projects / Recruitment
Sofia Gutierrez | Foundation Projects / CPR
Anne Rogerson | Office Manager
Jessica Luther | Graphic Designer
Rachel Sheets | Graphic Designer

SDDS STAFF

The Nugget is an opinion and discussion magazine for SDDS membership. Opinions expressed by authors are their own, and not necessarily those of SDDS or *The Nugget* Editorial Board. SDDS reserves the right to edit all contributions for clarity and length, as well as reject any material submitted. *The Nugget* is published monthly (except bimonthly in June/July and Aug/Sept) by the SDDS, 2035 Hurley Way, Ste 200, Sacramento, CA 95825 (916) 446-1211. Acceptance of advertising in *The Nugget* in no way constitutes approval or endorsement by Sacramento District Dental Society of products or services advertised. SDDS reserves the right to reject any advertisement.

Postmaster: Send address changes to SDDS, 2035 Hurley Way, Ste 200, Sacramento, CA 95825.



By Denise Jabusch, DDS
Associate Editor

Surviving Disasters

As a retired dentist, I am one of the oldest in age on *The Nugget* Editorial Committee and one of the most recent to join. Our committee is comprised of SDDS member volunteers and includes periodontists, endodontists, oral surgeons, prosthodontists as well as general dentists. We are assigned one issue per year for which we get to choose a topic and then we go knocking on your door to write an opinion. Most of the time the requests are fulfilled and then the SDDS graphic designers, Rachel Sheets and Jessica Luther, assemble a stellar publication. Since the beginning of the year I have been hard at work on my edition, "In Preparation for Disasters Striking Our Office and Our Community." All of the contributors had personally confronted a disastrous event and were willing to share their experience. Dr. Lenore Hata, as a young practitioner in Eugene, Oregon, came to work one morning to a completely flooded dental office. Dr. Scott Hanosh of Paradise, California intimately describes

the workday that he and his office staff had to evacuate from the encroaching 2018 fires. Dr. Tim Elloway, also of Paradise, lends advice on how he was able to save his database by being in the cloud. Dr. Jim Wood, a California Assemblyman and a forensic odontologist who has served in many national disasters, shares sobering counsel on disaster preparation for the office and home. In response to the unprecedented Covid pandemic, fellow colleagues were asked what their concerns were, these dentists throughout California and Washington shared their thoughts and feelings about everything happening. We wish you well in these unprecedented times.

Here is a checklist of what was shared by these survivors:

1. Have a reliable and recent back-up of your office data and financial records.
 2. Store the office and financial data in a reliable location, preferably in the cloud.
- Having a reliable location is key as some

Paradise dentists had stored the back-up in a safe at their homes. Unfortunately, the fires were so hot that the safes were destroyed as well as their homes and offices. Another Paradise dentist had an unreliable data storage vendor and the company couldn't reproduce his data.

3. Data reproduction is needed not only for your office but for the identification of your patients.
4. Have adequate insurance for your office and home. Record the property, equipment and instruments in drawers with photos. Store the photos in a safe, remote location preferably the cloud.
5. Attend SDDS' training on disaster preparation headed by the Forensic Committee.
6. Know that Drs. Hata, Hanosh, Elloway, and Wood have faced disasters and survived. ■

CONTINUING EDUCATION - Presented by Christine Taxin

Compliance, Fraud and Embezzlement, Oh My!

Thursday, October 29, 2020

2 CEU, 20% • \$50

Sponsored in-part by Patterson Dental

6pm–8pm • Online Class

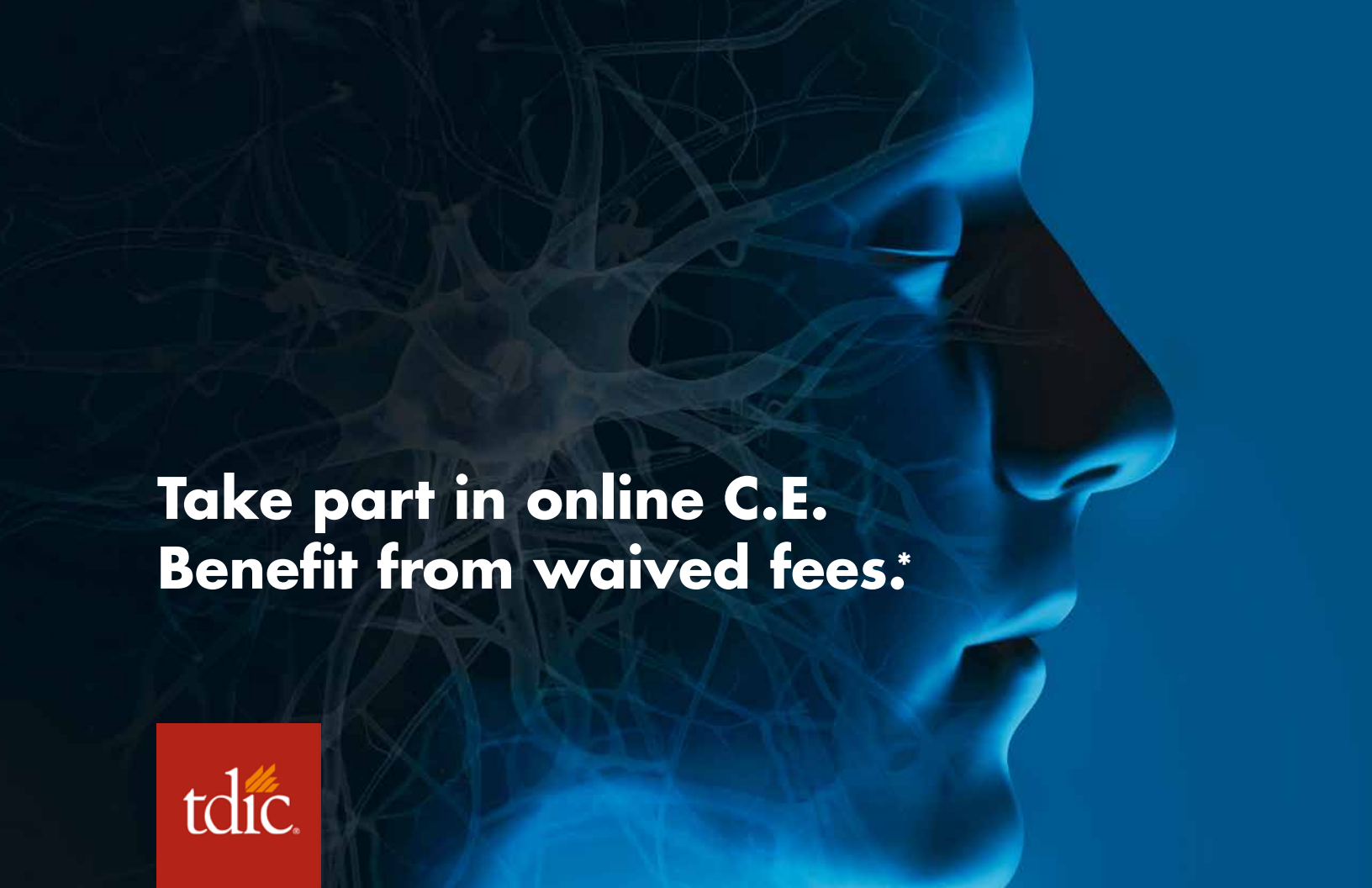
This course is a webinar format via Zoom and can be taken in the comfort of your own home!

Take this course to learn how to protect yourself from another type of disaster, "embezzlement!"

Are you ready for civil penalties of up to \$11,000 per billing error?

Fraud takes place daily practices across the country. Most practices are unintentionally making errors by not controlling your practice or billing issues. The owner needs to be the leader of protection. Learn what to have your team supply and what only the owner should be in control of.

- Learn why you need more than one bank account.
- Only you should have control of finances
- Update your coding and insurance information
- Documentation: Not text messages!
- Know every credit being issued.
- No one person should run the entire practice.
- Understanding the reports, you need to look at daily, weekly, monthly.



Take part in online C.E. Benefit from waived fees.*



TDIC is here to support you with more resources and fewer fees. For a limited time, take the current risk management online course at your convenience and **no cost**.

Pain & Perception: reducing nerve injury risks

Through 24/7 online education, you can learn to build your confidence when handling patients who experience prolonged numbness after dental procedures.

Enroll in the risk management online course today:

- Benefit from waived course registration fees*
- Earn 3.0 ADA CERP credits upon completion
- Lock in a 5% Professional Liability premium discount**
- Get the latest guidance to protect your practice

Register now at tdicinsurance.com/seminars.

*Fee waiver valid until September 1, 2020. **TDIC policyholders who complete the eLearning option will receive a two-year, 5% Professional Liability premium discount effective their next policy renewal.

Protecting dentists. It's all we do.®

800.733.0633 | tdicinsurance.com | Insurance Lic. #0652783

  @TDICInsurance

YOU SHOULD KNOW

EPA AMALGAM SEPARATOR RULE COMPLIANCE DEADLINE OCTOBER 12, 2020

Reprinted with permission from CDA and Sacramento Regional County Sanitation District

Dental dischargers, primarily general, pediatric dentists and endodontists, must comply with the EPA dental regulations and submit a One-Time Compliance Report no later than October 12, 2020. Dentists that place and remove amalgam must install an amalgam separator and implement two Best Management Practices. Those that do not place and only remove amalgam in limited, anticipated circumstances are exempt from installing an amalgam separator but must submit the form certifying as such.

For dentists in unincorporated Sacramento County (the cities of Citrus Heights, Elk Grove, Folsom, Rancho Cordova, Sacramento, and West Sacramento and the communities of Courtland and Walnut Grove) the form should be submitted to the Sacramento Regional County Sanitation District (Regional San). The form and contact information can be found at www.amalgamrecovery.com. Dentists outside of the Regional San service area should contact their local sewer agency -see below.

Any dentist who discharges wastewater to a system not controlled by an agency with a wastewater pretreatment program will have to submit the one-time compliance report to the State Water Board. At this time, the state of California is preparing its form and process, which should be available online in the next four to six weeks. CDA will inform all members once it is available. Should you have questions, contact Teresa Pichay, CDA Practice Support, at 916.554.5990 or teresa.pichay@cda.org.

SDDS Area / Local wastewater contacts:

- Sacramento County: Sandy Delp (916) 875-6254 or (916) 709-3911; delps@sacsewer.com
- Cameron Park and El Dorado Hills: Ryan Rothwell, El Dorado Irrigation District, (530) 295-6876, ipp@eid.org
- Loomis, Newcastle, Penryn, Rocklin, and Roseville: Rich Stephens, City of Roseville, (916) 746-1882
- Davis: Pretreatment Program, (530) 757-5686
- Woodland: Pretreatment Program, (530) 661-2065

Those in other areas will need to wait for information from the State as indicated above.

CE REQUIREMENT DEADLINE EXTENDED

Reprinted with permission from CDA

California-licensed dentists, registered dental hygienists and registered dental assistants whose active licenses expire between March 31 and October 31, 2020, now have until February 27, 2021, to complete their continuing education courses for license renewal.

The Department of Consumer Affairs' August 27 order that temporarily waives license renewal requirements also rescinds the DCA's previous two C.E. extension waivers granted March 31 and July 1, meaning that all licensees who have licenses that expire between March 31 and October 31 will now follow the newest order.

CDA's consistent advocacy efforts helped to secure all three C.E. waivers for dental professionals impacted by the COVID-19 pandemic, which has resulted in cancellations of required in-person courses and testing.

Licensees must still apply for and pay their license renewal fees by the respective renewal due dates.

FRAUD SCAM ALERT

Posted on DCA Website (9/9/20)

The Department of Consumer Affairs (DCA) has learned of an attempted fraud scheme aimed at licensees of DCA's boards and bureaus. In the scheme, scam artists identify themselves as DCA/board/bureau staff members or investigators and notify the licensee that they are under investigation, that their license may be suspended, or that an arrest warrant has been issued in the licensee's name, and then they will demand money. In some instances, scam artists identify themselves as other entities including local police, the Drug Enforcement Agency (DEA) or the Federal Bureau of Investigation (FBI). The callers may be "spoofing" DCA/board/bureau telephone numbers to make the calls appear to be coming from DCA or the board/bureau.

DCA/board/bureau staff members or investigators will never contact licensees demanding money or payment of any form or personalized information without conducting an official investigation or inquiry. If you receive such a call, please refuse the demand for payment.

Please also consider the following:

- NEVER disclose any personal information, i.e. social security numbers, date of births, or credit/debit card numbers.
- If you receive a call, contact the DCA directly at (800) 952-5210 to inquire if an official investigation is being conducted.
- You may also wish to call the board or bureau responsible for issuing your license. Contact information for all DCA boards and bureaus can be found at: https://www.dca.ca.gov/about_us/entities.shtml
- If the caller is stating they are from the DEA, report the scam using the DEA's Extortion Scam online reporting form: <https://www.dea.gov/stories/2019/06/11/alert-extortion-scam-targeting-dea-registrants>
- If the caller is stating they are from the FBI, report the scam using the FBI's Internet Crime Complaint Center reporting form: <https://www.ic3.gov/default.aspx>
- If the phone number of the caller appears to be a DCA/board/bureau telephone number, report the scam using the Federal Communications Commission's consumer complaint form: <https://consumercomplaints.fcc.gov/hc/en-us/articles/115002234203-Unwanted-Calls-Phone->



Interviewee:
James D. Wood, DDS
 Assemblymember representing
 the 2nd District, SDDS Member

Dr. Wood was elected in November 2014 to represent California's 2nd Assembly District, which comprises Del Norte, Trinity, Humboldt, and Mendocino counties, plus northern and coastal Sonoma County.

Dr. Wood has lived in Northern California since 1987, when he opened his family dental practice in Cloverdale.

In addition to his work in the State Legislature, Dr. Wood is a forensic dentistry expert and serves as the forensic consultant for 5 California Counties.

Interview with Assemblymember and Forensic Dentist Jim Wood

Mild-mannered Jim Wood, DDS has worn many hats that have carried tremendous responsibility. He is the California Assemblymember for the Second District which encompasses the North Coast area. Prior to being elected to the state legislature in 2014, Dr. Wood owned a family practice in Healdsburg, California. For the past 25 years he has been a forensic odontologist serving not only in Sacramento County but also at many of the nation's disasters. As one of the hundred forensic specialists in the country, he served at the 2001 September 11 attack, 2005 Hurricane Katrina, 2017 Sonoma Fires, and 2018 Camp Fire in Paradise. All were horrific tragedies, but the Sonoma fires were especially personal to Dr. Wood as 44 human remains, that had to be identified were his constituents. He was kind enough to share his thoughts on how to protect you and your office before disaster strikes and how you can contribute to the community in a disaster.

On the SDDS Mass Disaster Committee and the mock disaster event that is held by SDDS:

I applaud that because that is something you don't see in a lot of other dental societies. You already are ahead of the game and you have people who have gone to seminars and that will give them a little bit more working knowledge of what they might be getting into.

On the 2018 Paradise Fire, and the challenges of identifying bodies without x-rays:

The Paradise Fire was not directly a Sacramento County disaster. The Paradise Fire was in the Butte County jurisdiction and I played the liaison role between the Office of Emergency Services, the Sacramento coroner and Butte County. I worked with Dr. Mark Porco, Dr. George Gould and a couple of other doctors. While we had a tragically large number of victims (85), it took a while to get x-rays.



Interviewer:
By Denise Jabusch, DDS
 SDDS Member, Associate Editor

Dr. Jabusch graduated from the University of California in 1985. She practiced in Loomis, California until her retirement in 2015. She has been a part of the Nugget Editorial Committee since 2016.



Assemblymember Jim Wood, DDS, examines the foundation of a home lost in the Camp Fire in Paradise.

The fire burned up some dental offices and we struggled because we didn't have x-rays. Lessons learned.

The need for office back-ups not only for patient identification but for protection of your office:

Even if you lost your office, you should have a backup of patient charts. And when you do backups, you should do them pretty often. We had some offices that hadn't backed up in a year or more. The backup needs to be off-site or in the cloud or preferably both. Also, make sure that your backup includes all your financial records because otherwise you don't know who owes you what and you don't know what you owe others.

On the need for adequate insurance for the office and home:

The other thing that offices will be challenged with is whether they are adequately insured. I learned a valuable lesson from a colleague of mine, an oral surgeon, who had a fire in his office. It wasn't a total loss, but it was a pretty significant loss. He was underinsured and he easily reached the limits of his insurance. The insurance company still made it difficult for him to collect from what he was due from this policy. When I heard that, I had TDIC re-evaluate my office. I was also underinsured and the cost to increase my insurance was minimal. It was a couple hundred dollars to get it to where it should be. A couple hundred dollars for a couple hundred thousand dollars in coverage is a pretty good investment.

Sixty percent of the people who lost homes in the fires in the district that I represent were underinsured. Sixty percent! Many of them were significantly underinsured to the tune of hundreds of thousands of dollars.

On proving the worth of lost property with pictures:

In my district people lost their homes. The insurance companies all have different rules on reimbursement, but some people were being told that the insurance companies couldn't reimburse them because they didn't have receipts. Your house has burned down, right, so, how do you prove that? What I would encourage people to do is to take pictures. Don't put those pictures on your phone and don't leave them in your house. Put them in a safe-deposit box or put them somewhere safe that isn't going to be destroyed in a disaster. And so, when you walk into a claims adjuster and you have a visual record that shows everything

you own in your house, it makes it really hard for them to do anything but just write you a check. It is a simple thing that takes no time at all to do it. I took individual photographs of my office. I opened every drawer to record every instrument I had. I did the same thing in my house. If we had a disaster next week, I'd say two-thirds to three-fourths of the people haven't done any of those things and that's sad.

His personal experience as a forensic odontologist serving at national disasters:

Butte County didn't have the capacity to handle the remains of 85 people in the 2018 Paradise Fire, so everything came to the Sacramento County Coroner. We had pathologists, dentists, anthropologists and DNA people. We had a big area to work in.

In Sonoma County where I live, we had fires in 2017, and we had 44 victims among Napa, Sonoma and Mendocino counties. I have jurisdiction and had been working there for 25 years. I did all those cases myself. Fortunately, there were no dental offices that were destroyed, and records weren't as difficult to get. There were people from out of state, but there wasn't a single person that we didn't get dental records on that we needed.

Every disaster is different. I went to New Orleans after Hurricane Katrina in 2005. A lot of records were lost because of the flooding or damage because of the flooding. In the World Trade Center, there were a lot of records available. But, sadly, the condition of the remains was poor.

Preparation for a national disaster, but not a specific type of disaster:

I would caution against preparing for a specific type of national disaster, because you don't really know what type of disaster will occur. You could have a plane crash with fragmented human remains. You could have the flooding that happened in New Orleans. We could have flooding in California. There are all sorts of potential challenges.

Work in the morgue doesn't change. Understanding the basic anatomy of teeth, understanding the forms that we use in doing these comparisons, having a relationship with law enforcement or the coroner, who's going to be getting records for you, trying to figure out who's actually missing, those are basic things that you would work through and are not dependent on a specific kind of disaster. I would advocate for more general

disaster preparedness than something more specific, like a fire, for example.

As a dental forensic odontologist for the Sacramento County Coroner, how often are you called in?

A couple of times a month.

Training to be a forensic odontologist:

If people really want to delve into this and want some good solid training, the University of Texas at San Antonio has a week-long symposium. It's a great opportunity to get some good training because this isn't what we do in our typical offices. It's a stressful setting and it's not for everyone. People come into the morgue to watch me work and then they start backing up.

As a dental society, how can we train so that we could help our community in a disaster?

Having annual training is important. There's lots of other roles that are just as important as being in the morgue. I think understanding the entire process is pretty important. Getting records is a really big deal. Taking those records and actually creating a profile for that patient is a critical component. Interpreting the records so that you have a good representation what the person looks like, so that when you actually have a body and you have x-rays, you can now make a real comparison. Learning how to use the computer program is a valuable thing as well.

Recreating a dental chart is hugely valuable and it's often overlooked. Trust me. I've been in the morgue for 25 years. It's more satisfying for me to take the records and make the match. That's where you actually accomplish something, making the match. ■



By **Lenore Hata, DDS**

Dr. Hata graduated from El Camino High School in Sacramento in 1975, University of California, Berkeley in 1980, and University of California San Francisco School of Dentistry in 1987. She is retired from her private practice in Corvallis, Oregon, and plans to build a home in Molokai. She will reside both in Oregon and Hawaii.

Hidden Office Dangers

When I graduated from the UCSF School of Dentistry in 1985, I was optimistic and enthusiastic...and unprepared for the role of dental office building ownership. I relied on the expertise of others to help me set up shop and never asked questions to those eager to get me to sign on the dotted line. It was glorious to be so optimistic that the “little things” weren’t going to stop me from achieving my goal which was to have a solo practice in my own building. Because of the debt that I incurred going to dental school, I was conservative in the steps that I took to remodel my children’s former pediatric office into a “work in progress” dental office. After three years, I had five operatories, a lunchroom, a private office and a staff of five. Things were progressing like a dream in the small university town of Corvallis, Oregon.

In February 1994, an office nightmare occurred. The brass nut that held the water line to a radiographic processing machine snapped and sent a deluge of water from the sterilization lab throughout the office. My staff and I walked into a completely flooded office. The carpeted hallways soaked up the water like a child’s bath sponge. Water was spilling out of the building and into the gravity drain below. After my initial shock, I took quick action to assess the source of the water leak and turned off the water valve on the machine. Secondly, patients were cancelled for the day and dental colleagues were contacted to have them treat our patients while the office was being repaired. Thirdly, I contacted our insurance company to get verbal permission to call one of their approved disaster restoration companies to assess the extent of the water damage. The insurance assessor came the following day to do a walk through with me and the restoration company. Unfortunately, the water removal from the damaged

flooring especially in the wet Oregon February weather, was prolonged. Further complicating the water removal was the runoff of melting snow and of rain from the hills above my location. It was six weeks before we were able to return to the office. I am thankful to a terrific and loyal staff for our reopening. To prevent future office floods a solenoid switch for most of the dental equipment that required water and electricity was installed. In Corvallis, we have since developed a large core of like-minded dentists who look after each other’s patients when a disaster or health issue occurs. My practice insurance gave a partial compensation for lost revenue during the downtime.

While it was over twenty-five years ago that the office flooding occurred, I still remember the jolting shock followed by the feeling of numbness. Perhaps this is nature’s way of helping us cope and to do what is necessary and to keep things in perspective. Years later, my house would be flooded from an incorrectly screwed in kitchen sink water filter. Even though the repairs took months, it was easier the second time around knowing that I’ve overcome a similar incident. This strong need to be prepared for helping yourself and others may have come as a child growing up in Japan where typhoons are frequent and destructive to communities. I am now retired from dentistry and preparing to live half time in Moloka’i. From everything I learned from owning my “shop”, I will be prepared for the next build in Hawaii. Life’s journey is always so different for everyone, but it seems like we all get the same lessons along the way. ■

Comments on the COVID Pandemic From Your Fellow Colleagues

Compiled by **Denise Jabusch, DDS**

In Spring 2020, fellow colleagues were asked what thoughts raged through their heads as they faced an adversary our profession had little or no weaponry to combat. Each of us felt overwhelmed, but as the following forum suggests, we were not alone. The following private practitioners shared their concerns, some which may have mirrored your own anxieties.

As we all sat at home pondering our professional futures, what I lost the most sleep over are the logistics of how were going to ultimately have to deal with infection control once we opened again. There seemed to be a myriad of opinions regarding appropriate attire or office policies in the post COVID-19 world. How much of our body would we need to cover up? What type of masks would we have to wear? What type of face shields? Would we change between every patient? Would I be able to wear my normal loupes and lights? I also heard discussions about the need for specific ventilation in the operatories and some of the options are very costly. Even when we were given the green light to open, would any of these items going to be readily available to order? I'm pictured myself fully garbed up in the middle of a simple filling and now my hygienist needed an exam. I wonder how that would end working. I saw pictures of the dentists in South Korea and I'm was already sweating.

Roseville, California

We are concerned about the added financial burden on all dentists for more equipment and supplies needed to protect the dental team, the patients, ourselves, and our family at home. I wonder if we will be able to apply a surcharge for these new protections. As it is, patients complain that dentistry is expensive. If we have to test every single patient coming in our office, who pays for the new testing? If we have to pay for a new temperature taking technique and possibly a quick finger pricked blood test we might have to do, who pays for that?

North Hollywood CA

This is really a strange time of many unknowns. The year 2020 began with much optimism. The stock market reached a record high. Unemployment was at a historical low. Except for "distant" news about a virus epidemic in China, we in the dental profession were focused on our daily work. Yet here we are a few months later amid a shelter-in-place order with a sense of fear, and anxiety. And, I am unemployed just like my employees.

This time-off has allowed me to catch up on office bookkeeping, spring cleaning, and home projects. I've come to appreciate the time to connect through texting, or calling families, friends, classmates, and our children. Social distancing has been challenging, but interestingly, it motivates me to reach out to others. In the busyness of the dental practice, I often failed to see the simple things such as biking on a clear afternoon and enjoying the cool breeze. During this stressful time, let's list what matters most to us. Each of us will grow through this crisis. We will be better prepared for the future.

San Leandro, California

The closure of our dental offices to non-urgent care during this COVID-19 pandemic has been a time of uncertainty with many questions for the future. One of the main concerns that I have is safety from an infection control standpoint in resuming regular care. Safety for patients, staff and myself as we provide treatment is a priority. Will infection control practices and PPE recommended be effective enough to protect us from COVID-19. Will we be able to obtain enough recommended PPE to get started again and continue? Another big concern is the financial impact it will have on the practice. Going through the hoops of applying for financial aid has been challenging but necessary to ensure that we will be able to continue providing care. Ultimately, we all want to get back to providing care for our patients and providing stable employment for our staff and ourselves.

Washington

When I first opened my practice decades ago, I asked a 30-year veteran dentist, "Does it get any easier?" He smiled at me and quietly replied, "No." During this most difficult of times, I find myself in the position as the seasoned practicing dentist, but I have yet to find some golden nugget to give my colleagues. My first thought was to tell everyone, "We're all in the same boat," which is like telling a fellow passenger on the Titanic to "Keep the

chin up!" We all know what boat we're on; we just want to find a way off of it! One of the more profound phrases that I have heard came from a twenty-year-old who said, "It is what it is." Our office closures, the furloughing of our team members, zero income, and the uncertainty of how we will practice dentistry when it's time to come back are constantly in my thoughts. Well, it is what it is, and we're all stuck on this boat. Where is this boat going, and when will it dock? I have no idea. All I can be content with is that it is going forward. If you were to ask me, "Does it get any easier?" my reply would be "No" with a smile. It won't get any easier but knowing that I am not alone makes all this that is happening bearable. And remember, even on the Titanic, there were survivors. Chins up, my friends.

Auburn, California

The dentists in this forum followed the American Dental Association recommendation to postpone elective procedures and they essentially closed their offices. But when the emergency patient called, they put aside their own fears for themselves, took all the extra safety precautions for their patients, and selflessly did their job. Silent heroes each and every one of them. One dentist treated emergency patients without staff in consideration of not wanting to expose his employees to potential hazards. That is the reason for the trust the public has for the dental professional, in that the dentist will put the safety of the patient and staff above other distractions. Sure, the owner dentist will grumble about the increased costs; they are human after all, but dentists obey the rules set forth by the public health entities. Most of the dentists in this forum were trained during the early 1980's HIV acceleration in San Francisco. From day one of dental school, gloves, masks, eye protection and lab coats with long sleeves were the rigor for the dental student. The importance of Personal Protection Equipment was well-ingrained in the dental student, whereas the dental instructors could be heard complaining about the costs of PPE and having to work with gloves on their hands. Currently no dentist would consider treating a patient without PPE. The dental professional has adapted in the past and so will continue to adapt to new challenges.

Newcastle, California



Out of the Ashes

By **G. Scott Hanosh, DDS**
and **Danielle Hanosh**

Dr. Hanosh graduated from Creighton University School of Dentistry in 1990.

He currently practices in the Northern California cities of Paradise, Chico and Oroville. Dr. Hanosh and his business partner, Dr. Beau Hunter and their team are excited to participate in the rebuilding of Paradise. Danielle Hanosh is Dr. Hanosh's daughter-in-law and teaches English at Springview Middle School in Rocklin, California.

November 8, 2018. What started as a typical day at the office would end in one of the most disastrous wildfires in United States history. Both the magnitude of this disaster and the scope of its impact are nearly impossible to comprehend, and though life as we know it will never be the same...we are stronger, wiser, and perhaps a bit gentler with each other, and ourselves, because of it.

7:30am: Morning huddle. Our tight-knit team gathered together for our daily meeting, supporting one another and planning for the patients we'd be caring for in the day ahead. A team member asked if anyone had heard of a small fire in the nearby town of Pulga. We brushed it off as a common occurrence until a few minutes later when employees began receiving evacuation warnings.

“...we are stronger, wiser,
and perhaps a bit gentler
with each other, and
ourselves, because of it.”

7:45am: The sound of light raindrops falling on the office roof beckoned us outside. Upon opening the door, we were immediately confronted with a monstrous plume of smoke, tearing through the sky toward our beautiful town. Raining down upon us were not drops of water, but burning embers spitting from the sky.

8:00am: Deciding most patients would likely be impacted by evacuation possibilities, we canceled patients as one team member hosed down the fence behind the office building as a precautionary

measure. We took our time leaving, shrugging our shoulders at the bumper to bumper traffic on our tiny town's two-lane road. We assured one another that people were overreacting and that the following day would restore routine.

9:30am: After arriving home and hooking up our travel trailer, I waited in the driveway for my wife and mother-in-law to collect some valuables and family heirlooms. We were in no rush; no officials were patrolling the neighborhood with evacuation orders. What we did know was... it wasn't urgent. What we didn't know is the reason they weren't there... they were on the other side of town pulling people from burning cars and directing traffic in the midst of an unfathomable inferno. It wasn't until propane tanks began exploding across the street that we began to realize the gravity of the situation and sped out of the neighborhood, joining the envoy of panicked citizens trying desperately to escape town.

10:00am: By the time we managed to merge into the mob of cars, fire was raging on both sides of Paradise. The handful of miles separating the canyons on each side of town was no match for flames fueled by wind speeds approaching 50mph. With emergency vehicles screaming toward town, embers pummeling the forest like fiery rain and spot fires igniting buildings everywhere, our town so aptly named Paradise had ironically become hell on earth.

11:00am: What would typically be a 15-minute drive had taken us over an hour, but we were safely outside the fire's wrath at Rolling Hills Casino in Corning, whose RV park would be our home for the next month.

6:00pm: After checking in with family and friends, we received a photo text confirming our fear; our beloved family home was destroyed. Our new, 2-year-

old, 6700 sq. ft. office building had miraculously survived. This brought enormous relief along with new fears of sprinkler flooding, smoke damage, and a ghost town to return to.

The next 14 months: As the extent of the catastrophe became apparent, my dental partner, Beau Hunter, and I had to make a myriad of decisions regarding how to move forward. There was clean-up, innumerable insurance meetings, smoke damage, lack of clean water, an attorney, employees to take care of, displaced team members and patients, and new office locations to establish in the nearby towns of Chico and Oroville. There were days when we wanted to quit, days when we thought it would have been easier had the Paradise office simply burned down, days when we considered not going back. But one step at a time, little by little, the best path forward became apparent. Approached by another dentist we knew and respected, we decided to reopen the Paradise office while keeping the two new offices operating with him as a third dentist.

Today: Our dental team has always been a close-knit family, and now we face the challenge of being split up across three different locations. We've vowed to share the workload, be more intentional about planning quality time together, and support one another as we navigate this new normal. The morning huddle may be spread across a greater distance, but our sense of community has never been stronger.

Your comments and questions are welcome and can be submitted to shanosh@sbcglobal.net. ■



Dr. Hanosh and his staff.



Dr. Hanosh's building.

HENRY SCHEIN® PROFESSIONAL PRACTICE TRANSITIONS

DENTAL PRACTICE BROKERAGE TEAM SACRAMENTO

PRACTICE SALES • VALUATIONS/APPRAISALS • TRANSITION PLANNING • PARTNERSHIPS • MERGERS • ASSOCIATESHIPS



Jay Harter
LIC #01008086
36 Years in Business
(916) 812-0500
Jay.Harter@henryschein.com

*This is a sample
of our listings.*

AUBURN/FOOTHILLS AREA: Fast-growing, 7 Ops, 6 Equip, 30+ yrs Goodwill, 2019 GR on track for \$1.2M+. #CA632
FOLSOM/EL DORADO HILLS AREA: 7 Ops, Room to expand, Digital, 2019 GR \$2M+. Great opportunity. #CA578
GREATER SACRAMENTO: 4 Ops, Price Reduced, High traffic location, Digital, 58 yrs Goodwill. #CA590
GREATER SACRAMENTO: 5 Ops, 4 Equipped, Digital, I/O Cam, CBCT, Newer equipment, 2019 GR \$434K w/ Dr. taking 3 mo. off. #CA678
GREATER SACRAMENTO: Desirable area, 38 yrs Goodwill, 4 Ops, Digital, 6 hyg. days/wk. 2018 GR \$1M+ on 4 day/wk. #CA656
GREATER SACRAMENTO: PPO/Condo, 33 yrs Goodwill, 4 Ops, Digital, I/O Cam. #CA561
LAKE TAHOE AREA: Resort area, 6 Ops, 5 Equip, Digital, 42 yrs Goodwill. 2019 GR \$579K on 22 Dr. hrs/wk. #CA608
LAKE TAHOE AREA: Endo, 3 Ops, Digital, CBCT, 28 yrs Goodwill. #CA602
NORTH SACRAMENTO AREA: 50+ yrs Goodwill. 3 Ops, 4th avail. 2019 GR \$616K on 33 avg. hrs/wk. #CA667
ROCKLIN/LINCOLN AREA: 10 Ops, 6 Equip, 2018 GR \$747K on 4 day/wk. #CA641
STOCKTON AREA: 6 Ops+RE, 30+ yrs Goodwill. 2018 GR \$1M+. #CA616
STOCKTON AREA: **NEW LISTING!** 1/3 Share of partnership, Digital, 10+ Op facility, GR \$508K. #CA1389
STOCKTON AREA: **NEW LISTING!** 1/3 Share of partnership, Digital, 10+ Op facility, GR \$462K. #CA1624
VACAVILLE AREA: 5 Ops, 28 yrs Goodwill, Dentrux, 2019 GR \$556K. #CA645



Dr. Thomas Wagner
LIC #01418359
40 Years in Business
(916) 812-3255
DrThomas.Wagner@henryschein.com

*For more information, visit:
www.henryscheinPPT.com*

NORTHERN CALIFORNIA OFFICE

www.henryscheinPPT.com

1.800.519.3458

Henry Schein Corporate Broker #01233804



A Cautionary Tale from a Survivor of the 2018 Paradise Fire

By **Tim Elloway, DDS**

Dr. Elloway has spent more than 25 years practicing dentistry. He graduated from Loma Linda University School of Dentistry in 1989. He had practiced dentistry in Paradise prior to the fire, but has since moved his practice to Chico in order to continue providing care to his patients.

Following story compiled by Dr. Denise Jabusch, Associate Editor of the Nugget.

The wildfire that struck Paradise, California on November 8, 2018 has been termed the most destructive wildfire in California history. In Paradise alone more than 11,000 houses were reduced to ashes and there were many civilian fatalities. It was one of the world's deadliest wildfires. Dr. Tim Elloway's solo practice was on Paradise's main thoroughfare, and he only had seconds to evacuate his office and get his staff and his patients out of harm's way. With the relentless efforts of firefighters aided by a fortuitous winter rainstorm, the massive fires were eventually extinguished. Normality of life ultimately did return to the area. And when the patients were finally able to address their dental needs, Dr. Elloway and his staff had a fully equipped dental office with all the patient records including charting, x-rays and front office information, fully preserved. How did Dr. Elloway perform this seemingly marvel effort? Dr. Elloway shared his life experience, "I think I can provide a good, cautionary tale."

Dr. Elloway: "About the practice, I have a small rural practice, four operatories, very small staff. Decided to do the country

life instead of the city life. I graduated from Loma Linda University School of Dentistry in 1989."

Dr. Elloway: "In 2008 we had a major fire come through...I had to pack up the major files, all the patient charts and all the computers and run before the fire was going to get there. A DC10 was flying outside my window. The office made it, but I said I couldn't go through that again. I needed a better solution, so we looked at the options. We interviewed a few companies, and then we started making hardware and software changes which kind of led to where we were...I made it a priority to be 100% cloud-based."

Dr. Elloway expressed that he didn't want his practice's survival to be an advertisement for a given entity, but he did admit to the advantages of a cloud-based practice. There were approximately ten to twelve dental practices in the Paradise area and only two to three practices survived. His practice continues to serve patients.

Dr. Elloway: "Of most of the people in Paradise, I was probably the best prepared to have a total data loss because we didn't have any paper charts. The company that



Before photo of Dr. Elloway's office prior to the fire.

I've used is Curve Dental and that is who we switched to in 2014. If you want to get more information on how their process works, google Curve Dental. They could give you an idea what their protocols are."

Although Dr. Elloway's Paradise building was not severely damaged, immediately post-fire Dr. Elloway did not have access to his office. The whole town was cordoned off for forensic investigations. His software and database, though, were accessible through the cloud. His staff was able to communicate to their patients by remote laptop and his dedicated staff used their own personal cell phones to get the word out. Anywhere there was internet connectivity they could access their practice's database by a portal.

Dr. Elloway: "Luckily we were able to find a space for the office in nearby Chico. Since our phone system is included with our cloud subscription, we were able to keep the same number and immediately notify patients about our status and new location via text, email and calls..."

I was back open (in Chico) on the 7th of January 2019."

Not all of his fellow colleagues fared as well.

Dr. Elloway: "I have a colleague that is part of dental study club, works with the Northern California Dental Society, etc. and he had a professional, well known company backing up his data and he was paying \$250 a month. They couldn't recreate any of his data. He lost his whole practice...His software was local, and his data was being backed up. The situation forced him into retirement."

Dr. Elloway: "Another colleague of mine would take a hard drive and back it up and take it home every night and put in a safe in the house. Only a couple of safes on the ridge in Paradise made it. Most of the safes were burned or melted. So, he lost both his records at the office as well as his home records. Nothing left."

Dr. Elloway: "There is a big issue that is on the horizon and that is ransomware. You have to have a system that is going to protect you from loss if there is flood, fire or an aircraft falling from the sky, but you also have to have a way to protect yourself from ransomware. That will be a piece of the puzzle that will be a challenge. Our local hospital, Enloe, was ransomware'd on a Thursday night. It shut down its phone system, all of their billing, all of their charting, for the entire hospital."

Dr. Elloway expressed that whatever system you choose, be sure the system performs as it should, i.e., make sure the database is reproducible by testing it.

The fire intimately encroached on Dr. Elloway's building as the adjacent building to his Paradise building burned down.

Dr. Elloway: "(Our) building did not incinerate but my staff said that (our) building should have burned down because it was so hot that the heat radiating through the stucco, completely melted the phone (that was on the wall near the adjacent building) and the Styrofoam under the stucco."

Dr. Elloway: "I'm a blessed guy, that's the bottom line...I still live in Paradise." ■



Photo of Dr. Elloway's office taken in Paradise on January 23, 2020. The brown building seen in the before picture on the left is now the empty lot shown in this photo.

One-Time Compliance Report Due October 12, 2020

What Happens If I Don't Comply?

Submitted by **Sandy Delp; Sacramento Regional County Sanitation District**

Dental dischargers, primarily general and pediatric dentists and endodontists, must now be in compliance with the EPA dental regulations and submit a One-Time Compliance Report form to their local pretreatment program by October 12, 2020. As this is an EPA-required program, pretreatment programs are required to follow their approved Enforcement Response Plan when a user is not in compliance. Failure to install an amalgam separator and implement BMPs, if required, and submit the One-Time Compliance Report by the date above could

result in a Notice of Violation, Significant Non-Compliance, or an Administrative Order and could lead to the imposition of fines or penalties. Users that are not in compliance may also be reported to the EPA. Inspections, while not required by the rule, may be used by the pretreatment program to determine compliance.

For dentists in unincorporated Sacramento County; the cities of Citrus Heights, Elk Grove, Folsom, Rancho Cordova, Sacramento, and West Sacramento; and the communities of Courtland and Walnut

Grove, the form should be submitted to the Sacramento Regional County Sanitation District (Regional San). The form, a link to the regulations, and contact information can be found at www.amalgamrecovery.com. Dentists outside of the Regional San service area should contact their local sewer agency or, if in a less populated area, the State Water Resources Control Board – see below.

Program Contact Information

Sacramento County and West Sacramento: Sandy Delp, Sacramento Regional County Sanitation District, (916) 709-3911, dels@sacsewer.com

Cameron Park and El Dorado Hills: Ryan Rothwell, El Dorado Irrigation District, (530) 295-6876, ipp@eid.org

Loomis, Newcastle, Penryn, Rocklin, and Roseville: Rich Stephens, City of Roseville, (916) 746-1882

Davis: Pretreatment Program, (530) 757-5686

Woodland: Pretreatment Program, (530) 661-2065

California State Water Resources Control Board: Visit waterboards.ca.gov and search Dental Pretreatment for information about the regulations and how to determine where to submit your form.

LUNCH & LEARN WEBINAR (via Zoom) - Presented by Donna Drury-Klein; FADE

OSHA: Train the Trainer, Then Train the Team

Presented by Donna Drury-Klein, The Foundation for Allied Dental Education (SDDS Vendor Member)

Wednesday, October 28, 2020

11:30am–1:30pm

2 CEU, Core • \$80

This course is a webinar format via Zoom and can be taken in the comfort of your own home or at the office on a long lunch!

Send the employee from your office who is responsible for implementing the OSHA training requirements!

The target audience is the program administrator, manager, or other personnel designated with the responsibility of implementing the annual OSHA training requirements for the dental healthcare facility. This course covers the primary focus points to complete an annual training session in the office. This course addresses the development and implementation of an Exposure Control Plans (ECP) for dental healthcare facilities.

Course Objectives

- understanding the OSHA Bloodborne Pathogens Standard
- understanding the Hazard Communication regulations and the latest information
- determining potential exposure(s) and methods of control
- developing an Exposure Control Plan (ECP) and maintaining it
- exposure incidents, workers comp requirements for treatment
- training regulations and record keeping



EMERGENCY OXYGEN CART

\$250

Includes: cart, regulator, hose, mask, ambu bag, wrench, and full Oxygen E cylinder

ANNUAL INSPECTION MEDICAL GAS SPECIAL

\$195.00

- Annual inspections are essential for maintaining and ensuring the efficiency and safety of your system.
- Manifolds will be tested for proper alarm functions, gas leakage, bank switchover capability and accurate gauge indication.

Call today and get scheduled!

ANALGESIC SERVICES, INC.

PHONE: 916-928-1068

EMAIL: INFO@ASIMEDICAL.COM

The Quandary Quarterback— (quan·da·ry: “a state of perplexity or doubt”)

Monthly compliance advice that empowers you and your team



Dear Quandary Quarterback,

Q: Our community has seen a great deal of turn-over in clinical staff. Our office recently hired a non-dental person to handle our sterilization – basically a sterilization tech position. We did not believe any “formal” training was needed but the information out in the air is very conflicting and confusing. We know what to do with training for the other staff. Is this person really that different? And is this training I have to pay for?

Signed – Anonymous DDS

A: Thank you, Doctor, for asking such a great question during a time when staff shortages are at an all-time high in every community.

It has been a long-standing source of confusion regarding what educational requirements exist for unlicensed (non-permitted) basic-skills clinical personnel or personnel that may have a dual-role in the dental practice between front and back office tasks. It's easiest to recognize that we really have two “masters” as it relates to infection control and occupational safety regulation/compliance; therefore, answering two questions will help determine what is required for training:

1. What is the primary position/job description the employee will be hired to fill?
2. Once determined, what job classification will the position fall into (per Cal-DOSH Standards)?

By asking these two questions and reviewing the information in this article, you will better understand the regulations for training with only one mandatory requirement for you, as the employer, to provide (meaning pay for).

The employee safety training regulations set forth by Cal-DOSH are not influenced by licensure, permits or credentials – rather, they establish training mandates based on a system of job-task classifications. The *Job Classification List* in dental offices should be readily available in the compliance manual and reviewed and updated 1) at the time of or within 10 days starting a new

hire, 2) whenever an existing employee is placed into a new position that changes their job classification status, and 3) at least annually during compliance training.

The job classifications are listed as either A, B and C or 1, 2 and 3 whichever you prefer. Ultimately, the following classifications require training at least annually at the employer's expense and during normal business hours:

- Class 1 or A: All clinical staff whose job description is defined as clinical in nature where exposure to pathogens is anticipated; this classification of employee requires annual OSHA training, regardless of licensure status.
- Class 2 or B: Staff that play a dual role in the office – a staff member whose position is a mix of front office and back office; part clinical and part non-clinical; a good rule of thumb in defining a clinical task is one that requires the donning/doffing of personal protective equipment (PPE); this level requires annual OSHA training, regardless of licensure status, and a list of the clinical tasks/percentage of the employees total hours performing clinical tasks; in the event an employee in this classification who demonstrates more than 50% of their overall tasks are in the area of clinical, the employee should be reclassified as a Class A or 1 employee or a revision of the position's job description would be warranted.
- Class 3 or C: Staff that NEVER

perform tasks in the clinical area that require the use of PPE; this employee is not required to complete the same level of occupational safety training as a Class A or B employee.

That covers your training requirements from Cal-DOSH; your sterilization tech fits squarely in the Class 1/A category and within 10 days of employment should have received, from your OSHA compliance officer, full training consistent with your compliance manual content.

The second layer of training comes from the Dental Board of California (DBC) for unlicensed dental assistants. The job descriptions of front office and back office tell the tale. Since 1/1/2010, all duties of both licensed and unlicensed assistants were placed into statute and no longer under the order and control of the Board or the employer. State law defines the duties and supervision levels of all tasks legally allowed to be performed in each category, except those of the RDA, which remained the supervising dentist's responsibility to determine oversight – not the tasks, only the level of supervision. Effective 1/1/2010, unlicensed dental assistants whose duties are defined in the law as “basic, elementary, supportive and fully reversible” including lab skills, infection control and sterilization functions, are required to successfully complete the following certifications within one (1) year of employment in order to be employed:

1. A Board-approved eight (8) hour certification course in Infection Control (defined as a course for the

Job Bank

The SDDS Job Bank is a service offered only to SDDS Members. It is published on the SDDS website and provides a forum for job seekers to reach other Society members who are looking for dentists to round out their practice, and vice versa. If you are a job seeker or associate seeker contact SDDS at (916) 446-1227. For contact information of any of the job bankers please visit www.sdds.org.

unlicensed assistants with regulated content in didactic, lab and clinical competencies); and,

2. A Board-approved two (2) hour certification course in Dental Practice Act (defined as a course for the unlicensed assistant with regulated didactic content); and,
3. A Board-acceptable Basic Life Support certification consistent with the same BLS training as a licensee (this certification shall be maintained).

It is the employer's responsibility to inform and ensure that certification is achieved in these required areas. It is the employee's responsibility to complete the educational requirements and present proof of certification within one (1) year of employment or job description change which now requires such certification be completed in order to operate in the new role.

Closing: As you can see, training requires a two-pronged approach to be compliant, and often licensure is not always the end-all as it relates to such educational requirements. A basic "sterile tech" position today involves more than on-the-job training and showing someone the ways to perform a task; today's allied dental jobs involve employer-provided workplace/occupational safety training and informing the employee of their responsibility to complete DBC-mandated certifications if clinical tasks, including just sterilization tasks, are to be performed. It is your responsibility to ensure these two training methods are achieved and maintained in accordance with the correct oversight agency.

Best wishes!

- *The Compliance Expert*

If you or your office staff have questions to submit for guidance and advice, please submit to *The Nugget* at SDDS via mail or email at any time – all questions may be submitted anonymously.

ASSOCIATE POSITIONS AVAILABLE

Christopher Chan, DDS • Sacramento • PT • GP
Jason Scorza, DDS • Sacramento • PT/FT • GP
Cynthia Weideman, DDS • Citrus Heights • PT • Ortho
Marcela Diaz, DMD • Elk Grove • PT • Oral Surgeon/GP
Matthew Sanders, DDS • FT • Ortho
Robert Catron, DDS • Cameron Park • PT • GP
Monika Gugale, DDS • Sacramento • FT • GP
Ashley Joves, DDS • Folsom, Rocklin • PT • GP
Thomas Ludlow, DDS • Sacramento • PT • GP
Marina Mokrushin, DDS • Folsom, Rocklin • GP
Raj Zanzi, DDS • Sacramento • PT • GP/Ortho
Nina Tecson, DDS • Elica Health • Sacramento • FT • GP
Sunny Badyal, DDS • Sacramento • FT • GP
Jeff Summers • Kids Care Dental • Sac/Stockton • PT/FT • Oral Surgeon
Capitol Periodontal Group • Sacramento • FT • Perio
Mark Redford, DMD • Roseville/Granite Bay • PT • GP
Michael Hinh, DDS • Sacramento • PT • GP
R. Bruce Thomas, DDS • Davis • PT/FT • GP
Sabrina Jang, DDS • Sacramento • PT/FT • Pedo/Ortho/Endo/OS
Martha De Los Rios, DDS • Sacramento • PT/FT • GP
Jacqueline Delaney, DMD • Truckee • FT • GP
Ana Maria Antoniu, DMD • Sacramento • FT/PT • GP
Amy Woo, DDS • Sacramento • PT • GP/Endo
Christopher Schiappa, DDS • Pioneer • PT • GP
David Park, DDS • FT/PT • GP
Gilbert Limhengco, DDS • Natomas/Citrus Heights • PT • Endo
Jeff Summers • Kids Care Dental & Ortho • Calvine/Elk Grove • FT • GP/Ortho
Elizabeth Johnson, DDS • various Wellspace locations • FT/PT/Fill-In • GP

DOCS SEEKING EMPLOYMENT

Yasi Mahboub, DDS • FT • GP
Yen Nguyen, DDS • PT/FT • GP
Gaetan Tchamba, DDS • PT Fill in/2 Thursdays a month
Erica Hsiao, DDS • PT • Perio
Blake Moore, DDS
Behdad Javdan, DDS • PT • Perio
Bruce Taber, DDS • Fill-In • GP
Steve Murphy, DMD • FT/PT • Endo

Trustee Report



Wallace Bellamy, DMD & Adrian Carrington, DDS
SDDS Trustees

Highlights of the Recent CDA Board of Trustees Meeting

August 28-29, 2020

On our August 28-29 meeting, the board of trustees made several decisions to respond to the wide variety of feedback received from our volunteer leadership. There was a majority sentiment that there be a pause on any further significant change until the effects of the 2020 pandemic has settled. The board decided the following:

- **Postpone consideration of the board composition recommendations until 2021.** The Board Composition Workgroup will resume their work next year and bring a recommendation to the board for consideration no later than August 2021.
- **Amend financial decisions to clarify the intention for an evaluative period and postpone consideration of conforming bylaws changes.** Decisions made in June to reduce operational and governance spending, including eliminating the peer review

program and three councils, were intended to protect the immediate financial health of CDA. The Board intended to reconsider these decisions within one year. At this meeting, the Board voted to amend the prior decisions to “eliminate” programs with language to “suspend funding” for the programs in order to clarify the intention for an evaluative period prior to August 2021. This does not signify that the decisions will be reversed, but that there is an explicit intention to discuss these decisions and the financial condition of CDA next year. As a result, no conforming bylaws changes will be presented to the house for consideration until after the evaluation period.

- **Adopt a short agenda for the 2020 House of Delegates including only essential business.** The significant items of business slated for the 2020 House of Delegates agenda have been postponed. In addition, there

is sensitivity to requiring members to spend more time than critically necessary away from practices and family during this extraordinary time. Therefore, the Board adopted an abridged House of Delegates agenda, which includes only the required business of the organization, which is to elect CDA Officers, select the Trustee representative to the CDA Holding Company, Inc. Board, and receive an informational presentation of the annual budget.

Next CDA Board of Trustees Meeting:
October 2-3, 2020

CPR - AHA BLS BLENDED LEARNING COURSE

CPR - AHA BLS Blended Learning Course

Friday, November 6, 2020 • 4 CEU, Core
3 Time Sessions (8:30-9:15am,
9:30-10:15am or 10:30-11:15am)

\$75 (\$28.50 paid directly to AHA for the online course and the other \$46.50 paid to SDDS for the skills check portion)

Get your CPR certification up to date
and earn CE units too!

The November CPR Course will be an AHA blended learning course. Blended learning is a combination of eLearning (online portion), in which a student completes part of the course in a self-directed manner, followed by a hands-on session.

There are three potential time slots for the skills test session on that day. When signing up you'll select your preference (note that we will do our best to accommodate your preference, but sessions may fill up).

Our next CPR Courses will be held in 2021
(may move to blended learning):

- Friday, January 15, 2021 (morning course)
- Wednesday, March 17, 2021 (evening course)
- Saturday, April 17, 2021 (morning course)

PROVIDING 25 YEARS OF CONSTRUCTION EXPERTISE

GP Development is an innovative construction and design firm specializing in dental and medical office builds. Our team of experienced and dedicated professionals provide a complete portfolio of services including:

- Construction Management
- Site Development
- Space Planning
- Interior Design
- Budgetary Consulting & Analysis



DEVELOPMENT INC.
Commercial Building & Construction



gpdevelopmentcorp.com | 916.332.2300

10604 Industrial Avenue, Suite 150, Roseville, CA 95678



A FULL SERVICE LAW FIRM FOR TODAY'S DENTAL PRACTITIONER

Working with a professional law firm is the best way to ensure that your legal needs are handled with integrity. At BPE Law, we provide efficient, professional and cost-effective representation designed to best serve our clients and ensure that all of their legal needs are met.

Services Include:

- | | | |
|------------------|-------------------------|-------------------|
| - Corporate Law | - Practice Transactions | - Real Estate |
| - Contract Law | - Finance | - Estate Planning |
| - Employment Law | | |



CONTACT US TODAY!

(916) 966-2260 | info@bpelaw.com
bpelaw.com



YOU

THE DENTIST, THE EMPLOYER

YOU ARE A DENTIST. You are also an employer. Employee evaluations, hiring and firing, labor laws and personnel files are an important part of that. This monthly column, will offer current employment law information pertinent to you — the dentist, the employer.

MEMBER
BENEFIT!

So Many HR Questions – *We Are Here to Help!!*

By **California Employers Association** (SDDS Vendor Member)

SDDS HR Hotline
NEW EXCLUSIVE NUMBER
FREE TO SDDS MEMBERS!

888.784.4031

The SDDS HR Hotline started over ten years ago and, since that time, we have received nearly 4500 calls from SDDS member dentists. So far in calendar year 2020, we have received 475 calls on the SDDS Hotline! We know that COVID has presented many challenges for your office on top of all the other HR issues you have to deal with on a day-to-day basis. The SDDS HR Hotline, powered by CEA (the California Employers Association) is here to help you with the big questions that keep you awake at night, as well as the everyday little questions. You are busy trying to run your business, let us help you take care of the HR concerns. Just so you know you are not alone, below is a graph that shows the range of calls we have received so far this year.

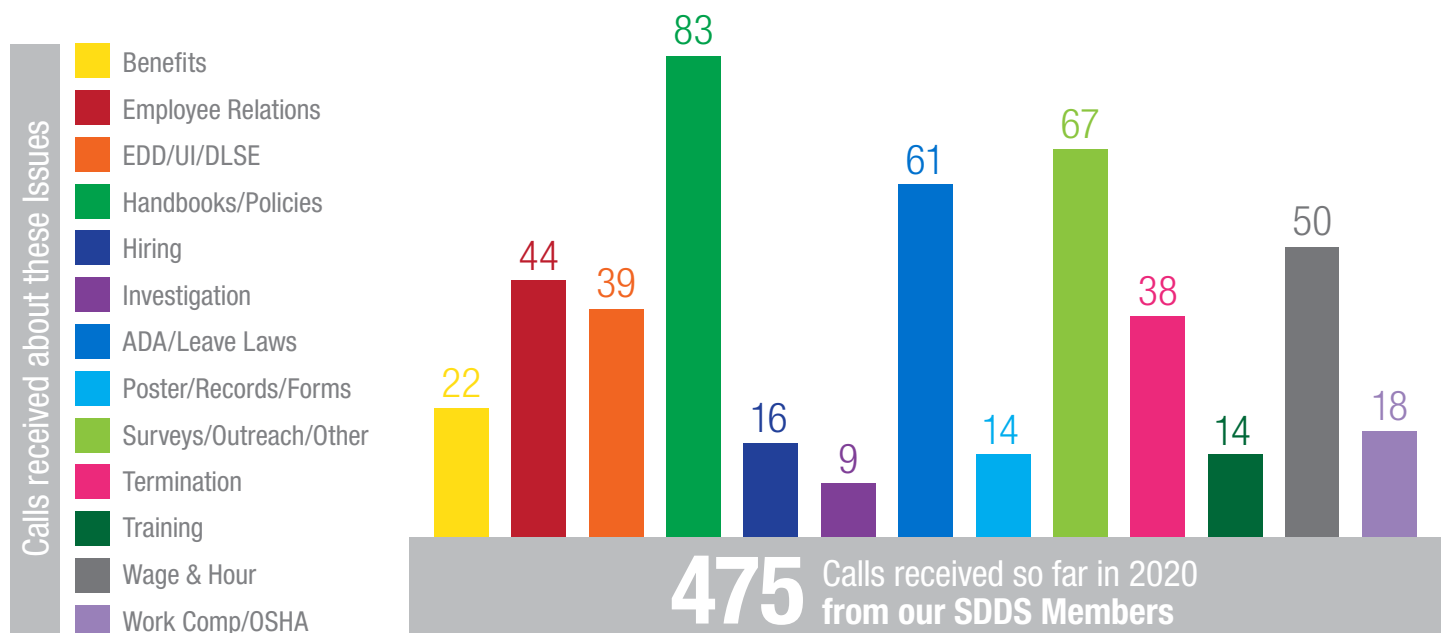
As you can see, policies, COVID, wage & hour, leaves of absence, and termination questions have been our top topics. Worried your policies are out of date and need some freshening up? Now is the time! A poorly written (or illegal) policy can cost you \$20,000 in a wrongful termination claim. Contact SDDS to order your DIY employee handbook template!

Even if you are not ready for a handbook, we can still help you out. There are always tricky situations that arise regarding discipline, vacation and sick leave issues and even worse, scary letters from the EDD or the Labor Commissioners office. We can help you with best practices so you don't have to write a big check to the

Labor Commissioner for mis-payment of wages or a wrongful termination claim.

So don't be afraid, you're not alone and the HR Hotline is here to help! Monday-Friday 8am-5pm you can contact us at 888-784-4031 or via email at ceainfo@employers.org. Be sure to visit our website at www.employers.org to access our newsletters, government HR forms, sign up for HR updates and find out about our great webinars and online training classes for you and your staff.

CEA is here to help make you a better employer – contact us today! ■





The most Advanced Insurance Billing Technology

- **Error-free claims** generated with attachments are automatically submitted to insurance companies
- **Continuous appeals** to prevent aging pileup
- **Insurance payments are posted** into your practice management system **by procedure code**
- Stay up to date through our **Doctor Dashboard** and focus on what you do best!

Schedule a Demo online
at www.zentist.io



Reaching the Peak
in Building for the
Dental Industry

Construction Management
Remodels and Renovations
Tenant Improvements
New Construction



BlueNorthernBuilders.com | 916.772.4192 | CA Lic #820947



California Northstate University Dental School Update

By Rosemary Wu, DMD, MS
SDDS Member
Associate Dean of Administrative Affairs,
California Northstate University

Under the leadership of Dean Dr. Kevin Keating, California Northstate, College of Dental Medicine (CDM) continues to prepare for accreditation by strengthening its curriculum, enhancing the student selection process, and designing its future clinic with the most effective safety precautions possible.

We appreciate the ongoing efforts and tremendous support from members and leaders of the Sacramento District Dental Society (SDDS) in all aspects of this process.

Under the guidance of Dr. Sheila Brear, Associate Dean of Academic Affairs, many local dentists are helping to develop our CDM curriculum. The curriculum will focus on a blend of medical and dental knowledge pertinent to graduate competent and socially conscious dentists.

We recognize that this process begins with a comprehensive and holistic student selection process. This includes evaluating not only a student's academic history, but also, the necessary qualities to be an excellent healthcare provider, such as integrity, professionalism, empathy, resilience, equity and motivation. Our College of Dental Medicine is using an innovative admissions tool, called CASPer (Computer-Based Assessment for Sampling personal Characteristics) that aims to measure these traits and help assess applicants for non-academic attributes. With the input of local dentists and SDDS leaders, we hope to begin the interview process soon, in conjunction with provisional class acceptances.

With COVID-19 forcing the entire industry and practice of dentistry to adapt and change,

we at CDM are taking a position of leadership in this shift in paradigm. As an example, Dr. Paul Glassman, Associate Dean of Research and Community Engagement at CDM, has been at the forefront of tele-dentistry education and delivery system development, including the implementation of the Virtual Dental Home (VDH) system of care. The VDH is a "Community Engaged Oral Care Delivery Health System," which focuses on bringing dental care to people in different community locations. Notably, VDH emphasizes prevention and early intervention, using telehealth-connected teams to expand the reach of dental practices, which creates a synergistic full-service system of care. Dr. Glassman and his team continue to use tele-dentistry as the foundational platform to equip local dental practices with the know-how and operational leverage to minimize the number of physical office visits, including shortening actual appointment times, while concurrently maximizing delivery of all necessary care.

This is just but one example of the cutting edge leadership extant at CDM. As we design our future clinic led by Dean Dr. Keating, and Associate Dean of Clinical Affairs, Dr. Pinelopi Xenoudi, we want to ensure our new students, patients, faculty and staff that their safety is of utmost importance. For example, CDM actively participates in working groups with the CDA and the CA Department of Public Health's Dental Director – all with the underlying goal of working towards global and systemically consistent safety protocols for the delivery of safe and efficient dental care, including those at the clinic at CDM.

Our attention to these safety measures is paramount to creating the safest environment to educate and provide dental care. We have taken these recommendations into consideration in designing our patient care facilities. This is most evident in the design and construct of our new school's physical layout. The architecture and plans will revolve around aerosol/droplet management and other pathogenic containment with features, such as Bi Polar Needlepoint Ionization and Ultraviolet-C strategies. We have also crafted the space to be flexible and modular enough to ensure proper social distancing and prevention of individual congregation during these ever changing times. For example, there will be designated areas for doffing and donning of all PPE for faculty, staff and students. Our patient entrance, waiting area and exit corridors, along with our clinic schedule will reflect minimum individual contact and optimum social distancing. The future dental school design has been modified to incorporate all of the latest technological and engineering strategies to create the safest academic and clinical environment for patients, students, staff faculty, and the community at-large. ■



Professional Practice Sales
of The Great West

Thinking about Selling your Practice?

Concerned about this
unique journey,
your reputation, your staff,
your patients, your legacy?

Realizing the desired outcome is possible. To achieve this result, you require the best advocate to guide you through this complicated maze while protecting your interests both pre and post-sale. You need Professional Practice Sales to shepherd you through this event.

We are highly regarded and trusted. We employ a very strong "risk management" application. Our pre-sale prep work creates a complete tool box for phenomenal efficiencies and transparency. Our practice staging is simply the best. We give you the information you need to understand this journey and we minimize your tax hit.

Scripting and managing the process from concept to desired outcome is a crafted art. It is something we have honed over 53 years of serving the California Dental Community.

**Do we understand
Today's SDDS' Marketplace?
Absolutely!**



Raymond & Edna Irving

415-899-8580

Ray@PPSsellsDDS.com

www.PPSsellsDDS.com

CA DRE License #01422122

2020 SDDS Committees Schedule

Standing Committees

CPR Committee

Nov 6 (Skill Check)

Nominating/Leadership Development

Work Completed

Peer Review Committee

Work Completed

Leadership

Board of Directors

Nov 3

Executive Committee

Oct 2 • Dec 4

Advisory Committees

Continuing Education Advisory

Work Completed

Mass Disaster/ Forensics Advisory

Postponed

Fluoridation Advisory

Yolo County

Schedule as needed

Nugget Editorial

Advisory

Work Completed

Strategic Plan Advisory

Work Completed

Budget and Finance

Advisory

Schedule as needed

Advisory Committees (cont.)

Bylaws Advisory

Schedule as needed

Legislative Advisory

Work Completed

New Dental School

Advisory

TBA

Foundation

Foundation Board

Nov 17

Task Forces

Member Benefits/ Services

TBA

Oral Health/Prop 56 Initiatives

Oct 2

Ethics

Work Completed

Other

Sac Pac

Work Completed

CDA House of

Delegates

Nov 13 (via Zoom)

SDDS Foundation

Smiles for Kids Orthodontic Program - Thank You!

Thanks to the following doctors for adopting an SFK orthodontic patient in 2020. These kids are so appreciative, as are their parents! Our Foundation's success in this program is all because of our volunteer doctors – thank you! We know this has been an extremely difficult year for our members, and we truly are grateful that you can make this happen for these kids who truly need the help.

Send us pictures of your SFK patients and we'll do a page in *the Nugget* in the May annual report. ■

Greg Adams, DDS, MS
Steven Anderson, DDS
Ron Ask, DDS
Thais Booms, DDS, MS
Chuen Chie Chiang, DMD, MS, MBA
Brian Crawford, DMD
Kent Daft, DDS
David Datwyler, DDS
Jason Dorminey, DMD
Marc Dunn, DDS
Jeffrey Elenberger, DDS
Greg Evrigenis, DDS
Reginald Fulford, DDS

Donna Galante, DMD
Kelly Giannetti, DMD, MS
Dan Haberman, DDS, MS
Mark Holt, DDS, MS
Tyler Holt, DDS
Christian Hoybjerg, DDS
Robert Kelleher, DDS
Craig Kinzer, DDS
Eliza Lindquist, DDS
Brandon Martin, DDS, MS
Dwight Miller, DDS
Gloria Nollie, DDS
John Oshetski, DDS
Michael Payne, DDS, MSD

Paolo Poidmore, DDS, MSD
Leon Roda, DDS
Don Rollofson, DMD
Benton Runquist, DDS
Matthew Sanders, DDS
Matt Sandretti, DDS
Dwight Simpson, DDS
Charlie Stamos, DDS
Damon Szymanowski, DMD
Richard Talbot, DMD, MS
Alan Tan, DMD
Melvin Walters, DDS
Jamson Wu, DDS, MSD
Timothy York, DDS, MS

Dr. Beverly Kodama RDAEF Scholarship Applications are OPEN!

Do you know an RDA who wants to expand their education and become an EF? Do you have an employee you'd like to sponsor for this wonderful scholarship?

The SDDS Foundation has announced the open application period for all qualified candidates.

The scholarship from SDDS Foundation will pay one third of the tuition and will be matched by the FADE Foundation. The last third will be paid by the candidate. (Total cost is approximately \$24,000)

Applications will be accepted through November 30, 2020.

Dr. Kodama (who served on the Delta Board of Directors) partnered with Delta Dental Foundation to establish a scholarship to help defray the educational costs for dental assistants and other allied team members. Dr. Kodama always felt that allied team members were the heart of a dentist's practice and wanted to give back to that cause so that other dentists will benefit from wonderfully trained staff. Geared specifically toward the dental assistant and also the EF curriculum, the SDDS Foundation is in partnership with FADE Foundation (the Foundation for Allied Dental Education) to help defray costs for those applicants who qualify. ■

Applications are available by emailing sdds@sdds.org

Puppet Show Program Online!

Our Puppet Show program has upgraded once again! The Puppet show, put on by Puppet Art Theater and supported by SDDS, SDDF and Sutter Health has been adapting to the changing times!

Both of the shows can be livestreamed to local schools! The two shows put on by Puppet Art Theater are *Clay and the Sugarsaurus Rex* meant for PreK through 1st graders and *The Adventures of Sir Enamel* meant for Kindergarten through 4th graders. Even though nearly every child is now doing some form of distance learning, these live streamed shows allow for continued dental outreach to children. Thanks to Puppet Art Theater for doing such a fabulous job navigating these times!

If you want to learn more information about either of the shows, or to watch video previews of either, follow the links below.

Clay and the Sugarsaurus Rex
toothfairypuppetshow.com

The Adventures of Sir Enamel
sirenamel.com

We love to be able to offer this wonderful program to students in the area, and are so happy we can continue to do so during these times! ■

Snapshot of the website



It's good to
be back doing
what we love.

Helping patients
get care.



As patients come in for preventive care and needed dentistry, many may be more cost conscious. Being able to pay over time with the CareCredit credit card may make it easier for them to move forward with recommended care.



Contactless Applications and Online Payments

By sharing your Custom Link, your patients can use their own device to learn about and apply for the CareCredit credit card — eliminating the need to pass a paper application or a credit card back and forth. If approved, your patient can use their card immediately.

Download your Custom Link at www.carecredit.com/customlink.

Already accept CareCredit?

Get connected to great resources at
800.859.9975, option 1, then 6.



Ready to add CareCredit?

Call 800.300.3046.



SDDS1020DA

YOU THE DENTIST, THE BUSINESS OWNER



YOU ARE A DENTIST. You've been to school, taken your Boards and settled into practice. End of story?

Not quite. Are you up to speed on tax laws, potential deductions and other important business issues?

In this monthly column, we will offer information pertinent to you, the dentist as the business owner.

Update on PPP Forgiveness and Impacts

By D. Keith B. Dunnagan, Esq.; BPE Law Group (SDDS Vendor Member)

Under the CARES Act, the Payroll Protection Program ("PPP") was implemented providing financial relief to small businesses. In May of this year, the SBA rolled out its initial version of the loan forgiveness application. Subsequently, the PPP Flexibility Act ("PPFPA") was enacted in early June resulting in amendments to the PPP and at some level streamlining the forgiveness process for some small businesses. Following the enactment of the PPFPA, the SBA again updated its loan forgiveness application in the middle of June. As the dust begins to settle, the SBA within the last month has begun to take applications for loan forgiveness and many banks are now processing those applications.

If you took a PPP loan and are now looking at the forgiveness process, there are a few things that you should be thinking about. Generally, you rarely if ever want to be one of the first ones through the gate when sorting through a new legal framework, and this forgiveness process is likely not one where you want to be first in line. The SBA and banks are all still working through the forgiveness process and what it will look like.

Some practical considerations to think of as well: (1) Under current IRS rules, expenses covered by PPP funds currently are NOT deductible as business expenses. This means that if you received \$100,000 in PPP funds and used all \$100,000 on payroll, that

\$100,000 which is normally a deductible business expense under current rules would not be deductible on your taxes. This patently does not make sense. Under the CARES Act, the PPP funds and forgiveness were not to be taxed. By prohibiting the deduction of the expense, the government is indirectly taxing those funds. By not being able to take the deduction, your taxable income increases even though your income did not increase. There is some chatter and discussion that the federal government is looking to make the appropriate changes. However, you have to remember, your tax questions will be answered based upon the year you receive the forgiveness. There may be some reasons to wait a little bit to allow this issue to sort itself out.

(2) Another reason to wait, is if your business is based in California, you now have some more clarity on the tax front. On September 9, 2020, Governor Newsom signed AB 1577 into law which helps business owners that received a PPP loan. It is a tax conformity law, that brought California tax codes into conformance with the IRC (Internal Revenue Code) and states that in California "gross income" will NOT include any forgiven portion of the PPP proceeds. This is good. Normally, debt forgiveness is included as income and taxes are required to be paid on the forgiven money. However, like the federal government, California also does not allow for deductions of PPP covered expenses as explained above. Hopefully, we will see

that relief enacted soon. However, since the California legislature has adjourned for the year, the earliest the issue can be taken up is 2021 unless an extended or emergency session of the legislature is called. Unfortunately, at this point, that seems speculative at best. Another reason to look at waiting until next year.

(3) Currently, under the rules of the PPFPA, 60% of the funds must be spent on payroll costs and by December 31, 2020 the business must return to pre-February 15, 2020 employment levels. If a business cannot meet this obligation it must show good faith attempts to rehire the laid off individuals or similarly qualified individuals without success or show that the business was unable to operate at pre-COVID levels because of compliance with OSHA, CDC, Fed. Dept of Health and social distancing requirements. If your business' employment levels have not returned, you will want to wait so that you can comply with your good faith certification requirements. From a practical standpoint, you can't say that as of Dec. 31, 2020 you made good faith efforts to return to pre-Feb. 15, 2020 employment levels if you sign your statement before Dec. 31, 2020. Make sure to be careful.

(4) For borrowers that took less than \$150,000 in PPP funds, there has been a push to create a streamlined forgiveness program where the borrower would only have to certify that it used the funds for allowed expenses in order to be eligible

for the forgiveness. Others have pushed a blanket forgiveness for all borrowers under \$150,000. Given the number of loans issued under the program and the expected impact on reviewing such applications for loan forgiveness, there may be some good reasons to wait if your business falls into the less than \$150,000 loan proceed category.

As with any new program, taking the time to understand the implications and requirements is paramount. The PPP and now the forgiveness component are constantly being refined. Gaps are being discovered and the SBA is being asked to comment on policy related to the program. The SBA maintains its FAQ site which is periodically updated as new policy determinations are made. One question that came up as a result of the PPPFA was whether a borrower had to wait a full 24 weeks before submitting an application for forgiveness. The answer has generally been "no". A borrower can submit at any time, but one must remember that there are certain documents, including tax forms (ie. Form 941) that will need to be submitted with the application as verification of payroll costs. Submitting without such required forms may delay the decision on

your application for loan forgiveness or may have the negative effect of reducing your forgiveness amount.

While the PPP forgiveness portal is now open, it is important to take the time to prepare a well-documented loan forgiveness application. Work with your lawyer, CPA and banker to put together the application needed to get you the most forgiveness. With the extended covered period, most businesses should be able to qualify for maximum forgiveness provided that there are no payroll or employment reduction issues. Take your time and make sure the application is right. Understand that the decision is not going to be quick upon filing the application. Under the current legal framework, the lender has 60 days to make a recommendation to the SBA upon receipt of the application for loan forgiveness. After making such recommendation, the SBA then has 90 days to issue its determination. This process will not be quick, and you don't need to rush it. There was urgency to initially get applications submitted once the covered period was over, but with the PPPFA extending the deferral period to allow businesses a longer period to work through the forgiveness

application there is ample time to work on your submission. If you obtained a PPP loan prior to the enactment of the PPPFA, many lenders have automatically extended the deferral period, if you are unsure whether your lender extended the deferral period, check with them. This is not likely to be a scenario where the first one to the finish line will necessarily win. ■

The business lawyers at BPE are helping businesses navigate the PPP process and assisting in working with clients and their lenders on working through the loan forgiveness issues. If you need assistance, make sure to get competent legal and accounting assistance. The information contained in this article is for informational purposes only and not construed as legal advice. If you have questions, you should seek competent legal representation to assist you.

Ready to take your dental practice to the next level?

Our QuickStep™ Dental Practice Financing offers a streamlined application and underwriting process to more swiftly meet your needs with financing of \$5,000 to \$750,000. Options include business term loans, lines of credit and real estate financing. You'll usually receive an answer within a few days of submitting a completed application.

To learn more or apply:

Talk to your banker or call us at 800-272-9933. We look forward to helping you expand, retool and grow your dental practice.



April Funston
VP/Business Banker
916-648-3471

Brian Maita
VP/Senior Business Banker
916-648-3491

Charles Cochran
SVP/Business Banking Team Lead
916-648-9396

Tim Hughes
VP/Business Banker
916-648-2785

Let's create tomorrow, together. | [bannerbank.com](https://www.bannerbank.com)

Member FDIC



Board Report



Wesley Yee, DDS
Secretary

September 1, 2020

Highlights of the Board Meeting

President's Call to Order, and Welcome

Dr. Hillendahl called the meeting to order at 6:05pm and welcomed everyone via Zoom! He reported that the interesting, stressful summer is nearly over. Our SDDS team is working hard to reschedule September and October events via Zoom, or rescheduling altogether.

Secretary's Report

Dr. Yee reported on the following:

- Nonmembers - nonmember push for the fall is very important! Nonmembers can join now and get the rest of 2020 FOR FREE if they sign up for 2021.
- Membership is stable and thank you to all members who paid their dues on time this year (pre-COVID). 92% of all CDA members paid prior to March 15.

Treasurer's Report

Dr. Felahy reported that we are still in good financial shape thus far and we have not had to dip into our reserves. Financial state of affairs:

- SDDS (501c6) is not eligible for PPP – hoping this changes but not likely.

- Program income - CE classes rescheduled from the spring to fall, are now being rescheduled to be Zoom webinars and/or moving to February MidWinter (we hope that will be in person!). Although we save on some expenses this way, attendance is essential so we hope our members support and attend!
- Expenses continue to be reduced and some eliminated for the year to help.

Actions of the Board

- Ethics Task Force, chaired by Dr. Nancy Archibald, report was reviewed. It was M/C to eliminate the Ethics Standing Committee and initiate an Ethics Advisory Committee to meet when issues arise.
- Strategic Plan update: We continue to achieve our strategic plan goals but, with COVID, we can't move forward on some items. Since we need to postpone our board retreat and planning session for this year and possibly next year; it was M/C to extend our strategic plan for another two years, 2018-2022 - a five year plan.
- It was M/C to maintain SDDS dues next year (\$400 per active member).

Executive Director's Report

SDDS Staff has worked remotely since March. In June we initiated 2-3 people work in person at the SDDS office, and no visitors and/or meetings. We will continue to monitor COVID restrictions, social distancing rules and move programs and staffing accordingly.

Trustee Report

Drs. Carrington and Bellamy reported that due to COVID and feedback, the following decisions and discussions were made at their BOT meeting in August:

- Reso 5 – Board Composition Initiative – tabled until 2021 and vote at the 2021 HOD.
- Judicial, Membership, Peer Review Council decisions – 2020 decision to suspend (not eliminate at this time) these councils and their 2020 funding. This will be reevaluated in 2021.

Adjournment

The meeting was adjourned at 8pm.

Next Board Meeting:
November 3, 2020 at 6pm



Feed the Dog!
Guarding your ID

8505 Madison Ave. #160
Fair Oaks, CA 95628
Ph 916-966-9828
RedDog.FairOaks@gmail.com

7700 Folsom-Auburn Rd. #135
Folsom, CA 95630
Ph 916-990-9828
RedDog.Folsom@gmail.com

KIM A. ROHR
Cell 916-671-0736
RedDog.Kimbo@gmail.com

Paper Shredding • Mobile Truck Shredding • Monthly Pick Up

HOURS:
Monday – Friday 9:30 – 5:30
Saturday 9:00 – 4:00

www.RedDogShredz.com • Facebook: Red Dog Shredz



WESTERN PRACTICE SALES

*Your Life's Work Comes
Down To This Decision*

What separates us from other brokerage firms?

Western Practice Sales is locally owned by dentists and has been proudly serving dentists for over 45 years. Our personal attention to our sellers and reputation of integrity and honesty has made us Northern California's Preferred Dental Practice Broker.

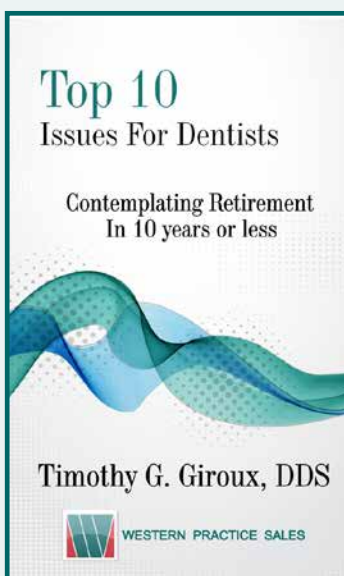
Dr Giroux is currently President of ADS Transitions, a dental organization that can bring national exposure for your dental practice through its nationwide marketing efforts.

*Our extensive buyer database
allows us to offer you...*

Better Exposure

Better Fit

Better Price!



**Call or email today
for a free copy of
Dr Giroux's book**

***Top Ten Issues for
Dentists Contemplating
Retirement in Ten
Years or Less***

800.641.4179

wps@succeed.net

westernpracticesales.com

adstransitions.com



ASK THE BROKER

**How do you determine the
listing price of my practice
now with COVID?**

The single-most important factor in determining the practice sales price is the collection total of the previous calendar year. While lenders and accountants ALWAYS ask for three years of financials, we normally do NOT average the three years to determine valuations. This is true even now with COVID. I believe that the 2019 return will be primarily used for practice evaluations. The beauty of dentistry compared to other businesses is the dental procedures being deferred during this Covid time will eventually need to be done. In fact, dental neglect unfortunately can lead to more expensive procedures down the road. As the old "Fram" oil commercial once stated, "you can pay me now, or you can pay me later". Because of Covid, lenders and Buyers will want to see individual monthly production reports now to confirm that the practice is getting back to pre-covid levels, but the valuation will be based on 2019, especially as the production begins to near those average levels. Ultimately dentistry will be back to normal, whether that is now, 6 months or perhaps 18 months.

Practices are priced based heavily on gross receipts. At some point the gross receipt number will be reset in the new year. I believe that 2020 is "out the window" for practice valuations. However, once we get through 6 months of production/collections on June 30, 2021, I believe lenders and buyers will simply extrapolate that to an annual projected collection for 2021 and that will be the new bar. Therefore, if you believe you will have a better first 6 months in 2021 compared to 2019, then perhaps you might wait to list your practice if you are not in a hurry to retire. Personally, I don't believe dentists will fare better in 2021 than they did in 2019, so if you are contemplating retirement, you might want to make that decision now.

Obviously the buyer side of the equation and the willingness of lenders to finance the practice is just as important, or perhaps more important than the valuation. Some lenders are still partly on the sidelines, but we have found many that know the long-term outlook is always positive for dentistry and are willing to fund as usual now. However, each practice is different as are each buyer's financial needs and there are a few more obstacles along the way in this process. Some associates found out the truth of owning a practice is usually more profitable than associating, especially after being furloughed during Covid.

With factors affecting the current practice market such as a large number of "Baby Boomers" choosing to retire coupled with a lower percentages of Millennials wanting to own dental practices, it is important to make decisions now that will help your practice stand out from the rest when you decide to sell! Call or email us today for a free copy of Dr Giroux's book "Top Ten Issues for Dentists Contemplating Retirement in Ten Years or Less".

Timothy G. Giroux, DDS is currently the Owner & Broker at Western Practice Sales and current President of the nationally recognized dental organization, ADS Transitions. You may contact Dr Giroux at: wps@succeed.net or 800.641.4179

Paid advertisement

COVID *Care Packages*

Spread some kindness to your team and loyal customers with these great health tools. Packages available now, just contact SDDS.



Package Options

Pack of 5 **\$127** (\$150 value)

Five pieces each of the following: SDDS or SFK face mask, B-safe key, sanitizer spray and phone sanitizer

Pack of 10 **\$240** (\$300 value)

Ten pieces each of the following: SDDS or SFK face mask, B-safe key, sanitizer spray and phone sanitizer

Single Item Pricing

SDDS or SDDF Face Mask	\$9
B-Safe Key	\$13
Phone Sanitizer	\$6
Sanitizer Spray	\$2

Product Descriptions

SDDS or SFK Face Mask

- 2 ply cotton mask with nose wire

B-Safe Key

- use on pin keypads, smartphones, touchscreens, elevator buttons, to open some doors and more!
- copper plating has anti-germ properties reducing surface time to 3 hours

Phone Sanitizer

- anti-microbial spray solution
- built in microfiber screen cleaner

Sanitizer Spray

- antibacterial spray in a pocket size tube



855-546-0044

Have Questions About Your Practice Transition?

- When can I retire?
- Who can I trust to help me with this process?
- How much is my practice worth?
- Should I sell now or wait another 2-3 years?
- How do I find the right buyer?
- Should I consider selling to a DSO?

ddsmatch HAS THE ANSWERS.



Practice Sales and Mergers

Professional and Confidential approach using *The Trusted Transition Process™*



Associate Search and Placement

Identify and Recruit ideal candidates for your practice



Partnership Agreements

Advice, Planning, and Execution when you're ready to add a partner



Transition Planning & Design

The best transitions are well-planned far in advance. Let's discuss yours today!

Why Choose **ddsmatch**?

- ✓ Hundreds of dentists have trusted us to plan and execute a successful transition based on their individual goals.
- ✓ *The Trusted Transition Process™* leaves you in total control from start to finish. Your Practice, Your Plan, Our Expertise.
- ✓ We've built a well-curated pool of qualified buyers and associate candidates for various practice types.
- ✓ We only represent sellers. Your best interest is our top priority.



Roy Fruehauf

roy@ddsmatch.com

916-918-5752

TOTAL MEMBERSHIP

(as of 9/16/20:)

1,772

MARKET
SHARE:
83%

ENGAGEMENT RATE: 82%

TOTAL ACTIVE MEMBERS:
1,389

TOTAL RETIRED
MEMBERS: 307

TOTAL DUAL
MEMBERS: 9

TOTAL AFFILIATE
MEMBERS: 13

TOTAL STUDENT
MEMBERS: 7

TOTAL CURRENT
APPLICANTS: 3

TOTAL DHP
MEMBERS: 44

TOTAL NEW
MEMBERS FOR 2020: 79

New Members

October
2020

AUSTIN COPE, DDS General Practice

Dr. Cope earned his dental degree from Case Western University in 2015. He currently practices with his father, Dr. James Cope, and his brother, Dr. Benjamin Cope, at El Dorado Hills Dental in El Dorado Hills. *Fun Fact:* Dr. Cope loves boating and being on the lake. He has impressively landed a back roll on a wakeboard this summer!

SUKHJEET KAUR, DDS General Practice

Dr. Kaur earned her dental degree from Loma Linda University from Loma Linda University in 2011. She currently practices for Kaur Family Dentistry in Pine Grove.

CHRISTOPHER MACASAET, DDS General Practice

Dr. Macasaet just graduated and earned his dental degree from UOP Arthur A. Dugoni School of Dentistry in 2020. He currently practices with his father, Dr. Ricardo Macasaet, at Calvine Family Dental in Elk Grove.

RAZAN NOUR, DDS General Practice

Dr. Nour just graduated and earned her dental degree from UOP Arthur A. Dugoni School of Dentistry in 2020. Her current office location is pending.

ESTHER SONG, DDS General Practice

Transfer from Tri County Dental Society

Dr. Song earned her dental degree from Loma Linda University in 2016. Her current office location is pending.

LYNN TAY, DDS General Practice

Dr. Tay earned her dental degree from UCSF School of Dentistry in 2019. She currently practices at Natomas Crossing Dental Care in Sacramento.

WERNER VISAGE, DDS General Practice

Transfer from San Mateo Dental Society

Dr. Visage earned his dental degree from UCSF School of Dentistry in 2016. He currently owns Marconi Dental Group in Carmichael.

SHEYNIE VO, DDS General Practice

Dr. Vo earned her dental degree from UOP Arthur A. Dugoni School of Dentistry in 2016. She currently practices at Harmony Family Dental in Elk Grove

Pending Applicants:

Marcia Laufer, DDS
Hayoung Kim, DDS
Diana Kim, DDS

Congratulations to Our New Retired Members!

Gregory Nahorney, DDS
Roberto Sepulveda, DDS
Marcia Laufer, DDS

In Memoriam



Dr. Jeffrey Vernon died unexpectedly and peacefully on Sunday the 13th of September. He was currently practicing as a prosthodontist in Sacramento. He served the SDDS in various capacities.

Most notably, his campaign in support of the SDDF and Smiles for Kids in late 2017, when he was presenter at the Prosthodontic Throwdown General Meeting, raised \$14,000 for the Foundation. In 2018, Dr. Vernon was awarded the Helen Hamilton Memorial Award for his efforts in raising contributions and visibility for our Foundation.



Photo of Dr. Patel and Dr. Vernon at the 2018 Holiday Party where Dr. Vernon was awarded the Helen Hamilton Memorial Award.

WELCOME

to SDDS's
new members,
transfers and
applicants.

IMPORTANT NUMBERS:

SDDS (doctor's line) (916) 446-1227
ADA (800) 621-8099
CDA (800) 736-8702
CDA Practice Support . . (866) CDA-MEMBER
(866-232-6362)

TDIC Insurance Solutions . (800) 733-0633
Denti-Cal Referral. (800) 322-6384
Central Valley
Well Being Committee . . . (559) 359-5631

FLASH SALE! LIMITED TIME ONLY

Dental Materials Fact Sheet – 50 copies	\$25 (normally \$35)
Dental Materials Fact Sheet – 100 copies	\$50 (normally \$70)
HIPAA stamp	\$30
HIPAA Manual	\$200 (ADA price is \$412)
HIPAA combo (both the above)	\$225 special price
Cell Phone stamp	\$25 (normally \$30)

Email SDDS@sdds.org to place your order



Dental Management Solutions, Inc.
Assistance Designed to Enhance Practice and Team Performance

Contact us today for your
Complimentary Practice "Check-Up"

There is no better time than now!

916.784.6982 • gayles@dmsolutionsinc.com



one2one
IMPLANT ACADEMY

— Learn. Place. Profit. —

(916) 939-6679



NEW PRODUCTS!
Night Guards & Ultra Ceramic Crowns
are now available!

Ripon
1113 W. Main St
Ripon, CA 95366
209-647-4665



Sacramento
1143 N. Market Blvd #7
Sacramento, CA 95834
916-516-1310

Please send scans to LPADental@gmail.com





We've got your new workflow covered

Shop our line of PPE offerings to help minimize exposure both for your staff and your patients.



Anutra Medical has what you need to **#staywithyourpatient**

Please visit our website to place an order: www.anutramedical.com

SPOTLIGHTS:

New Vendor Member!



Anutra Medical is a chair-side dispensing system for anesthetic. This includes buffered Lidocaine and straight Lidocaine with and without EPI.

Products and Services:

Anutra Medical is passionate about bringing buffered anesthetic chair-side. This allows the patient experience to increase as pain is reduced, while enhancing the workflow in the office.

Benefits or Special Pricing for SDDS Members:

The ability to cut down on patient visits by 20-30% while remaining safe.

Jeff Daner

jeff.daner@anutramedical.com

Casey Abbott

casey.abbott@anutramedical.com

AnutraMedical.com

(844) 268-8721



DEVELOPMENT INC.

Commercial Building & Construction

GP Development is a full service commercial construction and design firm specializing in dental facilities.

Products and Services:

We believe in an integrated team approach to a full spectrum of projects – no matter how large or small the scope of work is.

Our team provides pre purchase cost evaluations and site analysis to help you decide what location would best work for you and your patients. Specialized interior design services will help you develop your vision and find the look or theme you visualize.

Our value engineering program helps you develop and define what your scope of work will be, the desired finishes and the best financial outcome. Your specialized construction management team will be with you from beginning design phase to final outcome.

GP Development will partner with you to deliver a workspace that meets your goals while respecting your budget and time constraints. Our team looks forward to working with you.

Gary Perkins, Principal

gperkins@gpdevelopmentcorp.com

Emily Roberts, Preconstruction Services

eroberts@gpdevelopmentcorp.com

GPDevelopmentCorp.com

(916) 332-2300



New Vendor Member!

ddsmatch connects dental office buyers, sellers & associates by integrating tremendous relationship capabilities, using a unique process for dentists "The Trusted Transition Process." Supported by a robust website and professional advice, we also differentiate our services with fair, dependable Third Party Business Valuations and practice appraisals which are highly supported by accredited professionals.

Products and Services:

- Practice sales
- Practice mergers
- Dental partnership agreements
- Associate placements
- Third Party Dental office appraisals
- Dental Real Estate sales

Benefits or Special Pricing for SDDS Members:

Please contact Roy Fruehauf directly for the most up to date specials for SDDS members.

Roy Fruehauf

roy@ddsmatch.com

ddsmatch.com

(916) 918-5752



Health Net®

Health Net Dental Plans provide access to one of the largest dental networks in California and is the only Medi-Cal plan in Los Angeles and Sacramento counties to offer both medical and dental coverage.

Felisha Fondren, Dental Operations Manager

felisha.r.fondren@healthnet.com

HNDental.com

1 (877) 550-3868

Analgesic Services, Inc.

Steve Shupe, VP
888.928.1068
asimedical.com



Since 2004

Anutra Medical

Jeff Daner
844.268.8721
anutramedical.com



Since 2020

DESCO Dental Equipment

Tony Vigil, President
916.259.2838
descodentalequipment.com



Since 2012

Patterson Dental

Christina Paulson,
Regional Manager
800.736.4688
pattersondental.com



Since 2003

**THIS
COULD
BE YOU!**

Real Estate

PDF Commercial, Inc.

Paul Frank, Founder & CEO
916.714.8012
pdfcommercial.com



Since 2019

The Foundation for Allied Dental Education

LaDonna Drury-Klein
916.358.3825
thefade.org



Since 2015

Blue Northern Builders, Inc.

Morgan Davis / Lynda Doyle
916.772.4192
bluenorthernbuilders.com



Since 2007

GP Development Inc.

Gary Perkins
916.332.2300
gpdevelopmentcorp.com



Since 2016

Olson Construction, Inc.

David Olson
209.366.2486
olsonconstructioninc.com



Since 2004

Parc Studio-Interior Design

Claire Blocker / April Figgess
916.476.3982
parc-studio.com



Since 2018

BPE Law Group, PC

Keith B. Dunnagan, Senior Attorney
Diana Doroshuk, Firm Administrator
916.966.2260
bpelaw.com/dental-law



Since 2016

CA Employers Association

Kim Gusman, President/CEO
800.399.5331
employers.org



Since 2004

**we love
our Vendor
Members!**

Dental Practice

Kids Care Dental & Orthodontics

Jeff Summers
916.661.5754
kidscaredental.com



Since 2016

ddsmatch

Roy Fruehauf
916.918.5752
ddsmatch.com



Since 2020

Integrity Practice Sales

Brian Flanagan
855.337.4337
integritypracticesales.com



Since 2014

Professional Practice Sales

Ray Irving
415.899.8580
PPSellsDDS.com



Since 2017

Western Practice Sales

Tim Giroux, DDS, President
John Noble, MBA
800.641.4179
westernpracticesales.com



Since 2007

Comcast Business

Lisa Geraghty
916.817.9284
business.comcast.com



Since 2014

Zentist

Paulina Song
415.323.4937
zentist.io



Since 2020

Practice Marketing

WEO Media

Ian McNickle, MBA,
Co-Founder, Partner
888.246.6906
weomedia.com



Since 2020

Dental Refining

Star Group Global Refining

Jim Ryan
800.333.9990
stargrouprefining.com



Since 2009

Banner Bank

Charles Cochran, SVP,
Business Banking Team Lead
916.648.2100
bannerbank.com



Since 2017

CareCredit

Angela Martinez
714.434.4508
carecredit.com



Since 2016

WHY BECOME A VENDOR MEMBER?

The Vendor Membership program offers so many great benefits! As a Vendor Member, you'll receive: four complimentary half page ads in *The Nugget*, a booth at our MidWinter Convention (including registrations for 4 booth representatives), the SDDS Membership Roster (send out quarterly via email), complimentary exhibitor tables at 3 meetings/events per year, and much more!

Fechter & Company

Craig Fechter, CPA
916.333.5360
fechtercpa.com



Since 2009

First US Community Credit Union

Bob Miller
916.576.5679
firstus.org



Since 2005

MUN CPAs

John Urrutia, CPA, Partner
916.724.3980
muncpas.com



Since 2010

Thomas Doll

Brett LeMmon
925.280.5766
thomasdoll.com



Since 2019

**THIS
COULD
BE YOU!**

US Bank

Tom Collopy
916.924.4546
usbank.com



Since 2017

Resource Staffing Group

Debbie Kemper
916.993.4182
resourcestaff.com



Since 2003

Swiss Monkey

Christine Sison
916.500.4125
swissmonkey.io



Since 2016

Access Dental Plan

Shanna Madden
916.922.5000
premierlife.com



Since 2017

Health Net of California

Felisha Fondren
818.543.9007
hndental.com



Since 2018

LIBERTY Dental Plan

Lisa Rufo
800.268.9012
libertydentalplan.com



Since 2016

The Dentists Insurance Company (TDIC)

Vanessa Morales
800.733.0633
tdicsolutions.com



Since 2011

SDDS VENDOR MEMBERSHIP SUPPORT IS A WIN-WIN RELATIONSHIP!

SDDS started the Vendor Member program in 2002 to provide resources for our members. No, Vendor Members are not exclusive, and we definitely have some competitive companies who are Vendor Members. But our goal is to give SDDS members resources that would best serve their needs. We suggest that members reach out to our Vendor Members and see what is a best "fit" for their practice and lifestyle.

Our Vendor Members pay \$3,900 per year; that includes a booth at Midwinter, three tables at General Meetings, advertising in *The Nugget*, and much more. Our goal is to provide Vendor Members with the opportunity to connect with and serve our members. We realize that you have a choice for vendors and services; we only hope that you give our Vendor Members first consideration. The Vendor Members program and the income SDDS receives from this program helps to keep your dues low. It is a wonderful source of non-dues revenue and allows us to provide yet another member benefit. Additionally, we reach out to our Vendor Members for articles for *The Nugget* (nonadvertising!).

Our Vendor Members are financial, investment and insurance companies, legal consultants, dental equipment and supply companies, media and marketing companies, hr consultants, construction companies, billing consultants, practice sales and brokers, practice resource and staffing consultants, technology, HIPAA and security consultants, and even our Crowns for Kids refining partner!

Advertiser INDEX

Dental Supplies, Equipment, Repair

Vendor Member	Analgesic Services Inc.	19, 44
Vendor Member	Anutra Medical	38, 44
Vendor Member	Desco Dental Equipment	44
Vendor Member	Patterson Dental	44

Dental Lab

LPA Dental Lab	37
----------------	----

Dental Practice

Vendor Member	Kids Care Dental and Orthodontics	44
---------------	-----------------------------------	----

Dental Services

Dental Management Solutions	37
-----------------------------	----

Education

Vendor Member	The Foundation for Allied Dental Education	44
	Dr. Pieter Linssen	37

Financial Services

Vendor Member	Banner Bank	31, 45
Vendor Member	Care Credit	29, 45
Vendor Member	Fechter & Company	45
Vendor Member	First US Community Credit Union	45
Vendor Member	MUN CPAs	45
Vendor Member	Thomas Doll	45
Vendor Member	US Bank	45

Human Resources & Legal

Vendor Member	BPE Law Group	23, 44
Vendor Member	California Employers Association (CEA)	44

Insurance Services

Vendor Member	Access Dental Plan	4, 45
Vendor Member	Health Net	45
Vendor Member	LIBERTY Dental Plan	45
Vendor Member	TDIC & TDIC Insurance Services	8, 45

Office Design & Construction

Vendor Member	Blue Northern Builders, Inc.	25, 44
Vendor Member	GP Development Inc.	23, 44
Vendor Member	Olson Construction	44
Vendor Member	Parc Studio	44

Practice Marketing

Vendor Member	WEO Media	44
---------------	-----------	----

Practice Sales

Vendor Member	ddsmatch	35, 44
	Henry Schein Financial	15
Vendor Member	Integrity Practice Sales	44
Vendor Member	Professional Practice Sales	27, 44
Vendor Member	Western Practice Sales	33, 44

Practice Services

Vendor Member	Comcast Business	44
Vendor Member	Zentist	25, 44

Real Estate

Vendor Member	PDF Commercial Inc.	25, 44
---------------	---------------------	--------

Staffing

Vendor Member	Resource Staffing Group	45
Vendor Member	Swiss Monkey	45

Waste Management Services

	Red Dog Shredz	32
Vendor Member	Star Group Global Refining	44

Volunteer opportunities

SMILES FOR KIDS

VOLUNTEERS NEEDED: Doctors to "adopt" patients for Smiles for Kids for follow-up care.



TO VOLUNTEER, CONTACT:

SDDS office (916.446.1227 • smilesforkids@sdds.org)

SMILES FOR BIG KIDS

VOLUNTEERS NEEDED: Dentists willing to "adopt" patients for immediate/emergency needs in their office.



TO VOLUNTEER, CONTACT:

SDDS office (916.446.1227 • sdds@sdds.org)

AUBURN RENEWAL CENTER CLINIC

VOLUNTEERS NEEDED: General dentists, specialists, dental assistants and hygienists.

TO VOLUNTEER, CONTACT:

Dr. Steve Holm (916.425.6766 • sholm@goldrush.com)

THE GATHERING INN

VOLUNTEERS NEEDED: Dentists, dental assistants, hygienists and lab participants for onsite clinic.

TO VOLUNTEER, CONTACT:

Kathi Webb (916.743.5351 • kwebbft@aol.com)

CCMP (COALITION FOR CONCERNED MEDICAL PROFESSIONALS)

VOLUNTEERS NEEDED: General Dentists, Specialists, Dental Assistants and Hygienists.

TO VOLUNTEER, CONTACT:

CALL: (916.925.9379 • CCMP.PA@JUNO.COM)

EVERYONE FOR VETERANS

SDDS is partnering with the national program, Everyone for Veterans, to provide care for combat veterans and their families who cannot afford, nor have military coverage, dental care. Can you adopt a vet? Hope so! Call SDDS (916.446.1227), or email us (sdds@sdds.org), to help us with this wonderful program.

For More Information: everyoneforveterans.org/for-dentists.html

Classified Ads

EMPLOYMENT OPPORTUNITIES



PART TIME General Dentist for Cameron Park growing office. Ownership oriented, motivated dentist preferred. Start with 1-2 days/week. Email resume to sacramentodds@aol.com. 06-7/20

Kids Care Dental & Orthodontics seeks orthodontists to join our teams in the greater Sacramento and greater Stockton areas. We believe when kids grow up enjoying the dentist, healthy teeth and gums will follow. As the key drivers of our mission—to give every kid a healthy smile—our dentists, orthodontists and oral surgeons exhibit a genuine love of children and teeth. A good fit for our culture means you are also honest, playful, lighthearted, approachable, hardworking, and compassionate. Patients love us...come find out why! Send your resume to talent@kidscaredental.com. 06-7/17

WELLSPACE HEALTH ORGANIZATION (an FQHC) is taking applications for fill-in/part-time/full-time dentists. Send your resume/CV to eljohnson@wellspacehealth.org. 01/15

Kids Care Dental & Orthodontics seeks dentists to join our teams in the greater Sacramento and greater Stockton areas. We believe when kids grow up enjoying the dentist, healthy teeth and gums will follow. As the key drivers of our mission—to give every kid a healthy smile—our dentists, orthodontists and oral surgeons exhibit a genuine love of children and teeth. A good fit for our culture means you are also honest, playful, lighthearted, approachable, hardworking, and compassionate. Patients love us...come find out why! Send your resume to talent@kidscaredental.com. 06-7/17

FOR LEASE



Three elegant dental suites (fully/partially equipped) currently available in distinctive East Sacramento dental bldg w/private exterior entries and parking lot. One suite 2,000 sf; two suites each 1,200 sf. Design your unique lease terms depending on practice requirements. Call or text inquiries to property mgr. 916.346.0041. 10/20c

Dental office building for lease in EDH. 5 operatories, 2 consult rooms, 2 restrooms, and more. Beautiful turnkey dental office improvements. Quiet setting with floor to ceiling windows and great parking. Call for more information. Sue Nelson (916) 865-8989. 10/20

Sacramento office condo near I-80 for sale, \$475,000; Roseville: Dental office bldg sale; Dental office for lease 1,386, 5 operatories, fully improved; Ranga Pathak 916-201-9247, Broker Associate, RE/MAX Gold, DRE01364897. 10/20

Fully equipped general dentistry in Rocklin is renting out office space to a Specialist, Fridays, Saturdays or any days. Contact Dr. Mapanao directly at (916) 990-8968 for details and pricing. 10/20c

SACRAMENTO DENTAL COMPLEX has one 3 unit suite which is equipped for immediate occupancy. Two other suites total 1630 sq. ft which can be remodeled to your personal office design with generous tenant improvements. 2525 K Street. Please call for details: 916-448-5702. 10/11

PRACTICES FOR SALE



Dental office condo for sale in Cameron Park. 5 operatories, lab/sterile and more. Dental equipment and building signage also available. Easy freeway access and great parking. Call for more information. Sue Nelson (916) 865-8989. 10/20

Having Trouble Restarting Post-COVID? A+ Dental Care Group can help. Discover the benefits or our flexible affiliation model. Contact Dr. Tim Herman at 916-217-2458 or tim.herman@aplusdentalcaregroup.com to learn more. 06-7/20

PROFESSIONAL SERVICES



MONEY IS WALKING OUT THE DOOR. Have implants placed in your office and keep the profits. Text name and address 916-769-1098. 12/14

LEARN HOW TO PLACE IMPLANTS IN YOUR OFFICE OR MINE. Mentoring you at your own pace and skill level. Incredible practice growth. Text name and address to 916-952-1459. 04/12

EQUIPMENT FOR SALE



Carmichael Office Relocating and Selling Equipment: 4—Royal dental chairs, 4—Overhead operator tracklights, Vatech Pano Xray, Gendex IntraOral Xray, Siemens Dentotime IntraOral Xray. Serious inquiries please contact cellphone (213) 842-1284. 10/20c

SDDS member dentists can place one classified ad

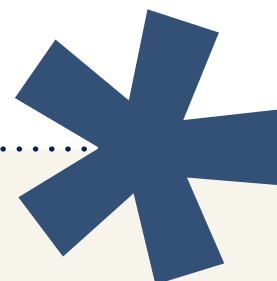
FOR FREE!

MEMBER BENEFIT!

Selling your practice? Need an associate? Have office space to lease? SDDS member dentists get one complimentary, professionally related classified ad per year (30 word maximum). For more information on placing a classified ad, please call the SDDS office at 916.446.1227 or visit <http://www.sdds.org/publications-media/advertise/>

ADDRESS SERVICE REQUESTED

SDDS CALENDAR OF EVENTS



OCTOBER

- 2 ExComm Meeting
7am / Zoom Meeting
- 2 Oral Health Committee Meeting
9:30–10:30am / Zoom Meeting
- 3 Continuing Education
Oral Conscious Sedation Re-Certification (DOCS)
Anthony Feck, DMD and Leslie Fang, DMD
6–10am / Webinar
- 5 SDDS Caucus
7pm · Zoom Meeting
- 13 General Membership Meeting
Ethics in Your Practice
Henrik Hansen, DDS and Volki Felahy, DDS; Sponsored by Anutra Medical
6–8:30pm / Zoom Meeting

- 28 CE Lunch & Learn
OSHA – Train the Trainer – Then Train Your Team
LaDonna Drury-Klein, RDA, BS; FADE (SDDS Vendor Member)
11:30am–1:30pm / Zoom Meeting

- 29 Business Forum
Compliance, Fraud and Embezzlement, Oh My!
Christine Taxin
6–8pm / Zoom Meeting

NOVEMBER

- 3 Board Meeting
6pm / Zoom Meeting
- 6 CPR BLS Renewal
Blended Learning

- 10 General Membership Meeting
The Passion Centered Practice; Redefining of Team Well-being and Happiness
Gary Zelesky
6–8:30pm / Zoom Meeting
- 11 Webinar
Harassment Prevention Training for Employees
California Employers Association
12–1pm / Telecom
- 12 Webinar
Harassment Prevention Training for Supervisors
California Employers Association
12–2pm / Telecom
- 17 Foundation Board Meeting
6pm / Zoom Meeting

For more calendar info and to sign up for courses ONLINE, visit: www.sdds.org

OCT
13

General Meeting
2.5 CEU, CORE • \$49

Ethics in Your Practice

Henrik Hansen, DDS and Volki Felahy, DDS
Sponsored by Anutra Medical

Both the ADA and the CDA have a Code of Ethics, which are the tenants and obligations of membership in the tripartite organization. A member must agree to the Code of Ethics in order to maintain their membership in the organization. But what are the aspects of the ethics code that are enforced? What is changing? And how has this Code changed over the years? (Advertising, for sure!) What are the aspects of the Code that may affect your day to day operation in your dental office? How can the Code of Ethics help you in your practice and in your marketing? It is known that members abide by high standards, as per the Code of Ethics. What does this mean to you and your practice? You may well use it to your advantage! Learn much more at this evening's presentation.

This course is being offered as a Zoom meeting only. To register, please go to www.sdds.org/events/gm-oct2020/

If you are a 2020-21 DMD member, you will receive a credit.

TUESDAY
6PM-9PM

ARE YOU REGISTERED FOR THE GENERAL MEETING?