

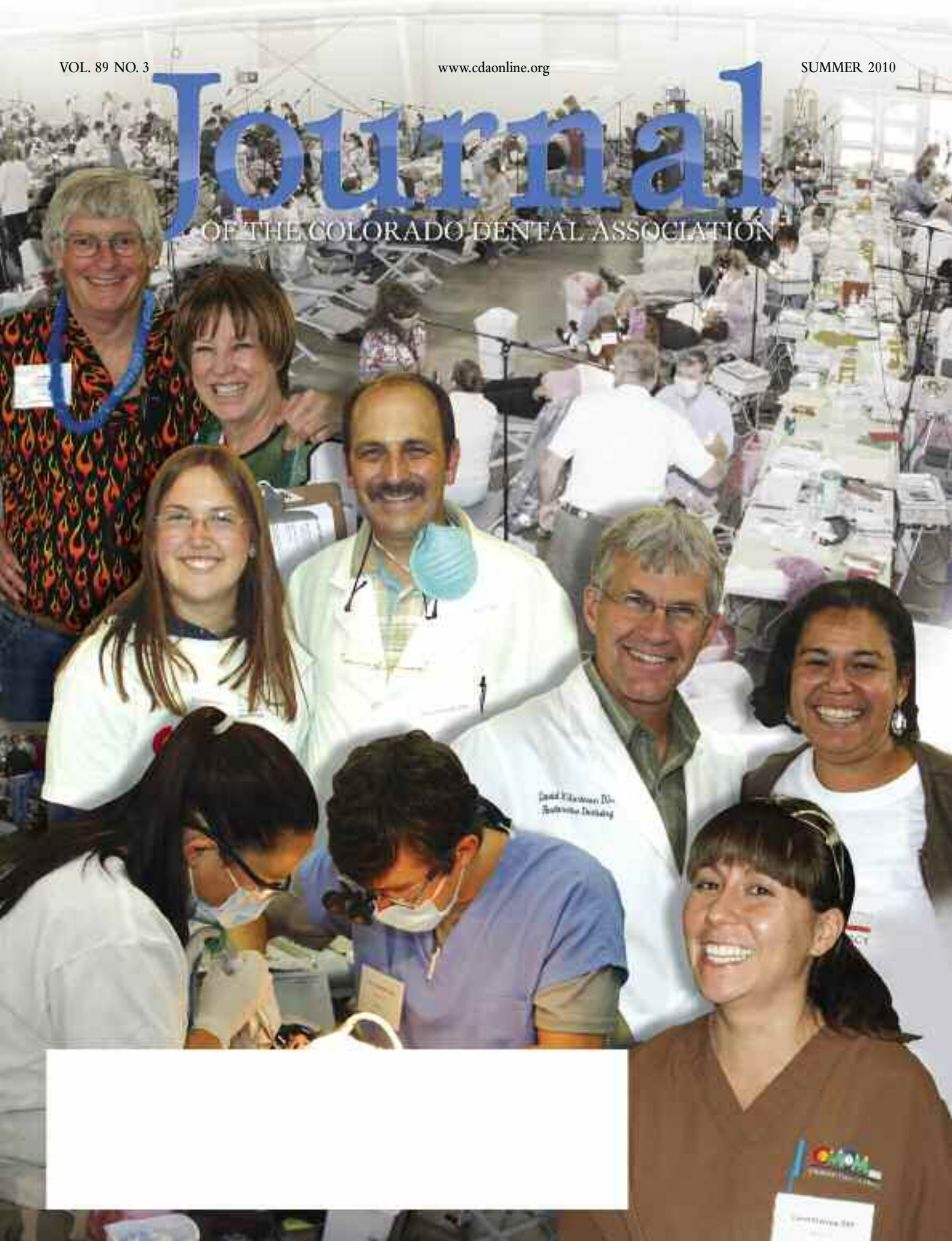
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Journal of the Colorado Dental Association (ISSN 0010-1559) is published quarterly by the Colorado Dental Association, 3690 S. Yosemite St., Ste. 100, Denver, CO 80237-1808. Annual subscription rates: CDA members included in dues; Non-members US - \$35; Other countries-\$50. Periodical postage paid at Denver, Colorado, and additional offices. Single copy is \$20 in the USA.

POSTMASTER: Send address changes to: *Journal of the Colorado Dental Association*, 3690 S. Yosemite St., Ste. 100, Denver, CO 80237-1808.

Articles for publication, correspondence, and advertising should be addressed to: Managing Editor, *Journal of the Colorado Dental Association*, 3690 S. Yosemite St., Ste. 100, Denver CO 80237-1808. 303-740-6900 or 800-343-3010.

The *Journal* reserves the right to reject any advertising and, as a matter of policy, does not accept advertising of any product classified by the American Dental Association Council on Dental Therapeutics as unacceptable.

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Contributions: Neither the Editors nor the Colorado Dental Association are in any way responsible for the articles or views of contributors published on these pages.

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Vol. 89, No. 3

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Summer 2010

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The Time is Now

By Pasco W. Scarpella, D.D.S., CDA President



Dr. Pasco Scarpella

It is an honor for me to be the 124th president of the Colorado Dental Association (CDA). As my year begins, I can't help but reminisce how I got my start in the CDA and how I have arrived at this point as the leader of our state dental association.

I recall the first few component meetings I attended when I first got out of school. I remember being impressed with **Dr. Sam Novak**, the Boulder County Dental Society trustee, and his "trustee reports" at each meeting. Dr. Novak always presented what was happening with the CDA, the legislature and dental profession in our state, and did so in such a wise and eloquent manner. I said to myself, "I want to do that someday!"

I finally managed to get myself in as a delegate to the CDA House of Delegates in 1989. The House of Delegates back in those days was a wild and woolly place! The elder statesmen included such names as **Dr. Charlie Reiting**, **Dr. Tom Paison**, **Dr. Dave Funderburk**, **Dr. Tom Ready** and **Dr. Karl Carson**. When they went to the microphone, everyone listened. It was intimidating and exciting back then, and there was never a dull moment; especially when the subject of the CDA's budget came up. As the next few years unfolded, there emerged a group of young up-and-comers; a group of young radicals. They sported names

such as **Pixley, Hurst, Lurye, Peters, Setterberg, Roger Anderson**, and yes, even Scarpella. These young bucks always had a lot to say and always managed to spice things up. Sometimes the debates were contentious, but never could it be said that things were "dull." There was a mutual respect that existed, where we could be mortal enemies on the floor of the House, then put our arms around each other and go out for a beer.

I set out a goal for myself, that one day I wanted to be component president, and perhaps if I ever got my shot, I would do something at the CDA level. One day in 1992, I was in my office minding my own business, and my office manager came in to tell me that **Dr. Pete Spence** was on the phone for me. I thought, "what on earth would the president of CDA want with me?!" I went to the phone, and Dr. Spence invited me to lunch. I still remember it like it was yesterday: the New York Deli News on Hampden just down the street from the old CDA offices. During that lunch, Dr. Spence said he had "his eye on me," and wanted to see me get more involved with the CDA. He asked me to take an appointment to the CODPAC board. I really didn't totally understand what the Colorado Dental Political Action Committee (CODPAC) was, but I felt it was my duty to say "yes" to the president when he asked me to serve. A year later, I was chair of CODPAC, a post I held for three years. During that time we had CODPAC participation up to 22% of the total membership.

The rest, they say, "is history." I was a component president in 1997,

served on the Council on Governmental Relations, Council on Communications, Council on Membership, Council on Peer Review, Council on Finance, and as editor, treasurer and now CDA president.

Throughout the years, I had some great mentors. People who took me under their wings and helped me with tremendous advice; those who were friends who picked me up when I was down, and those who helped my career in organized dentistry. I have great reverence for my mentors: **Dr. Bob Morrow, Dr. Pete Spence, Dr. Pat Stranahan, Dr. Bruce Zimmerman, Dr. Jack Allen** and **Dr. Glen Zelkind**, to name several. These are the great dentists on whose shoulders I stand today. It all started with Dr. Spence taking a chance on a young 35-year-old guy.

The point of this story? I feel the time has come for a new generation of leaders to step up and take the CDA into the next 20-30 years. The time has come when those of my generation must take the responsibility to mentor the leaders of the future.

As I look around the CDA, I see a leadership void. I see a group of perhaps a dozen young leaders for tomorrow. But, I do not see the 20-30 up and coming leaders we will need as the next generation of the CDA unfolds. This concerns me greatly. For some reason, the millennial do not seem to be as involved as young dentists once were, even though the challenges we face today, and are likely to face in the future are quintessentially serious. I am grateful for the resurgence of the CDA

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New Dentists Committee. We have an acknowledged core group of about a dozen dentists, all of whom I suspect will be CDA presidents one day. However, I do not see the numbers of newer dentists stepping up to start the path toward CDA leadership by serving on councils, task forces, committees, helping with charities and the like.

I am dedicating my year in an effort to inspire the next generation of potential leaders to become more involved. I strongly encourage the existing leaders to mentor them, get them more involved and help them understand the seriousness of the issues we face. In the absence of great leaders, I see bad things on the horizon for the future of our profession.

Toward that goal, I am pleased to announce our first-ever Colorado Leadership Conference. It will be a half-day program to initiate new leaders, and will be presented by the CDA in conjunction with the New Dentist Committee. I hope you will

plan to attend, and start a CDA journey of your own. Watch for details forthcoming for the late fall of 2010!

Yes indeed, we live in some interesting times! In the past year or so, we have seen numerous bills in Congress, some near 2,000 pages in length, passed in the middle of the night, without even being read. It seems that sacred pieces of paper like the U.S. and state constitutions no longer matter. We are overwhelmed by government regulations and taxes like never before. Certainly, these are concerns for us as citizens, but the dental profession is by no means safe either. There are those who would like to reshape our profession to their liking, leaving us entirely out of the conversation. There are legislators, various special interest groups and activist citizens who would like to decide how we practice dentistry, and how the dental profession should look in the future. In the past year, there have been more than 50 pieces of legislation

in the Colorado legislature that either directly or indirectly affected dentistry. Likewise, there have been over 1,300 bills in the U.S. Congress! These are scary times when so much erosion of our profession is happening at the hands of those who are least qualified in knowing how to provide dental care to our citizens.

If that isn't enough reason for every single CDA member to send in their CODPAC and ADPAC dollars, I don't know what else is.

Very scary stuff!

The biggest challenge that lies before us is the issue of mid-level providers. At this point, both Alaska and Minnesota have mid-level providers. This is a new tier of dental providers that have between eight months and two years of training beyond high school, who are now permitted to do restorations, pulp-tomies, tooth extractions and many

SCARPELLA continues on page 8

SCARPELLA *continued from page 7*

other irreversible procedures without the supervision of a licensed dentist. How did this happen? Legislatures and special interest groups managed to catch the dental profession off-guard and rammed this concept through before anyone could stop it. The dental associations were left with the aftermath and to pick up the pieces. In those two states, things have changed forever. They are not alone. There are now discussions going on in several other states to include Washington and Maine. There is currently a pilot program going on in Connecticut. The Kellogg Foundation is actively pushing for mid-level providers in Kansas, New Mexico, Ohio, Vermont, as well as in Washington state. My prediction is that this subject will come up seriously in Colorado in the next few years.

Our executive director was asked by a Colorado legislator what our (CDA)

plan was for mid-level providers, just a few short months ago. It is already on their minds, and has been brought up informally at a committee hearing presentation. It is just a matter of time!

For the past year, I have had the honor to serve on the Expanded Duties Dental Assistant (EDDA) Task Force. This task force was created last year in the CDA House of Delegates to study whether or not it would be feasible and a good idea to allow properly-trained dental assistants to remove "visible" calculus deposits. That task force is still in the process of studying this subject. This experience has convinced me that we need to have a plan (CDA's plan), for the mid-level provider. I do not want our state to be caught flat-footed, and be forced on the defensive, or worse yet, have this crammed down our throats by a lot of people who are not dentists.

What should a mid-level provider be? Should it be better called an

alternative provider, perhaps an expansion of duties of people we already have, perhaps more the ADA's model of a Community Dental Health Coordinator? I don't know the answer. But, it is my hope that we can think about this, have serious discussions, and come up with some solutions of our own, so that the next time we are asked what our plan is by a state legislator – we have a cogent, well thought-out answer. We need to start thinking about *our plan*.

However this turns out, I do not want to see another tier of provider lessen our profession, like it has in Alaska and Minnesota. I do not want these people turned loose on society in Colorado to do irreversible procedures, and I want the dentist to always be in a position to provide direct supervision. To do anything less would denigrate our profession to a group of discombobulated trades – each doing their own thing to the citizens of our state. At that



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point, dentistry will be merely a trade and no longer a respected profession.

Mid-level providers are becoming fashionable for legislators around the nation, but we all know it would be a disaster for dental patients. We know this. ***We have to be the ones*** leading the conversation, and ***we need to be the ones*** doing the proposing and advocating for what dental care means in Colorado. The agenda must be ours and no one else's.

We have many other serious issues before us: Medicaid and healthcare reform, insurance and tort reform, and don't forget about the Sunset Review of the Dental Practice Act coming up in 2014.

I will fight for these issues with my dying breath. But truly, I am in the sunset of my career. This will most affect those of you who are starting out in the profession, and have been in practice less than 20 years. Whether or not those of you step up as leaders will rule the day. We cannot do it alone. It is not a battle the Executive Committee, Board of Trustees or House of Delegates can wage alone. It will take all 3,000+ members of the CDA rising to the occasion and showing true leadership.

"What can I do?" – you may ask. I hope that everyone who is a CDA member is using Capwiz. It is a computer program that we have at the CDA that provides all CDA members the ability to write their legislators, both state and federal. The program is easy. The letter is already written for you, it even tells you who your legislator is – in case you don't already know. It literally takes 30 seconds of your time to write your legislator a couple times a month. You push a few buttons and "bingo," it's done! But we all must do it. We must not allow our spam filters to throw these important e-mails in the recycle bin. All of us can spare 30 seconds a couple times a month to promote legislation we care about to preserve our profession.

This year, we lost our "non-covered" services bill in the Colorado House on a tie vote. Many of us are convinced that if there were 100 more letters from dentists to our legislators, we would likely have won that vote in a landslide. Can you imagine what 1,000 more letters would have done?

Every member of the CDA with an e-mail address on file is included in the state Capwiz network. I encourage everyone else to make sure the CDA has your e-mail address. You can sign up to be in the federal ADA Capwiz network at the following link: <http://capwiz.com/dental/mlm/signup>. It is easy, and makes a huge impact.

It doesn't stop there. We need everyone in the CDA to step up and show leadership by serving on a council, committee or task force. Let your willingness to serve be known to your leaders, let them mentor you and get you on the path to becoming a leader in the CDA. Without you, the future of our profession is in doubt.

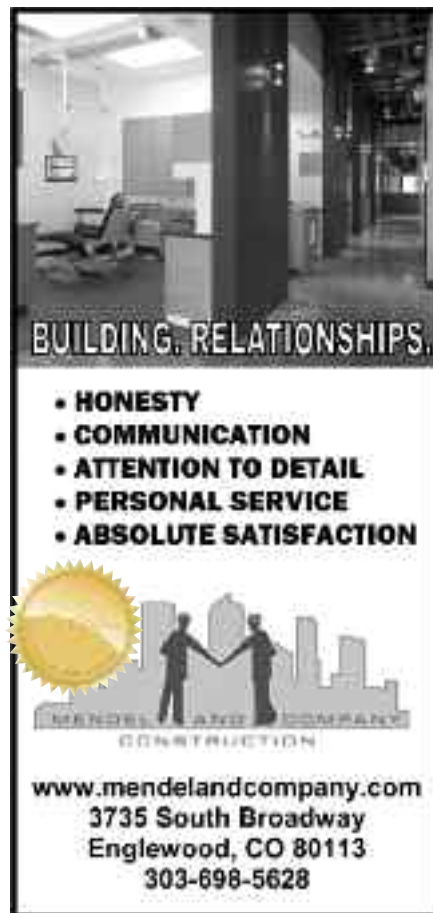
Leadership doesn't end with the CDA. It means volunteering for our numerous charitable causes to include the Colorado Mission of Mercy and Give Kids a Smile day (to name two such programs). God has blessed us with special abilities and talents, and the power to heal. We have an obligation to those who have no ability to (ever) have dental treatment in their lives, unless we rise to the occasion and share our special talents. And, what better argument *against* mid-level providers if we show that we can do our part to take care of this segment of the population. No one thinks charity is a solution to the access-to-care issue – but every little bit helps!

In addition to becoming more involved in the CDA, leadership means getting involved in the community. Run for office, the school board, chambers of commerce, rotary, city council – heck, who knows – maybe even Congress! We need dentists to get more involved

in their communities and we all need to become more a part of the societal conversation in our daily lives.

My goal for this year is to motivate a new generation of leaders, to fight the battles that need to be fought to take care of our profession, and to protect the dental welfare of the citizens of the Colorado. I plan to foster a newfound respect and collegiality for the CDA and its membership. You will find that I lead by example. I will not ask you to do anything I am not prepared to do myself. I will work with you, shoulder-to-shoulder, and together, we will make things happen!

I hope *you will say "yes"* when I give you the call to serve. With a larger group of us stepping up to the plate, we can make a difference. Join me in taking the Colorado Dental Association to new heights this year – and into the future. The time is now. ■



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Bringing Value During Tough Economic Times

By Jim Young, CDA Executive Director



Jim Young

It's hard to believe I've been serving as CDA executive director for an entire year. Time has flown by and I've greatly enjoyed learning about the people and activities that make the CDA such a great organization.

The past year has not been without its challenges. While the CDA is an overall healthy and well managed organization, it isn't immune to the challenges facing our economy. Whether the impacts of our current national economy are felt directly on the CDA or through our members, they are significant and require us to constantly re-evaluate our activities.

This year saw CDA revenue growth slow and even decline in some areas for the first time in many years. Due to the diversified revenue sources the CDA has developed, the declines have been

minimal, allowing us to continue to provide top quality service to our members.

In fact, even in these tough times, we've continued to move forward. Below are several highlights from the past year.

- Total membership in the CDA reached a new record high of 3,081 members during 2009 and numbers are on target for 2010.
- The CDA continues to maintain an extremely high membership percentage (82%) of active, licensed Colorado dentists.
- The past year saw the CDA take significant steps forward to embrace technology and improve services in these areas. This included the completion of a redesigned Website, introduction of a CDA social media site, the use of live video conferencing, and the launching of a new program to help members easily develop and host their practice Websites with the CDA.
- Despite the tight fiscal environment in Colorado state government, the CDA launched an ambitious legislative agenda. While success in passing legislation has been limited, we've been successful in creating recognition of issues in the areas of non-covered services and the need for improvement in the state's dental Medicaid program.
- The CDA made great progress in developing a grassroots network of members to serve as Action Team Leaders and Action Team Members. These critical volunteers played a significant part in forming legislative opinions around a variety of issues this year.
- The CDA New Dentist Committee had an incredibly successful year growing their membership and hosting several well attended events.
- The Colorado Mission of Mercy continues to grow and held its third





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In these tough economic times, the CDA continues to be financially strong. Staying strong, however, will require us to make prudent changes in the way we operate if we wish to thrive in the future.

Non-dues revenue is a critically important aspect of CDA funding. This past year we began the process of evaluating and restructuring our endorsed company program. By restructuring our current program, the CDA will be able to focus more on those partners who bring the CDA and our members the most value.

This year's efforts also included the development of a new partnership with the Michigan Dental Association, bringing their highly successful glove program to Colorado. Through this partnership, the CDA can now offer members the gloves they use everyday

at specially negotiated discounted prices. This not only provides excellent value and savings to our members, but also generates revenue for the CDA.

Another critical aspect of keeping the CDA strong is ensuring good governance across all of the CDA's various entities. This year, we completed bylaws updates for the Colorado Dental Political Action Committee (CODPAC), Colorado Dental Association Enterprises (CDAE) and the CDA Charitable and Educational Fund. Initial work on establishing the Colorado Mission of Mercy as a standalone organization has been completed and will continue, after a positive vote occurred at this year's House of Delegates to launch this new organization.

Thanks to everyone who has helped make my first year at the CDA such a pleasure. On behalf of all the CDA staff, thank you for allowing us to continue to serve you and your patients, and we look forward to another successful year! ■

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Denver, CO 80222
720-488-1199

CDA Executive Committee



President

Dr. Pasco W. Scarpella has practiced general dentistry for the past 23 years. After practicing 17 years in Louisville, he estab-

lished a new practice in Brighton over six years ago. He graduated from the University of Missouri in Kansas City. He has been in the CDA House of Delegates for the past 23 years. He is a former CODPAC chair and key contact coordinator, delegate and alternate delegate to the ADA, past-president of the Boulder/Broomfield County Dental Society, and the CDA editor for six and a half years. Dr. Scarpella is the co-chair of the Council on Governmental Relations, a past chair of the COMOM Task Force and a member of the Academy of General Dentistry. He is a fellow of the Pierre Fauchard Academy and the International College of Dentists. Dr. Scarpella enjoys writing, has written several plays, composes music, sings barbershop, and is a past high school-certified football official. He is very proud of his four children: Janna, Natalie, Julianne and Frank; and his wife, Karen.



Immediate Past President

Dr. David C. Lurye is a 1985 graduate of the University of Minnesota School of Dentistry. He attended

the University of Bergen, Norway Dental School in 1984 through an exchange program. Dr. Lurye served as a lieutenant in the U.S. Public Health Service and worked in three Indian Health Service hospitals/clinics. He has had a private practice in Winter Park

since 1988 and recently joined a second practice in Ridgway. He is an associate professor at the University of Colorado School of Dental Medicine, where he has volunteered one day per week since 2003. He is also part of a U.S. team involved in an international research project on head, neck and dental anatomy. Dr. Lurye is a past president of the Western Colorado Dental Society, and a fellow in the Academy of Dentistry International, American College of Dentists, International College of Dentists, and Pierre Fauchard Academy. He and his girlfriend, Patricia Oscarson, enjoy running, working out, cycling, hiking, motorcycling, and hanging out with their cats, dogs, family and friends.



President-Elect

Dr. Thomas R. Pixley is a graduate of Colorado State University and the University of Colorado School of Dentistry. He completed his

general practice residency at the University of Rochester. He has been in private practice for 23 years in Fort Collins. He has served on numerous boards and committees including the Dentists Professional Liability Trust and the CDA Board of Trustees. He is a member of the American College of Dentists, International College of Dentists and Pierre Fauchard Academy. An avid supporter of organized dentistry, he has worked extensively on access-to-care issues, as well as governmental affairs. Dr. Pixley also serves on the Colorado Mission of Mercy (COMOM) Task Force. He enjoys all outdoor activities, especially skiing. His wife and three boys are the center of his world.



Vice President

Dr. Kenneth S. Peters graduated from the University of Colorado School of Dentistry in 1984 and has been in private practice ever since. He has had a

general practice in Highlands Ranch for the last 22 years. He has been active in organized dentistry, serving on MDDS's Board of Directors for 13 years and as president of MDDS in 2000. He has been a member of the part-time clinical faculty at CU for the last 10 years, and is also on the faculty of the International Partnership for the Study of Occlusion. He has served as a member of the Board of Directors and as Annual Session program chair for the American Equilibration Society, and is a past president of the Colorado Prosthodontic Society. He is a member of the Pierre Fauchard Academy and a fellow of the International College of Dentists. He enjoys golf, and spending time with his wife Teresa, son Scott, and daughter Andrea.



Treasurer

Dr. Brett Kessler has been practicing dentistry, with a focus on esthetic, functional and reconstructive services, since 1995.

In 2003, he and his wife, Dr. Gina Kessler, established Town Center Dentistry and Orthodontics in northeast Denver. In addition to his practice, he teaches at the CU School of Dental Medicine on the subject of occlusion and comprehensive care. Dr. Kessler served on the MDDS Board from 2007-2010. He also serves as the chair of the Dental Well Being Committee for the State of Colorado. Dr. Kessler has testified before congress on behalf of the ADA on the ravages of

methamphetamines on oral health. He speaks internationally regarding this subject. He is a fellow of the American College of Dentists and was awarded an ADA Golden Apple Award for Leadership in Mentoring. Dr. Kessler received the CDA Volunteer of the Year award in 2009. He keeps in shape by coaching and participating in various endurance races including running, cycling, mountain biking and triathlon. He and his wife have four children: Abbey, Max, Sydney and Riley.



Secretary

Dr. Calvin D. Utke graduated from Creighton University in 1984 and has been in private practice for 26 years, except for a six-month overseas

tour as a reservist during Desert Storm. Dr. Utke has his general dentistry practice in north central Colorado Springs. He has served in all positions within the Colorado Springs Dental Society and has been the trustee or alternate trustee for his component for 12 years. Dr. Utke has also served on the CDA Finance Council for 10 years and currently serves on the CDA Membership Council, in addition to the COMOM Task Force. He is a member of

the International College of Dentists and a fellow of the Academy of General Dentistry. He and his wife, Kathryn, live in Black Forest and in his spare time he likes to golf and tend to their two Missouri Fox Trotter horses.



Speaker of the House

Dr. Gerald B. Savory (Jerry) graduated from the Creighton University School of Dentistry in 1976. He served as a captain in the U.S. Army Dental

Corp. Upon his discharge from the military, he established his private practice in Boulder where he has served the communities of Boulder County for the past 32 years. He has been past president of the Boulder/Broomfield County Dental Society and was the CDA trustee for Boulder/Broomfield County for three years. He has been a member of the visiting faculty at the L.D. Pankey Institute since 1989. He holds membership in the American Academy of Restorative Dentistry, the American Academy of Fixed Prosthodontics, the American Equilibration Society, the Pierre Fauchard Academy, the International College of Dentists, and the International Academy of Gnathology. He is a fellow in the Academy of

General Dentistry and participates in two national study clubs. He has been married to his wife, Mary Ellen, for 33 years and has three adult children.



Editor

Dr. Joseph C. Tomlinson graduated from the University of Kentucky College of Dentistry in 1971. He began private practice in Fort Collins in 1973

after serving two years of active duty with the U.S. Army Dental Corps. In 1982, he transitioned his practice into a group of five dentists. He currently practices part-time with two other dentists in a group practice. In addition, he is owner and president of Nadent, an insurance claim review company. He served as president, vice-president and treasurer of the Larimer County Dental Society, and three years on the CDA Peer Review Council prior to becoming the editor for the CDA in 2006. He enjoys boating, skiing, basketball, travel, and other recreational activities with family and friends. He and his wife of 43 years, Dot, enjoy playing bridge and are the proud parents of CDA member Dr. Kathy Tomlinson and younger sister Patty Johnson. ■

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CDA Staff



Executive Director

Jim Young joined the CDA in March 2009. Prior to the CDA, Jim worked at Ducks Unlimited, the nation's largest Wetlands and Waterfowl Conserva-

tion Organization, providing leadership to fundraising, volunteer and membership programs. Before that, he served as a university faculty member and an assistant director of a U.S. Olympic Committee Medical Research and Testing Site. Jim's experience also includes the development of hospital-based centers offering cardiac/pulmonary rehabilitation, corporate health promotion, and wellness. You can reach Jim Young at 303-996-2846, 800-343-3010 x106 or jim@cdaonline.org.



Associate Executive Director

Molly Pereira joined the CDA in 2002. A Colorado native and former Boulder newspaper reporter, Molly came to the CDA after

working for the Colorado Bar Association. Her duties at the CDA include association publications, member correspondence, advertising and media relations. She also coordinates volunteer charitable programs including Give Kids a Smile Day, maintains the Website and is responsible for e-communications. You can reach Molly Pereira at 303-996-2844, 800-343-3010 x104 or molly@cdaonline.org.



Director of Finance

Pam Brockhaus joined the CDA in November 2008. Prior to joining the CDA, Pam spent a number of years in the governmental accounting

field working for the State of California, Douglas County Colorado and the City of Maumelle, Ark. Pam's duties include overseeing the association's fiscal operations, for-profit activities and

endorsed companies. Pam is also responsible for the maintenance of all fiscal records, files, reports, as well as initiating and maintaining all required audits. You can reach Pam Brockhaus at 303-996-2843, 800-343-3010 x103 or pam@cdaonline.org.



Director of Membership Benefits

Lu Anne Garvin came to the CDA in 2001. She is a Colorado native, former printer, board member for the visually

impaired and a member of the \$1M sales team at Ryall Electric. She is responsible for peer review, ADA CERP, the Annual Session, continuing education, ADA 14th District support, volunteerism, charity and community outreach. You can reach Lu Anne Garvin at 303-996-2845, 800-343-3010 x105 or luanne@cdaonline.org.



Director of Membership Administration

Jeanne Nicoulin joined the CDA in 1999. Her duties include membership recruitment and

retention, and dues invoicing and waivers. She is active with the New Dentist Committee, COMOM and the Membership Council. Jeanne maintains the CDA database, and handles membership records and requests. She is responsible for processing accounts payable and cash receipts. She also handles insurance contract analysis for members through the ADA legal department. You can reach Jeanne Nicoulin at 303-996-2842, 800-343-3010 x102 or jeanne@cdaonline.org.



Director of Governmental Relations

Jennifer Goodrum joined the CDA in 2009. Her duties include legislative and regulatory outreach, creating and providing

educational materials to legislators, expansion of the CDA action team leader program, implementation of grassroots advocacy software, and CODPAC administration. Prior to joining the CDA, Jennifer managed the government relations program for a national pharmacy association. In addition, her political experience includes roles with the office of a Texas congressman and with the U.S. Immigration and Naturalization Service (INS) Office of Policy and Planning. You can reach Jennifer Goodrum at 303-996-2847, 800-343-3010 x107 or jennifer@cdaonline.org.



Office Manager

Geri Mustain came to the CDA in 2002. She previously worked nine years for AORN, a national nursing organization. At the CDA, Geri

is responsible for maintaining the CDA service center, coordinating business committee meetings, and arranging catering needs for various meetings. She also oversees all office equipment/supplies, x-ray training program sales and the annual production of the House of Delegates Manual. You can reach Geri Mustain at 303-740-6900, 800-343-3010 or geri@cdaonline.org.

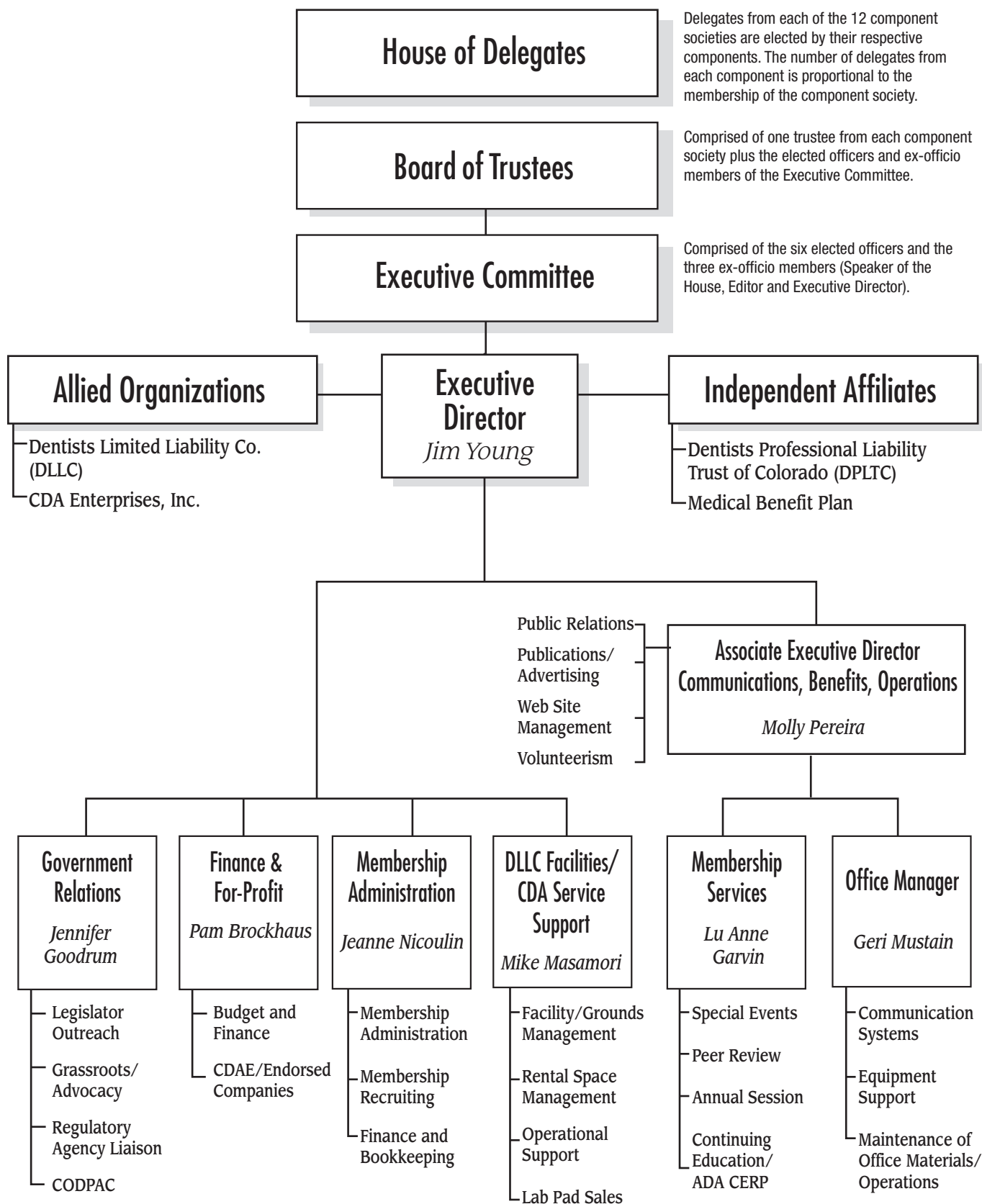


DLCC Facilities Manager and CDA Support

Mike Masamori joined the CDA in 2006. Prior to the CDA, Mike spent 30 years in the wholesale

electrical industry working for a distributor and as a vendor agent holding a variety of positions including warehouse operations management, purchasing, sales, inventory control and customer service. Mike's current duties at the CDA include facility and grounds management, rental space management, lab pad sales, and technical and operational support. You can reach Mike Masamori at 303-996-2841, 800-343-3010 x101 or mike@cdaonline.org. ■

CDA Organizational Chart



CDA Leadership Across Colorado

The following is a quick reference directory of the component presidents, trustees and executive directors, as well as CDA officers and staff. If you have questions about the CDA, or need any information about programs offered and services available, please contact one of the leaders below.

Arkansas Valley Dental Society

Trustee & President:

Dr. Carol Morrow, Walsh, Colo.
719-324-5251; fax: 719-324-5252

Boulder/Broomfield County Dental Society

Trustee: Dr. Dana Johnson, Boulder, Colo.
303-447-8810; fax: 303-447-0553

President: Dr. Juan Sauza, Longmont, Colo.
303-776-9701; fax: 303-776-0176

Colorado Springs Dental Society

Trustee: Dr. Mike Wiley,
Colorado Springs, Colo.
719-593-0005; fax: 719-593-0282

President: Dr. Jeff Dombrowski,
Colorado Springs, Colo.
719-264-6070; fax: 719-264-6090

Executive Director:

Sharyn Markus
1870 Dublin Blvd., Ste. C
Colorado Springs, Colo. 80918
719-598-5161; fax: 719-532-0054
sharynm@qwestoffice.net

Intermountain Dental Society

Trustee: Dr. Stephenie Kaufmann,
Woodland Park, Colo.
719-687-9219; fax: 719-687-3919

President: Dr. Robert Provorse,
Leadville, Colo.
719-539-2587; fax: 719-539-4169

Larimer County Dental Society

Trustee: Dr. John Siegmund,
Fort Collins, Colo.
970-226-2920; fax: 970-226-8699

President: Dr. Cory Foster, Fort Collins, Colo.
970-223-5258; fax: 970-223-5259

Metropolitan Denver Dental Society

Trustee: Dr. Timothy Kneller,
Aurora, Colo.
303-696-9364; fax: 303-696-6282

President: Dr. George Gatsos II,
Aurora, Colo.
303-724-7075; fax: 303-724-7079

Administrative Office:

3690 S. Yosemite St., Ste. 200
Denver, Colo. 80237
303-488-9700; fax: 303-488-0177
exec@mddsdentist.com

Northeastern Colorado Dental Society

Trustee: Dr. James Armbruster, II,
Sterling, Colo.
970-522-1684; fax: 970-522-9492

President: Dr. Bruce Marron,
Fort Morgan, Colo.
970-867-9700; fax 970-867-8412

San Juan Basin Dental Society

Trustee: Dr. Brian West,
Durango, Colo.
970-259-5600; fax: 970-247-2820

President: Dr. Ryan Mickelson,
Durango, Colo.
970-247-0174; fax: 970-382-2574

San Luis Valley Dental Society

Trustee: Dr. Fred Thrash, Alamosa, Colo.
719-589-4771; fax: 719-589-4258

President: Dr. Brian Roberts,
Monte Vista, Colo.
719-852-5432

Southeastern Colorado Dental Society

Trustee: Dr. R. J. Schultz,
Pueblo, Colo.
719-542-0036; fax: 719-583-2530

Executive Director:

Janet Fieldman
P.O. Box 1974
Pueblo, Colo. 81002
719-320-5282; fax: 719-296-8648
se_co_dentalsociety@hotmail.com

Weld County Dental Society

Trustee: Dr. Robert Benke, Greeley, Colo.
970-356-2120; fax: 970-356-1013

President: Dr. Julie Sharp, Greeley, Colo.
970-351-0400; fax: 970-351-8788

Western Colorado Dental Society

Trustee: Dr. Jerry Peterson, Dillon, Colo.
970-468-2525

President: Dr. Amber Maurer, Grand
Junction, Colo.
970-242-9207; fax: 970-256-1640

CU School of Dental Medicine

Student Trustee:

Cody Garrison, Aurora, Colo.
cody.garrison@ucdenver.edu

CDA Officers

President: Dr. Pasco Scarpella
Brighton, Colo.
303-659-8200; fax: 720-685-9113

President-Elect:

Dr. Tom Pixley
Fort Collins, Colo.
970-221-5115; fax: 970-221-5136

Immediate Past President:

Dr. Dave Lurye
Winter Park, Colo.
970-726-5556; fax: 970-726-4732

Vice President:

Dr. Ken Peters
Highlands Ranch, Colo.
303-791-2570; fax: 303-683-4198

Treasurer:

Dr. Brett Kessler
Denver, Colo.
303-321-4445; fax 303-321-4504

Secretary:

Dr. Cal Utke
Colorado Springs, Colo.
719-593-8701; fax: 719-593-9258

Editor:

Dr. Joe Tomlinson
Fort Collins, Colo.
970-226-2920; fax 970/-226-0249

Speaker of the House:

Dr. Jerry Savory
Boulder, Colo.
303-530-4145; fax: 303-530-9620

CDA Staff

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303-996-2846, 800-343-3010 x106
jim@cdaonline.org

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molly@cdaonline.org

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pam@cdaonline.org

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Lu Anne Garvin
303-996-2845, 800-343-3010 x105
luanne@cdaonline.org

Director of Membership Administration:

Jeanne Nicoulin
303-996-2842, 800-343-3010 x102
jeanne@cdaonline.org

Director of Governmental Relations:

Jennifer Goodrum
303-996-2847, 800-343-3010 x107
jennifer@cdaonline.org

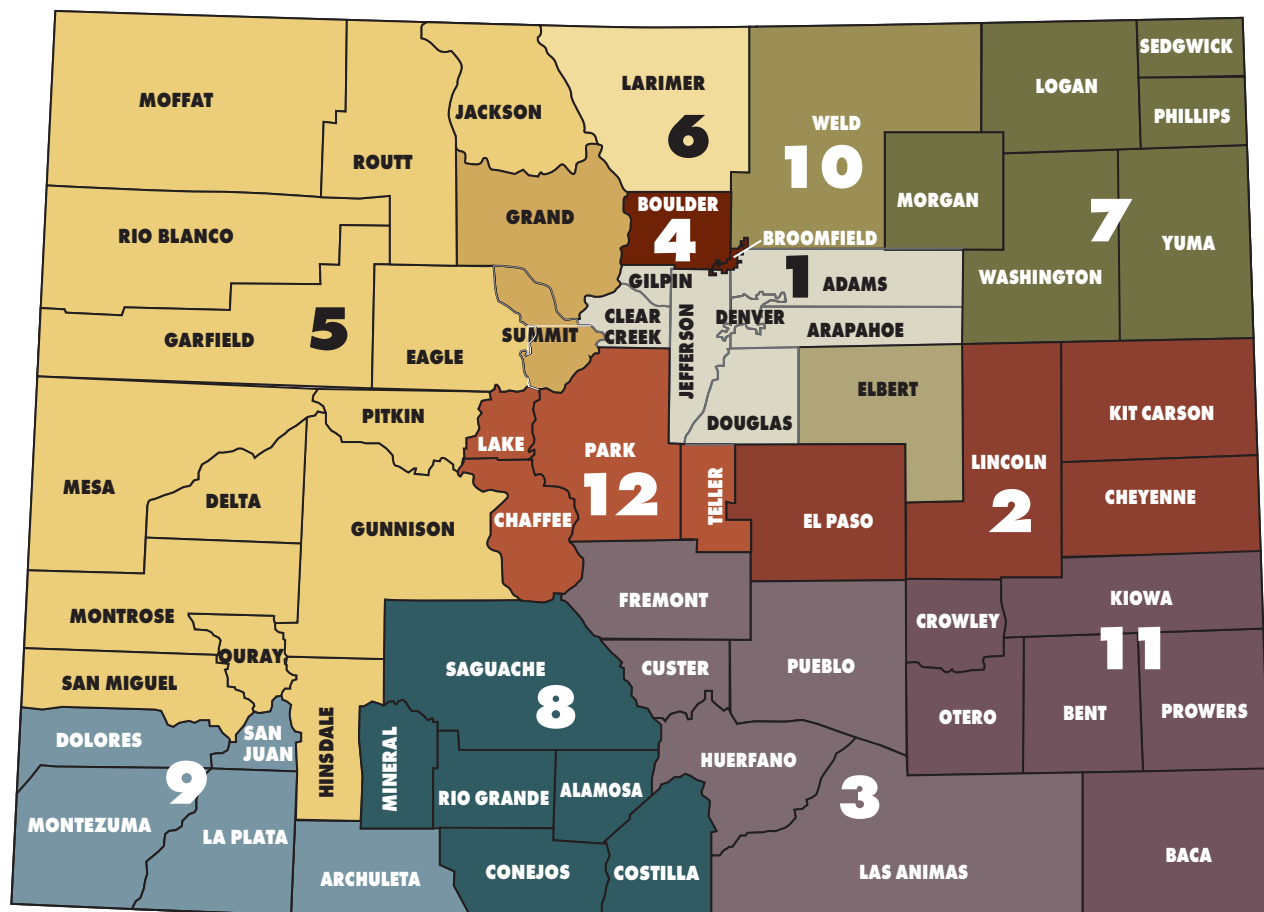
Office Manager:

Geri Mustain
303-740-6900, 800-343-3010 x100
geri@cdaonline.org

DLLC Facilities Manager/CDA Support:

Mike Masamori
303-996-2841, 800-343-3010 x101
mike@cdaonline.org

Component Society Map



LEGEND/TRUSTEE

1. Metropolitan Denver Dental Society (MDDS)
Dr. Timothy Kneller
303-696-9364, fax 303-696-6282
 2. Colorado Springs Dental Society
Dr. Mike Wiley
719-593-0005, fax 719-593-0282
 3. Southeastern Colorado Dental Society
Dr. R.J. Schultz
719-542-0036, fax 719-583-2530
 4. Boulder/Broomfield County Dental Society
Dr. Dana Johnson
303-447-8810, fax 303-447-0553
 5. Western Colorado Dental Society
Dr. Jerry Peterson
970-468-2525
 6. Larimer County Dental Society
Dr. John Siegmund
970-226-2920, fax 970-226-8699
 7. Northeastern Colorado Dental Society
Dr. James Armbruster II
970-522-1684, fax 970-522-9492
 8. San Luis Valley Dental Society
Dr. Frederic Thrash
719-589-4771, fax 719-589-4258
 9. San Juan Basin Dental Society
Dr. Brian West
970-259-5600, fax 970-247-2820
 10. Weld County Dental Society
Dr. Robert Benke
970-356-2120, fax 970-356-1013
 11. Arkansas Valley Dental Society
Dr. Carol Morrow
719-324-5251, fax 719-324-5252
 12. Intermountain Dental Society
Dr. Stephenie Kaufmann
719-687-9219, fax 719-687-3919
- Members practicing in Grand or Summit counties can choose to belong to MDDS or Western Colorado Dental Society.
 - Members practicing in Elbert County can choose to belong to MDDS or Colorado Springs Dental Society.
 - Members practicing in the city and county of Broomfield may choose to belong to MDDS or Boulder/Broomfield County Dental Society.

An Overview of the Colorado Dental Association and Affiliated Organizations

The Colorado Dental Association is a constituent society of the American Dental Association, and represents over 82% of all licensed dentists in Colorado. More than 3,000 members, comprising every dental specialty, collectively exemplify the CDA's mission of providing the membership and public with superior service and to demonstrate effective leadership in advocacy, education, communication, and quality products and services that enhance member practices, professional growth, and patient care. The CDA is comprised of 12 components representing different geographical sections of the state.

The following is a breakdown of the various entities within the CDA.

House of Delegates

The CDA House of Delegates is the supreme governing body with absolute authority over the CDA. It is the collective voice of the association. Members of the CDA House of Delegates are chosen by the 12 component societies of the association. The allocation of delegates to represent component societies is determined by a formula defined in the *CDA Bylaws, Chapter IV, Section 1-B*. The formula is designated to give proportional representation based on the size of each component society. In addition, the president, president-elect,

vice president, immediate past president, secretary, treasurer and speaker of the house are ex-officio members, as are the editor and executive director.

Board of Trustees

The powers and duties of the CDA Board of Trustees, as defined in *Chapter V, Section 6 and 7* of the *CDA Bylaws*, make it the administrative body of the association. In general, the Board of Trustees carries out the policies of the House of Delegates when the House is not in session, and prepares proposed policies for consideration in the next session of the House of Delegates. The Board of Trustees also provides supervision of the properties of the CDA office and all other property or offices owned or operated by the association. The Board of Trustees appoints the executive director and editor, prepares the annual budget, supervises financial affairs, selects the time and place of the Annual Session, and reviews all reports and makes recommendations on them to the House of Delegates.

Independent Affiliates

The Dentists Professional Liability Trust of Colorado (DPLTC) and the Medical Benefit Plan operate as independent entities. Both trusts are administered by private companies that are contracted to provide clerical and necessary support. The CDA strives to maintain a collaborative relationship with the trust boards.

Administration

The executive director oversees the day-to-day administration of the association. The executive director, in association with the Executive Committee, serves the same capacity as a corporate chief executive officer. The voting members of the Executive Committee are the immediate past president, president, president-elect, vice president, treasurer and secretary. These officers are elected by the House of Delegates at the Annual Session. The treasurer serves a two-year term and must come from the Metropolitan Denver Dental Society (MDDS). The secretary must come from a non-MDDS component and also serves a two-year term. The ex-officio members of the Executive Committee are the speaker of the house, editor and executive director. They do not have voting privileges. ■

Additional Programs Associated with the CDA

Dentists Professional Liability Trust of Colorado (DPLTC)

The Dentists Professional Liability Trust of Colorado (DPLTC) provides liability coverage exclusively for CDA member dentists. Over 1,650 CDA members participate in the plan, and the governing board is comprised of member dentists. For more information, call the trust administrator (Berkley Risk Services) at 303-357-2600 or 877-502-0100 and talk to Dr. Nate Reynolds.

The Medical Benefit Plan

The Medical Benefit Plan provides members and their employees with health insurance. CDA member dentists make up the governing board, which is committed to providing competitively priced plans, a full range of benefits and quality service. Members may choose from six plans, including one high-deductible health plan that allows them to establish a Health Savings Account and receive tax savings. For more information, call the plan administrator (CNIC Health Solutions) at 303-770-5710 or 800-232-2588 x1269 and talk to Sue Donovan.

Colorado Dental Association Enterprises, Inc. (CDAE)

CDAE is the "for profit" arm of the non-profit CDA. Its mission is to generate non-dues revenue by providing high-value consumables, insurance products and programs of interest to the CDA membership. The CDAE Board is responsible for seeking out and endorsing companies that will provide special benefits and services exclusively to CDA members.

CDAE is an entity that generates income from the sale of products (i.e. laboratory work authorization forms) and endorsed companies. CDAE reviews endorsement opportunities from commercial businesses that sell products and services to CDA members. For a list of these products and services, see the "Member Benefits" section in the following pages.

Colorado Dental Political Action Committee (CODPAC)

CODPAC is a political action committee (PAC) that raises money to support state legislators who understand the importance of dentistry and are committed to the oral health of Coloradans. These contributions help the dentistry's voice to be heard on legislation that affects the dental profession and patients. Your CODPAC contributions are vitally important. When making a CODPAC contribution, please note the following important points. CODPAC is designed for CDA members only. \$525 is the maximum allowable CODPAC contribution for each two-year cycle. Prohibited contributions will be returned. Contributions to CODPAC are not tax-deductible. The Colorado Secretary of State requires that certain information on each donor (name, address, occupation, name of employer) be collected and reported to the agency.

Colorado Dental Association Relief Fund

The CDA Relief Fund is a non-profit 501(c)3 entity funded primarily by the ADA. The ADA solicits and collects funds. Upon submission of an audit of the CDA's fund, the ADA rebates a portion of the contributions collected in Colorado to the CDA Relief Fund. The funds are used to render financial aid to dentists and their dependents, including former dependents of deceased dentists. Funds are awarded because of misfortune, age, or physical or other disabling conditions. All funding requires the CDA Board of Trustee's approval. Other revenue is obtained from investments.

Colorado Dental Association Charitable and Educational Fund (CDACE)

CDACE is a non-profit 501(c)3 organization that administers two separate funds. One fund supports various charitable and dental education programs in Colorado, in

addition to supporting grant funding to other Colorado non-profit dental organizations.

The second fund is a repository for money collected by the Colorado Department of Regulatory Agencies' Board of Dental Examiners. These funds are collected in conjunction with licensing fees. The money funds a legislatively mandated Peer Assistance Program to provide professional counseling and monitoring for dentists and hygienists with substance abuse or mental health problems. The Colorado Board of Dental Examiners must approve all expenditures from this fund.

Dental Limited Liability Company (DLLC)

DLLC was established as an equal partnership between the CDA and the Metropolitan Denver Dental Society (MDDS) to purchase the building that houses the administrative offices of both organizations.

Concerned Colorado Dentists (CCD)

CCD is a group of dentist volunteers, most of who are in recovery from chemical dependency and other former impairments. They work to help impaired dentists address their afflictions before patients are harmed or other damage occurs. CCD provides information about addiction, treatment and recovery. They also offer colleague interventions to gently urge voluntary corrective action before consequences happen.

CCD complements the Dentists Peer Assistance Program (DPAP) by providing additional services and support that only peer recovering dentists can provide. They also offer speakers for dental, assisting and hygiene school meetings. There is no cost for these confidential services. Call Dr. Michael Ford for information at 303-810-4475. ■

Summary of Transactions

2010 CDA House of Delegates

June 11, 2010 • Crested Butte, CO

Committee on Rules and Order:

Resolution 01-10-H Concerning Colorado Dental Association House of Delegates Standing Rules and Procedures.

RESOLVED, that the standing rules and procedures of the Colorado Dental Association House of Delegates be approved as published and distributed.

House Action: ADOPTED

Resolution 02-10-H Concerning the Summary of Transactions of the 2009 Colorado Dental Association House of Delegates.

RESOLVED, that the Summary of Transactions of the 2009 session of the Colorado Dental Association House of Delegates be approved as published and distributed.

House Action: ADOPTED

Council on Membership:

Resolution 03-10-B Concerning Life Members.

RESOLVED, that the following individuals meeting qualifications for Life Membership in the Colorado Dental Association, effective January 1, 2011 be approved.

James S. Abramowitz, DDS, MDDS
Raymond E. Armstrong, DDS, CSDS
Robert E. Averbach, DDS, MDDS
Richard L. Barecki, DDS, MDDS
Randall D. Beaver, DDS, LCDS
Clifford E. Bobier, DDS, WELD
Dennis R. Brenkert, DDS, LCDS
David O. Carbone, DDS, BBCDS
Robert B. Carlson, DDS, CSDS
Larry Coffee, DDS, MDDS
Michael A. Colb, DDS, SECDS
John C. Craiger, DDS, MDDS
James D. Crine, II, DDS, WCDS
Joseph B. Dankey, DDS, BBCDS
David C. Funderburk, DDS, WELD
Herbert D. Gearhart, DDS, WCDS
Jeffrey B. Geller, DDS, SECDS
Paul L. Glick, DDS, MDDS
Norman R. Goding, DDS, LCDS

Thomas W. Hebda, DDS, CSDS
Gary K. Horn, DDS, CSDS
Kenneth A. Howie, DDS, LCDS
David J. Ishley, DDS, CSDS
Gregg H. Kalbfleisch, DDS, BBCDS
David A. Kaplan, DDS, LCDS
Michael J. Kellogg, DDS, BBCDS
James A. King, DDS, MDDS
Michael J. Kish, DMD, MDDS
Donald J. Kleier, DMD, MDDS
Joel T. Klein, DDS, CSDS
Randall O. Kohlmeier, DDS, MDDS
Gregory R. Kowalchuk, DDS, MDDS
Kalman J. Kroack, Jr., DDS, WCDS
Robert O. Kron, DMD, WELD
Stanley A. Ladd, DDS, BBCDS
Frederick C. Last, DMD, MDDS
K. M. Lauder, DDS, MDDS
Bruce O. Marron, DDS, NECDS
Robert E. Minnis, DDS, MDDS
William K. Moninger, DDS, LCDS
Robert L. Morrow, DMD, AVDS
Ivan S. Naiman, DDS, MDDS
James R. Norwood, DDS, MDDS
Larry J. Oesterle, DDS, MDDS
George V. Ranta, DDS, CSDS
Paul A. Roche, DDS, MDDS
Edward F. Rosenfeld, DMD, MDDS
William C. Simson, DDS, BBCDS
Joseph C. Tomlinson, DMD, LCDS
Rodger H. Tuenge, DDS, LCDS
Melvin J. Vanek, DDS, MDDS
Kenneth J. Versman, DDS, MDDS
Richard F. Worley, DDS, MDDS
William S. Wray, DMD, MDDS

House Action: ADOPTED

House of Delegates (Chris Harvan, D.M.D.):

Resolution 15-10-H Concerning the 2010/2011 dues increase.

RESOLVED, that the Colorado Dental Association increase annual dues by fourteen dollars (\$14).

House Action: ADOPTED

Note: Considered on priority calendar

Council on Finance:

Resolution 04-10-B Concerning the 2010/2011 fiscal year operating budget.

RESOLVED, that the 2010/2011 operating budget of revenue and expenses be approved.

House Action: ADOPTED

Board of Trustees:

Resolution 05-10-B Concerning the establishment of the Colorado Mission of Mercy (COMOM) as a separate 501(c)3 organization and Colorado Corporation.

RESOLVED, that the Colorado Dental Association hereby approves the proposed Articles of Incorporation and Bylaws for use in establishing COMOM as a new and separate entity associated with the Colorado Dental Association. And be it further

RESOLVED, that the Colorado Dental Association will take the necessary and appropriate actions to secure 501(c)3 status from the Internal Revenue Service for COMOM. And be it further

RESOLVED, that upon establishment of COMOM as an approved 501(c)3 organization, all assets held by the Colorado Dental Association which were accepted or acquired for the purposes of COMOM be transferred to COMOM.

House Action: ADOPTED

Executive Committee:

Resolution 06-10-B Concerning the elimination of the Allied Dental Team membership category.

RESOLVED, that the Colorado Dental Association cease to offer membership in the category of Allied Dental Team and remove references to the category from the organization's Bylaws.

House Action: ADOPTED

Board of Trustees:

Resolution 07-10-B Concerning the adoption of Bylaws changes as recommended by the Governance Task Force.

RESOLVED, that the Colorado Dental Association Bylaws be modified as presented in accordance with the 2009 Governance Task Force final recommendations.

House Action: DEFEATED

Resolution 08-10-B Concerning the creation of a task force, under the Colorado Dental Association Membership Council, to establish a non-voting, non-membership method of allowing individuals from Colorado to be involved and affiliated with the Colorado Dental Association and its activities.

RESOLVED, that the Colorado Dental Association Council on Membership explore avenues to create a forum for other health-care individuals (i.e. spouses, dental hygienists, dental assistants, dental office staff, lab technicians, dental suppliers, oral health advocates, etc.) to have an opportunity to be involved with the Colorado Dental Association. And be it further

RESOLVED, that the Colorado Dental Association Council on Membership will work toward minimizing revenue and time impacts of this method on the Colorado Dental Association and its staff.

House Action: ADOPTED

Kevin Sessa, D.D.S.:

Resolution 09-10-B Concerning expanding the scope of practice for Expanded Duties Dental Assistants (EDDA) and the formation of a task force to study the question of mid-level providers in the state of Colorado.

Note: Each resolved clause in Resolution 09-10-B was considered individually based on a motion made by Dr. Kevin Sessa and approved by the House of Delegates for division of the question.

Resolution 09-10-B1

RESOLVED (#1), that pursuant to the issue posed in the 2009 CDA House of Delegates Resolution 13-09-B, the CDA House of Delegates directs that the CDA leadership shall not seek any legislative change to

expand the EDDA scope of practice to permit the supragingival scaling of teeth in adults or children. And be it further

House Action: ADOPTED

Resolution 09-10-B2

RESOLVED (#2), that the 2010 CDA House of Delegates directs the CDA president to establish and fund from ~~the most appropriate CDA funding source reserves~~ for a period not to exceed three years, a new task force to explore the much broader question of the efficacy of establishing a new category of practitioner(s), namely "a licensed mid-level provider," to address the growing concern of inadequate access-to-care for the underserved population within this state (in Colorado State Statute). And be it further

House Action: DEFEATED

Resolution 09-10-B3

RESOLVED (#3), that this task force shall report its findings and/or recommendations to the CDA House of Delegates no later than June 2013.

House Action: NONE, ruled inapplicable based on defeat of Resolution 09-10-B2

CDA Expanded Duty Dental Assisting Task Force:

Resolution 10-10-B Concerning modifying the scope of study for the Expanded Duty Dental Assistant Task Force.

RESOLVED, that the charge of the Expanded Duty Dental Assistant (EDDA) Task Force be widened to review the expansion of duties of dental assistants within a larger discussion of a model – either the expansion of duties of existing personnel or a new provider type – that the Colorado dental community can use to address the factors driving mid-level dental provider initiatives, while preserving the dentist as head of the dental team. And be it further

RESOLVED, that the CDA president adjust the composition of the existing task force as necessary to involve all stakeholders relevant to this charge. And be it further

RESOLVED, that this new task force present its recommendations and plan to the 2011 House of Delegates.

House Action: ADOPTED

Paul Bottone, D.D.S.:

Resolution 11-10-B Concerning changes to the allowed courses required to fulfill the CDA annual continuing education requirement.

RESOLVED, that any CE course provided by the study clubs listed in the CDA Membership Directory (p. D163) be exempt from the requirements of being ADA CERP, AGD PACE, or AMA Category One approved in order to fulfill the CDA requirement of 15 hours of CE to maintain "member in good standing" status as stated in Resolution 09-09-B.

House Action: DEFEATED

Sheldon Newman, D.D.S.:

Resolution 11-10-S Concerning changes to the allowed courses required to fulfill the CDA annual continuing education requirement.

RESOLVED, that beginning January 1, 2011, any study club wishing to be exempt from the requirements outlined in Resolution 09-09-B for a continuing education (CE) course offered by that study club to be CERP, PACE or AMA Category One approved for attendance by CDA members in order to fulfill the CDA requirement of 15 hours of CE to maintain their status as a "member in good standing" shall petition the CDA Council on Membership with the CE course content on a quarterly, semi-annual or annual basis. And be it further

RESOLVED, that the CDA Council on Membership shall establish the criteria for "exempt CE status" and make the exemption determination as needed for each study club bringing an exemption request.

House Action: DEFEATED

Michael Varley, D.D.S.:

Resolution 12-10-H Concerning the improper use of the DEA registration number by insurance companies and/or other healthcare providers for identification purposes.

Note: Resolution 12-10-B was accepted as a friendly amendment to Resolution 12-10-H.

HOUSE continued on page 22

HOUSE continued from page 21

Resolution 12-10-BS

RESOLVED, that the Colorado Dental Association establish a position statement regarding the use of the DEA registration number in the Colorado Health Care Professional Credentials Application. And be it further

RESOLVED that the Colorado Dental Association's position statement reflect the position of the Drug Enforcement Administration that the disclosure of a practitioner's DEA registration number to entities other than those involved in the legal distribution of controlled substances or the enforcement of the laws governing their legal distribution may facilitate the diversion of controlled substances from the legal channels of distribution. And be it further

RESOLVED that consistent with the position of the Drug Enforcement Administration that the improper use of the DEA registration number by insurance companies and/or other healthcare providers for identification purposes is contrary to the spirit of the Controlled Substance Act of 1970 and national drug control policies. And be it further

RESOLVED that the CDA will write a position statement in agreement with the ADA and DEA statements pertaining to the subject of improper usage of DEA numbers. And be it further

RESOLVED that the CDA direct the Council of Governmental Relations to pursue legislation with the Colorado State Legislature to affect amendment to the Colorado Health Care Credentialing Application whereby the DEA registration number be eliminated will write a position

2010 ELECTION RESULTS

2010/2011 CDA Officers

President	Dr. Pasco Scarpella, MDDS
President-Elect	Dr. Thomas Pixley, LCDS
Vice President	Dr. Kenneth Peters, MDDS
Immediate Past President	Dr. David Lurye, WCDS
Secretary	Dr. Calvin Utke, CSDS
Treasurer	Dr. Brett Kessler, MDDS
Editor	Dr. Joseph Tomlinson, LCDS
Speaker of the House	Dr. Gerald Savory, BBCDS

CDA Delegate to ADA 2011 House of Delegates

Dr. Rhett Murray, MDDS, three-year term, 2011-2013

CDA Alternate Delegates to ADA 2011 House of Delegates

Dr. Karen Foster, MDDS
Dr. John Hanck, LCDS
Dr. Brett Kessler, MDDS
Dr. David Lurye, WCDS
Dr. Jerry Peterson, WCDS
Dr. Pasco Scarpella, MDDS (designated alternate under CDA Bylaws)
Dr. James Setterberg, WCDS
Dr. Calvin Utke, CSDS

statement in agreement with the ADA and DEA statements pertaining to the subject of improper usage of DEA numbers.

House Action: ADOPTED as amended

Jeffery Hurst, D.D.S.:

Resolution 13-10-B Concerning the adoption of Bylaws changes to amend the duties of vice president.

RESOLVED, that the Colorado Dental Association Bylaws be modified to have the vice president serve as an alternate delegate to the Annual Session of the American Dental Association effective beginning with the ADA's 2012 Annual Session.

House Action: ADOPTED as amended

House of Delegates (Steve Schiffer, D.D.S.):

Resolution 14-10-H Concerning Direct Reimbursement.

RESOLVED, that the Colorado Dental Association recommence its efforts to promote Direct Reimbursement in the state of Colorado. And be it further

RESOLVED, that the Council on Finance determine a budget or a funding mechanism for the 2011-2012 fiscal year, and include that in the budget to be presented in the 2011 House of Delegates.

House Action: ADOPTED

Strength in Numbers

By David C. Lurye, D.D.S., CDA Immediate Past President



Dr. David Lurye

The 2010 CDA House of Delegates marks a change in how we are tracking participation in the process of our own governance. We decided to attach more accountability for trustees and

officers by tracking and publishing attendance, and this year we also decided to track attendance of delegates and alternate delegates in the House. This list will be broken down, component by component, and leaders from each component will be receiving this list to help them make necessary adjustments and changes to ensure that we have better attendance and participation at the 2011 House of Delegates.

We have been faced with many issues in the past, but this year it was glaringly evident from the dais that attendance and participation in our governance process is waning. There were so many people missing from the assemblage that I ended up altering my speech to address the poor attendance/percentage of delegates and alternates actually present. Out of a possible 137 delegate positions, a whopping 105 delegates/alternate delegates showed up, which is a dismal 77% of the theoretical full roster that we are supposed to have.

Our membership is at a crossroads. The lack of attendance is in step with what seems to be a general apathy of our culture today. "It's not my problem," "it's not my job," "someone else can do it," and

"my vote won't make any difference." Well, just this year, just one vote made a big difference in a piece of legislation that we lost in a tie in our state legislature. Just one vote.

We may be hearing this year, "why did you do this?" or "why is the association doing that?" (or not doing "that")...and it is because the members present got to make the decisions via the voting process in a less than packed House. There is no excuse or reason for that to happen. Yes, we are an association of volunteers. Yes, our venue is not always a convenient short drive that many people are used to driving, but if you agree to be a delegate or alternate delegate, or a member of a committee or task force, IT IS YOUR JOB TO SHOW UP. It is your job to be educated on the subject/legislation that is proposed. It is your job to be an active, attentive member of the House. In my opinion, there is no place for non-participation if you are going to be an officer, a trustee, a delegate/alternate delegate, or a committee or task force member. If you hold a different view regarding attendance, that's fine – as long as you aren't an officer, a trustee, a delegate/alternate delegate, or a task force or committee member.

The crossroads that we find ourselves in is not only a waning of participation and attendance – we are at a crossroads in our ability to have political power and a say in the process of legislation that goes on in the state of Colorado. Never before have we seen so much relevance in making strong ties with our legislators, be it by Capwiz, telephone, e-mail, or personal calls and visits. It is imperative

that if you are going to be an active member at the levels mentioned above that you learn to become a lobbyist, a person committed to causes that our association has taken up. Although we have paid lobbyists, nobody brings passion to the table as much as our own member dentists. When we ask you, the volunteer dentists of our organization, to call a legislator, IT NEEDS TO GET DONE. As one legislator friendly to our cause has told us, it is repeat contacts from individuals that carry the most influence.

I urge all of you to consider becoming more involved in organized dentistry – whether it is through participation on a task force or a committee, or running for an officer or a trustee position. Get involved at the local level through your component or at the state level through the CDA. Our strength lies not only in our numbers, but in those numbers being active. Having lots of swords does us no good if nobody is swinging them. ■

2010 Annual Session

Crested Butte, CO

Keynote speaker Dr. Terry Tanaka with CDA Immediate Past President Dr. Dave Lurye.



Dr. Pasco Scarpella delivers his presidential speech to the House of Delegates.



CU dental student Drew Comerci, Guadalupe Comerci and Rebecca Hammerlzheim with 3M at the New Dentist Committee networking event.



Dr. John Hanck enjoying a laugh at the Sunday Family Breakfast.



Dr. Cal Utke, Katherine Utke and Dr. Bob Benke at the Board of Trustees Dinner.



CDA Immediate Past President Dr. Dave Lurye with Annual Session speaker Marcel Vifian.



Student Board of Trustees member Cody Garrison, Dr. Carol Morrow and Kristin Stepien with COPIC at the New Dentists Committee networking event.



The 2010 Annual Session 5K/1 Mile Fun Run participants.



The House of Delegates meeting on Friday, June 11, 2010.



Dr. Pasco Scarpella enjoys a laugh at the House of Delegates meeting.

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Upcoming Events:

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888-777-1110 to register

Exclusive CDA Member Benefits

Membership in the CDA can pay for itself if you take advantage of the many special benefits offered only to CDA members. The following pages list the CDA approved companies, member benefit companies, CDA member services and Medallion Plan partners. For more information about these companies and benefits, please visit the CDA's Website at www.cdaonline.org.

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Banc of America Practice Solutions, Inc.

800-692-0790, www.bankofamerica.com



CDA Member Benefit: Reduced administration fees.

For more than 20 years, Banc of America Practice Solutions has served the needs of dentists by offering financial products and services to the dental community. Whether you own a practice or are just getting started, they can provide customized financial solutions for your short-term needs and long-term aspirations.

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- Practice Equity Loan Program

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www.bestcardteam.com



CDA Member Benefit: No set-up fees, reduced or no transaction fees.

Best Card offers great rates and personalized service. Over 1,400 dental offices have each saved an average of \$1,066 annually in credit card processing fees over their prior processor. Fax a recent credit card statement to 866-717-7247 and they will fax back a free analysis showing potential savings. In most cases, practices that switch to Best Card can use their same processing equipment.

With Best Card, members receive one deposit and one monthly statement for each day's activity for Mastercard, Visa, Discover and AMEX.

Dentists Professional Liability Trust of Colorado

administered by Berkley Risk Services

303-357-2600, 877-502-0100, www.dentalliability.com



CDA Member Benefit: Exclusive to CDA members only.

Liability (malpractice) insurance coverage through the Dentists Professional Liability Trust of Colorado continues to set the standard for dentists' liability coverage in this state. There are approximately 1,650 participating members. The Trust was created by Colorado dentists, for Colorado dentists and continues to be managed by Colorado dentists. Voting members of the board are also CDA dentists.

Call Dr. Nathan Reynolds (manager of the Dentists Professional Liability Trust of Colorado) at 303-357-2600 or 877-502-0100 for more information.



COPIC Financial

720-858-6280, 800-421-1834, www.copicfsg.com

CDA Member Benefit: Several discounts on various insurance services.

COPIC Financial provides business and personal insurance products at competitive prices through multiple providers. Insurance products include:

- Business Owners Property and Liability (BOP) (Kristin Stepien, 720-858-6297)
- Worker's Compensation (Kristin Stepien)
- Commercial Umbrella (Kristin Stepien)
- Employment Practices (Kristin Stepien)
- ERISA, Fidelity, Fiduciary Bonds (Kristin Stepien)
- Personal Lines (home and auto umbrella liability) (Kristin Stepien)
- Disability Income (up to a 20% CDA discount) (Mike Edwards, 720-858-6289)
- Disability Overhead (10% CDA discount) (Mike Edwards)
- Disability Retirement Security (10% CDA discount) (Mike Edwards)
- Life Insurance (personal and business needs, best rates regardless of health issues) (Mike Edwards)
- Long-Term Care (10%-15% discount from two carriers) (Carolyn Samuelson, 720-858-6286)



CDA Benefit Plan

administered by CNIC Health Solutions

303-770-5710 x1269, 800-232-2588, www.cnichs.com/CDABP

CDA Member Benefit: Exclusive to CDA members only.

The CDA Benefit Plan, Inc. offers six medical plans, including one high deductible health plan, to fit any budget. All plans have access to the Rocky Mountain Health Plans network with more than 10,000 providers. The plan is a nonprofit organization managed by CDA members for CDA members and their employees. Anyone who works 20 or more hours per week is eligible. To obtain enrollment form information, call Sue Donovan at 303-770-5710 x1269 or 800-232-2588. Enrollment forms can be faxed to 303-770-5673.



CDA Glove Program

877-484-6149, www.cdagloves.com

CDA Member Benefit: Special member pricing.

Every dental professional has unique needs when it comes to the comfort, fit and feel of the gloves they wear. The CDA Glove Program provides special pricing exclusively for CDA members and a complete line of products from two leading glove manufacturers. All gloves are sold by the case, with 10 boxes per case. Free samples are available upon request.

Here are just a few examples of the special pricing exclusively available to members:

- Powder-free latex starting at \$5.10 per 100 gloves
- Powder-free nitrile starting at \$5.44 per 100 gloves
- And more!

There are two easy ways to place an order, get more information or request samples: call 877-484-6149 or visit www.cdagloves.com.



Sharkey, Howes & Javer

303-639-5100, 800-557-9380, www.shwj.com

CDA Member Benefit: 20% discount.

Sharkey, Howes & Javer is a nationally recognized fee-only financial planning and investment management firm. They provide financial solutions to fit your financial goals. They offer discounted financial planning fees, investment selection, 401(k) consulting, retirement advice and objective insurance evaluation. Members receive a free consultation and a 20% discount on planning services.



CDA Medallion Plan Partners

The following companies have partnered with the CDA to show their support of organized dentistry, and to promote their products and services to CDA members.



Platinum Partners

- Carr Healthcare Realty: 303-817-6654, Dental Real Estate Services
- Fortune Management: 303-771-0499, Practice Management



Gold Partners

- CDA Benefit Plan (CNIC Health Solutions): 303-770-5710 x1269 or 800-232-2588, Health Insurance for CDA Members
- COPIC: 720-858-6280 or 800-421-1834, Insurance Services
- CTC Associates: 303-795-8800, Practice Transition Services
- Henry Schein Dental: 303-790-7745, Dental Supplies



Bronze Partners

- Best Card: 303-482-2773, Credit Card Processing
- Cornerstone Dental Solutions: 720-488-1199, Computer Sales/Services/Networking
- Mendel & Company Construction, Inc.: 303-698-5628, General Contractor Services and Tenant Finish
- Steward Quantum Leap: 970-207-0776, Practice Management and Consulting
- Veatch Consulting: 303-621-5387, Practice Management and Consulting
- Wells Fargo: 303-863-6014, Banking

CDA Services

You're caring for your patients, who's caring for you? The CDA is proud to offer members priceless benefits.

Political Advocacy: With two lobbyists and one full-time staff member, the CDA has a constant presence at the state and federal legislature to represent CDA member dentists.

E-News Alerts and Updates: As a member you can receive electronic communication to ensure that you're aware of important, time sensitive information. Recent communications about state rule revisions, Colorado license renewals and legislative topics have been e-mailed to keep members aware of items that will affect them and their practices.

CDA Web Resources: cdaonline.org is a resource for both dentists and patients. It contains the CDA-exclusive "Find a Dentist" search engine to help market your practice. This marketing tool is free for members and is the most visited section of the Website.

New Dentist Network: The CDA New Dentist Committee focuses on members who have been out of school for 10 years or less. This active group provides dentist members with an outlet to network, socialize and learn in an environment with their peers.

Peer Review Dispute Resolution Services: Members have access to a resource to help resolve complaints that may arise in the delivery of dental services to the public. Peer Review provides a confidential alternative dispute resolution mechanism, at no cost to either party and without involvement of the Colorado State Board of Dental Examiners.

CDA Professional Staff Support: The CDA is fully staffed by a team of individuals to help member dentists. Information about exclusive member benefits, regulations and rules affecting dental professionals is just a click or phone call away.

State Board Approved Lab Authorization Pads and X-ray Training Course: Lab Authorization Pads are available for purchase from the CDA office. Each book contains 50 State Board approved duplicate work order forms. The CDA also has a State Board approved x-ray training course available to dental offices. This self-taught video course is jointly sponsored by the CDA and the University of Colorado School of Dental Medicine. Call the CDA to place orders for either product at 303-740-6900 or 800-343-3010.

Membership Pays for Itself!

Don't miss an opportunity – take advantage of the tremendous savings offered by CDA exclusive member benefits.

More information about these benefits can be found online at cdaonline.org.
Members – be sure to log-in for benefit and discount codes.

Amalgam Separators

SolmeteX: 800-216-5505

Cellular Phone Service/Wireless

Verizon Wireless: 303-740-6900 x101

Clothing for Staff

Land's End: 800-990-5407

Collection Services/NSF Fee

Recovery

eCashflow Systems: 303-482-2773,
877-739-3952

Quantum Healthcare Services:
303-984-8300, 877-984-8300

Computers/Digital Imaging/ Networking/IT Services

CSI Colorado, LLC: 303-325-5598

Credit Cards

U.S. Bank: 888-327-2265 x80023

Credit Card Processing

Best Card powered by First Data:
303-482-2773, 877-739-3952

Emergency Preparedness

Institute of Medical Emergency
Preparedness: 866-729-7333

Filing Supplies/Storage

Equipment/Prescription Pads/Forms

Evolving Office Solutions:
303-663-8006, 866-238-6583

Financial Planning and Investment Management

Sharkey, Howes & Javer:
303-639-5100, 800-557-9380

ADA Members Retirement
Program/401(k):
800-523-1125 x7386

Gloves

CDA Glove Program:
877-484-6149

Gold and Metals Reclamation

D-MMEX USA: 800-741-3174

Health Savings Accounts

First Horizon Msaver, Inc.:
866-257-2652

Insurance Products

CDA Benefit Plan (Health)

Administered by CNIC Health
Solutions: 303-770-5710 x1269,
800-232-2588

Dentists Professional Liability Trust of Colorado (Malpractice)

Administered by Berkley Risk
Services: 303-357-2600,
877-502-0100

CDA Insurance Programs

(Workers Comp, Business Liability,
Disability/Life Insurances, Long-
Term Care)

Administered by COPIC Financial
Group: 720-858-6280, 800-421-1834

Lab Work Authorization Forms

CDA-owned service: 303-996-2841,
800-343-3010 x101

Loans: Dental Practice

Banc of America Practice Solutions,
Inc.: 800-692-0790

Medical Waste Disposal

Medical Systems of Denver, Inc.:
303-772-7971

Office Supplies

Office Depot: 303-547-2525

Patient Education and Dental Procedure Education

ToothIQ.com: 720-890-6004 x224

Patient Financing Plans

CareCredit: 800-300-3046 x4519
(new enrollment), 800-859-9975
(already enrolled)

Payroll Processing

Paychex: 800-729-2439

Shipping

FedEx: 800-MEMBERS

Telephone On-Hold Advertising

On Hold Advertising, Inc.:
877-493-9003

Vehicle Lease/Purchases

Auto Buyer's Pro:
303-888-8889, 800-530-8884
AutoNation Direct: 303-799-3513,
866-548-2201
Mercedes Benz of Littleton:
303-738-7700, 888-255-4236

X-ray Training Tapes

CDA-owned service: 303-740-6900,
800-343-3010

Membership can pay for itself – are you taking advantage?

Colorado Dental Association, 303-740-6900, 800-343-3010, cdaonline.org





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for Fellowship and Mastership credit.

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2010 State Legislative Session Wrap Up

By Jennifer Goodrum, CDA Director of Governmental Relations

The Colorado state legislature completed its regular session on May 12, 2010, fully exhausting the allotted 120-day session. As always, the CDA worked hard on your behalf at the statehouse. This year, the CDA monitored more than 50 bills with direct and indirect impacts on the dental profession.

Legislative Victories

The CDA worked alongside the Colorado Foundation of Dentistry for the Handicapped (CFDH) to reinstate Old Age Pension (OAP) dental funding, which aids low income seniors who are too frail or ill to travel to a dental office with their oral health needs. These funds were eliminated in summer 2009 budget cuts. In spite of a desperate fiscal climate, the legislature voted to restore the program's 2009-2010 funding in **HB 1311**.

The CDA actively supported **HB 1033**, a bill that would extend Medicaid reimbursement to healthcare providers who perform substance abuse interventions with their patients. HB 1033 will encourage more providers to help patients recognize substance abuse problems early-on and connect them with the help they need. During the legislative process, the CDA provided information in support of the bill, including statistics on methamphetamine abuse, costs to Colorado, and the efficacy and importance of treatment programs. The CDA also provided information to bill proponents on options to help overcome a state budget roadblock.

The CDA also organized a presentation to the House Health and Human Services (HHS) Committee on low-cost and charitable dental options, at the request of

the committee chair. CDA Executive Director Jim Young shared about the contributions of private dentists – from pro bono care provided without formal recognition to organized programs, like COMOM and Give Kids a Smile. The CDA invited several charitable care groups – including Total Oral Prevention Strategies (TOPS), Howard Dental Center and Salud Family Health Centers – to join us for the presentation. This opportunity allowed the CDA to educate legislators about the positive contributions that dentists make in their communities, highlighting the proactive role of dentists in addressing the access-to-care problem and increasing the credibility of the profession.

Another notable victory for our profession this session was the incredible grassroots involvement by dentists. On a several critical votes during the legislative session, the CDA asked dentists to e-mail or call their legislators. We had a tremendous response, with almost 20% of CDA members taking action. All 100 state legislators were contacted by a dentist this spring. This kind of outreach makes a tremendous difference in our success at the statehouse. We need your continued involvement and support in these outreach efforts.

Other successes for the dental profession include:

- **HB 1128:** The CDA worked with the University of Colorado School of Dental Medicine to fix a provision in last year's academic licensure bill that could have prevented dental students from completing their clinical training.
- **HB 1138:** The CDA supported this

loan repayment program that would supplement the existing dental loan repayment program.

- **HB 1149:** Given the expanded penalties for noncompliance with radiation rules allowed under this bill, the CDA secured an amendment requiring the state to conduct public rulemaking hearings and involved stakeholders in setting fair penalties for the private practice healthcare community.
- **HB 1382:** This bill reversed a delay in Medicaid provider payments that the state has used as a budgeting maneuver. This bill should help ensure timely payment to providers.
- **SB 76, HB 1004, HB 1166:** Several bills this session increased oversight of insurers – restricting insurers from offering incentives to reviewers for denying claims, and requiring the streamlining of information provided to both patients and practitioners.
- A number of bills that could have had negative impacts on dental businesses from tax, malpractice, and audit perspectives were defeated.

Bumps in the Road

The 2010 legislative session also included a couple disappointments.

HB 1031, the bill to address Medicaid provider participation through outsourcing administration of the program, had good conceptual support but the fiscal impact proved too great to overcome. The state of Colorado's continued budget shortfall in 2010 dictated the outcome of many bills, especially those requiring state funds for implementation. HB 1031 was estimated

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to save the state about \$1 million per year once implemented. However, the bill also had upfront costs of about \$3 million. Many groups, including oral health coalitions, children's groups and dental organizations, supported the bill. On the upside, this setback may provide an opportunity to revisit the idea when there is possibility of increasing reimbursement rates under the outsourcing package, as has often been done in other states. This would be beneficial to the goals of the program and to dentists who participate.

HB 1144, the common-sense bill to prevent insurers from dictating fees for non-covered services, started out strongly with ideal bill sponsors and diverse, bipartisan cosponsors. The bill did well in committee, passing easily on a 9-1 vote. The CDA saw the best ever grassroots participation by dentists, with almost 20% of CDA members taking action to support the bill. 99 of 100 legislators had personal contact from a dentist in their district. With final votes drawing near, the insurance

lobby kicked into high gear and generated confusion among many legislators. A highly unusual political move in the House led to an unexpected outcome. However, we know this issue is important to members and we will continue to pursue a legislative solution in 2011.

HB 1234, a bill that would require denials of insurance claims be made by U.S. licensed healthcare practitioners who have expertise in the specialty or field involved in the claim, met with opposition for reasons unrelated to the CDA's issue and was defeated in the House. The CDA got involved with this bill after learning that a major insurer is planning to outsource the processing of dental claims to an office in India. HB 1234 would have provided some basic protections to ensure that claims processors are appropriately trained and that Coloradans receive quality care. The CDA continued to pursue a fix for the issue through another bill, SB 76 – a bill about unreasonable denials of insurance claims. We offered an amend-

ment that would make a claim denial unreasonable if it was not performed by a U.S. licensed practitioner. While legislators claim to understand the problem and the need for a fix, they elected not to include this amendment with SB 76. However, there seems to be good support for addressing U.S. licensure for the denial of claims in the 2011 legislative session.

Finally, while we were successful in restoring the Old Age Pension (OAP) dental funding for 2009-2010 and in preserving a Colorado Foundation of Dentistry for the Handicapped grant for 2010-2011, funds for the broader OAP program were not included in the 2010-2011 budget package. Since Colorado does not have an adult Medicaid benefit, this program is one of the only options available to low-income seniors outside metro Denver. We will continue to advocate for viable dental care options for seniors in 2011.

LEGISLATIVE continued on page 34

LEGISLATIVE *continued from page 33*

The CDA closely monitored several additional bills this session, which included:

- **HB 1283**, a bill designed to thwart efforts by trial attorneys to increase malpractice caps, was defeated this session. The bill required physicians to engage in ongoing "assessment" and professional development activities as part of re-licensure, and protected such information from discovery in court cases. It would have consolidated patient protection provisions under a single section of law, required employers to do background checks on new hires, allowed healthcare providers to share some adverse event information with patients without legal repercussions, and commissioned a study of alternatives to the existing medical

liability litigation system. The CDA had several concerns with the drafting of HB 1283, including several vague definitions, which opened the possibility for unintended consequences during implementation of the bill. The bill was ultimately unsuccessful; however, it succeeded in preventing a push to increase medical liability caps this session.

- **HB 1371, HB 1416**: Two bills that would have expanded the scope of practice for complementary/alternative healing arts practitioners and chiropractors were defeated early in the legislative process.
- **HB 1415**: A requirement that "surgical assistants" and "surgical technicians" register with the state starting in April 2011 passed late this legislative session. The bill was in response to an incident at Rose Hospital last year. The cost of

registration is projected to be low (currently estimated at \$33) and the state is not authorized to set practice standards for registered technicians at this time. Employers would be required to check the state database when hiring new technicians. The primary impact of this bill in the dental community will be for dentists and oral surgeons who perform procedures within hospitals or ambulatory surgery centers. Initially, we had been concerned that this bill might be interpreted to apply to dental assistants, but confirmed that dental assistants working in dental offices are not included in the scope of the bill.

- **SB 124**: The legislature passed a bill extending certain disclosure requirements that are in place for physicians to numerous other healthcare professions, including dentistry. The

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Skolnik bill will require healthcare professionals to report practice history information including disciplinary actions, malpractice settlements, criminal convictions and more during the re-licensure process. The information is made available to patients and the public through an online search tool. In order to minimize the reporting burden on practitioners, the CDA amended this bill to eliminate conflicts with the Dental Practice Act that may have created duplicative reporting mechanisms and timelines.

- **SB 183** passed, maintaining an existing law that protects patients who visit an in-network facility but are seen by an out-of-network provider from being liable for extra charges that may be disputed between the out-of-network provider and insurance

company. This provision has broadest application in medical care settings (mainly hospitals), but can impact oral surgeons. Some oral surgeons had concern about payment adequacy in these situations, and we are reviewing potential 2011 bill options for addressing these concerns.

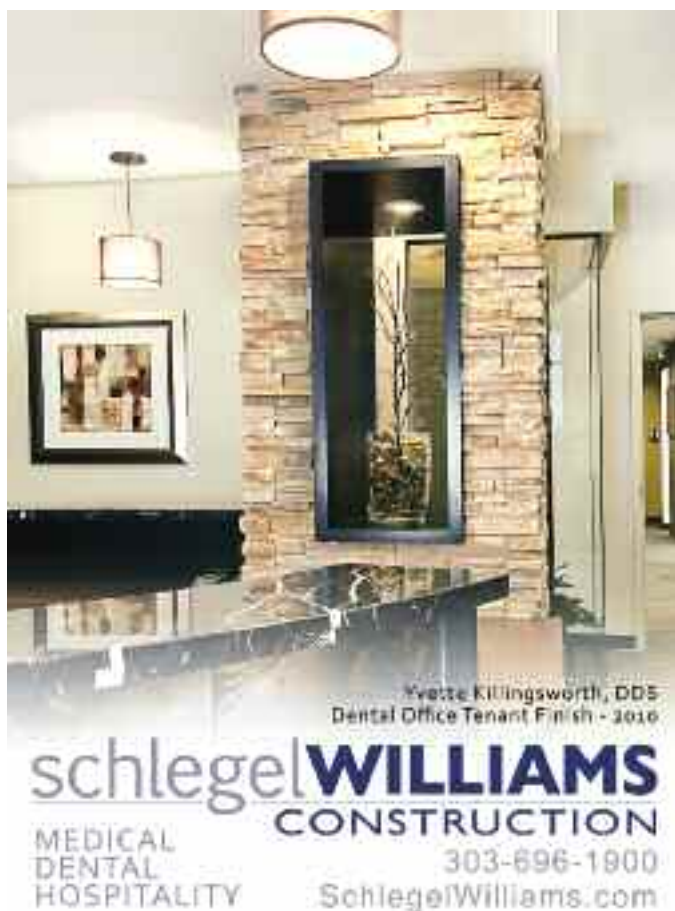
A complete overview of the 2010 dental-related bills and their final status is available at cdaonline.org/billstatus.

Thanks to all CDA members for the outstanding support and participation in our legislative efforts this session, as this is critical to our success. We encourage you to continue to commit your time, talent, energy and financial resources to support our legislative initiatives. Be the first to get legislative news and information by signing up as an action team leader at cdaonline.org/ATL. ■

What Dentists Need to Know:

2010 Legislative Session

- Some Medicaid provider payment delays anticipated for June 2010 will no longer be implemented
- Medicaid reimbursement may be available for some substance abuse interventions
- A new loan repayment option for primary care dentists working in underserved areas is available
- A new state registration is required for "surgical technicians," which may include dental personnel assisting with procedures performed in hospitals or surgery centers, starting in April 2011
- Disclosure of practice history information (disciplinary actions, malpractice settlements, criminal convictions, etc.) will be required with dentists' next licensure renewal in 2012
- Penalties for noncompliance with x-ray regulations have been expanded; the state is required to conduct rulemaking hearings to set specific penalty levels



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Recovering From the Perfect Storm

By Mimi N. Hackley, M.P.H., C.F.P.®

The economy might have hurt your business and the market might have hurt your portfolio. Now, what should you do to move your financial future forward?

1. Assessment – Where are you and your practice compared to your goals?

- Economic security is more than investing. Make certain you have ample cash reserves – a minimum of three months of expenses – in a money market account to supplement your income when the economy/your practice slows or a catastrophe strikes.
- Is your financial foundation solid? Review your account statements to be sure your investments are allocated according to your goals. Review your estate planning to be sure it is consistent with your wishes, and that your medical directives and durable powers of attorney are current. Evaluate your insurance coverages – malpractice, E&O, business overhead, health, disability, life, property and casualty – to make certain they are appropriate for your current practice and lifestyle.

2. Give less to Uncle Sam – incorporate tax planning into your financial plan.

- You or your financial advisor should consult your tax advisor, your estate attorney, and your lenders to ensure you are taking advantage of recent changes. Would it be cost-effective to refinance your home or practice debt given today's low interest rates? Your accountant and financial advisor can help you determine the best ways to

reduce taxes and keep more of your hard-earned money in your pocket.

- Given the prospect of higher tax rates, maximizing your company sponsored benefits can greatly reduce your taxes. If you have a high deductible health plan, add and contribute to a Health Savings Account. If you have surplus cash and already have a 401(k)/profit sharing plan in place, add a defined benefit pension plan to increase tax-deferred savings.
- Roth conversions – is it appropriate for you? Some of the deal breakers to using a Roth conversion are: using tax-deferred money to pay the taxes on a conversion of a traditional IRA, dipping into the Roth before giving it at least 15 years of tax-free growth, and being in a lower tax bracket during retirement than you are now. If any of these apply, the Roth conversion is not appropriate.
- Calculate your real benefit for Social Security, pensions and annuities, but be conservative as these only have a tendency to be reduced over time.
- Make sure inflation is reasonably incorporated into your projections.

3. Investments – Take advantage of what the market gives you.

“Doing the same thing and expecting a different result is madness.” Einstein

- Harvest all of your investment losses – you will need to apply them to offset your earnings.
- You or your advisor should be actively managing your portfolio to help maintain diversification and stay on track for your goals. Having a written plan in place can help prevent you from

making emotional decisions during a downturn.

- Getting out of the market in the midst of a downturn simply locks in your losses. Better yet, recognize the down market as an opportunity to buy low.
- Your practice is one of your most valuable investments. If you wish to sell, competent and profitable staff are a salable commodity. Look to develop profit centers that are transferable. If not selling, structure the business to maximize cash flow, and make sure this “plan B” will accomplish your goals.

4. Take action – Avoid the media noise and just do what is necessary now.

“Rather than love, than money, than fame, give me truth.” Henry David Thoreau

- Set clear personal goals and objectives. Focusing on your entire financial foundation rather than just your investments will help you keep the market in perspective.
- Do not panic on a market decline. Volatility is increasing, so brace yourself, but hold the course.
- Know who and when to ask for help. Review advisor information registered with the Securities and Exchange Commission at www.adviserinfo.sec.gov. ■

Mimi N. Hackley, M.P.H., C.F.P.®, is director of financial planning at Sharkey, Howes & Javer, Inc., a Denver-based financial planning and investment management firm and a supporter of the Colorado Dental Association. Visit www.SHWJ.com or call 303-639-5100.



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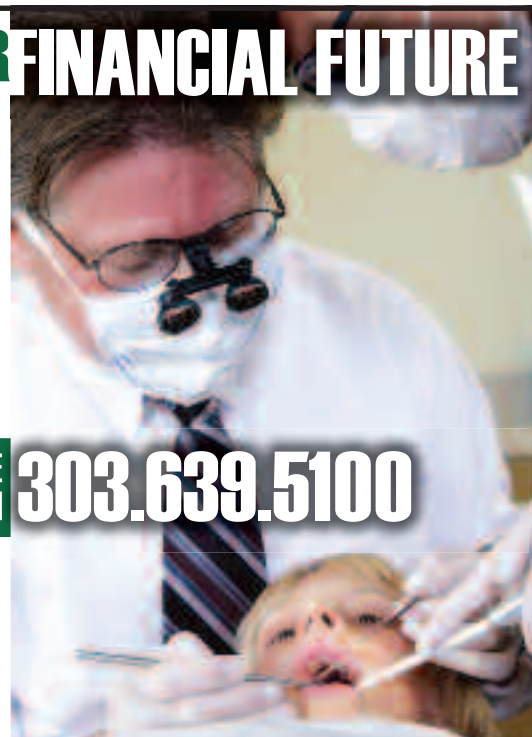
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Commencement 2010

*By Dr. Denise Kassebaum, Dean,
University of Colorado School of Dental Medicine*



Dr. Denise Kassebaum

While there are many special events in the life-long education of a dental professional, one of the most memorable is certainly graduation

from dental school. Graduation is a milestone in the lives of not only the graduates, but also in the faculty and staff who mentor them. The punctuation of an academic year with this time-honored ceremony provides a time to reflect on the partnerships and collaborations that strengthen the mission areas of the University of Colorado School of Dental Medicine. This year's commencement provided the opportunity to do all of these things.

The CU School of Dental Medicine's commencement ceremony was held on May 28, 2010. On a special Colorado day, dental graduates, their families and friends, the faculty of the School of Dental Medicine, ceremony honorees, and community friends gathered for the dental graduation ceremony on the beautiful Anschutz Medical Campus in Aurora.

Fifty dental graduates were awarded their Doctor of Dental Surgery degrees. The dental class of 2010 was a very special one and one that is hard to say goodbye to. When the class started the DDS program just four short years ago, they had one of the highest grade point averages of any dental class in the U.S., and these exceptional students completed the program with exceptional scholastic

and clinical achievement. While several of the graduates have plans to go into private practice, many others are going on to complete advanced dental education programs, which include general practice residencies and, residencies in dental specialties, and university-based, hospital-based and military programs.

Each year, the CU School of Dental Medicine Alumni Association honors individuals who have made outstanding contributions, or who have rendered outstanding service to the school, Alumni Association, university or profession. This year, Honorary Alumni Awards were awarded to **Mark Deutchman**, M.D. and **Elizabeth Barr**, D.M.D., for their unique and important contributions to the health of children and the education of health professionals entrusted with their care.

In addition, a Dean's Recognition Award was given to **Barbara Springer**, vice president and executive director of the Delta Dental of Colorado Foundation, for her vision and commitment to advancing inter-professional education and prevention activities that benefit Colorado's health profession education programs and underserved children. Another Dean's Award was given posthumously to **Martin Brusse**, a long-time friend and donor of the School of Dental Medicine, for his unwavering support of the graduate orthodontics program at the school.

The commencement speaker was Dr. **John McFarland**, of the Salud Family Health Center Network. Dr. McFarland's inspiring address challenged graduates to

care for the most vulnerable among us and to identify how each of us can make a contribution to addressing our current access-to-care challenges.

I must say that no matter how many years I have been in academics, I never get tired of participating in the commencement and graduation ceremonies. Observing the pride, as well as sense of hope, on the faces of the graduates is something that inspires me each year. As I consider the talents and moral compasses they possess, I am confident that the future of our great profession is in good hands. I look forward to the contributions that many of them will make in the future to the Colorado Dental Association.

Let me once again congratulate the class of 2010! To each new graduate, I hope that your service to the dental profession will be a source of great pride and personal satisfaction for the rest of your life.

To the members and leaders of the Colorado Dental Association, thank you again for your support of the University of Colorado School of Dental Medicine; your collaborations and partnership truly enhance the education of our students and the communities we are privileged to serve. A special note of appreciation to those who volunteer their time to teach in our clinics; please know you are making a difference in the lives of the next generation of dental professionals. On behalf of the graduates, let me salute and thank you! ■

2010 Graduating Class



Dr. Sara Abbott



Dr. Matthew Allen



Dr. Joseph Allred



Dr. Garron Belnap



Dr. Jennifer Beurskens



Dr. Heidi Browne



Dr. Kathryn Buss



Dr. Coleman Eich



Dr. Mark Fincher



Dr. Colton Flake



Dr. John Flanigan



Dr. Paul Hartigan



Dr. William Hartman



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Dr. Brandon Holyoak



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Dr. Amanda Jozsa



Dr. Daniel Keith



Dr. Ryan Klumb



Dr. Erik Koskinen



Dr. Michael Law



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Dr. Tiffany Manzo



Dr. Michael McCormack



Dr. Brita Meijs



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Dr. Mark Morris



Dr. William Nichols



Dr. Jenna Nicholson



Dr. Hillery Oliver



Dr. Clarissa Owen



Dr. Quinton Parks



Dr. Sarah Parsons



Dr. Christopher Patterson



Dr. Mathew Petersen



Dr. Darcy Rehn



Dr. Kelliann Rita



Dr. Grant Rutherford



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Dental Director: Director needed for new non-profit community health center in Rifle, Colo. Mountain Family Health Center will begin building a brand new 8,536 sq. ft. facility on the Garfield County Human Services Campus in 2010. The new center will include expanding

operations to grow and sustain a dental clinic within our primary care practice. Completion and opening of the new center is expected to occur in late summer 2011. We seek an experienced dental director to manage and administer a program of primary, secondary and preventive dental care, education, outreach, emergency services, basic restorative services and periodontal services. Submit CV to david@moun-tainfamily.org. Visit www.mountainfamily.org.

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Dentist: Mountain Dental is seeking candidates for Colorado Springs. Since 1968, our philosophy of supporting doctors and staff has led to unmatched consistency and paved the way for future growth. Our team is committed to supporting doctors focused on providing optimal patient care. We pride ourselves on providing doctors the ability to practice in a traditional non-HMO practice environment coupled with the flexibility and rewards that a group can offer. Throughout 2010, we will be working on new opportunities in Colorado Springs. We'd enjoy the opportunity to learn about your practice philosophy along with your career goals and expectations. Please consult our Website at www.midwest-dental.com for more specific background on our support team. For a direct contact, call 715-926-5050 or e-mail development@midwest-dental.com.

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Arvada-GP Gr \$1.5M new facility 7 ops (expand to 10), 4,500sf 6.5dys/wk.

Aurora-GP Gr \$281K, Net \$218K 3 staff 1,200 active pats, 3ops 3 dys/wk.

Cherry Creek-GP Gr \$660K Net \$200K Great location & lease, 4 ops 4 dys/wk

Colo Sprgs-Gp Gr \$535K Net \$200K 5ops growing group practice

Colo Sprgs-GP Gr \$373K Net \$100K 3ops 1,650sf 4 dys/wk Dr. relocating.

Denver-GP Gr \$2.5M 12 ops, need Assoc. to replace female DDS 4 dys/wk.

Denver-GP Gr \$844K 4 ops Net \$370K 2,100sf new facility, central Denver

Denver-Colo Blvd-3 op. 1,088 sf Space for LEASE, call for photos.

Eastern Plains-GP Gr \$822K Net \$426K 6ops 4 days per week 2,500sf

Castle Rock/Parker area-GP Gr \$762K Net \$370K 1,200sf 4ops newer facility

Ft Collins Area-GP \$1.5M Net \$700K growing practice, 7ops, 4.5 days per wk

Grand Junction-GP Gr \$2.3M Net \$1.0M Assoc Buyin 10ops 5 days/ wk

Lakewood-GP Gr \$133K in collections Charts for sale only \$27K Dr. retiring

Littleton-GP Space share Gross \$900K 4ops 1,700 sf, good lease to split 50/50

Steamboat Area-GP Gr \$450K Net \$148K 1,000 sf 3 ops 4dys/wk rural set.

South Central-GP Gr \$440K \$190K Net

South Central-GP Gr \$350K \$170K Net

Summit County-GP Gr \$762K 4 ops 4dys/wk, 1,825 sf, near ski area

Pedo-Denver Gr \$1.1M New facility Net \$578K growing practice, Dr retiring

Oral Surg-Denver Metro-Gross \$400K Net \$240K 1,100 sf 3 ops Dr retiring

Practices also available in: Arizona, Wyoming, Nebraska, Nevada, Kansas and Utah.

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CLASSIFIEDS continued from page 41

Dentists: Denver, Colo. Perfect Teeth is seeking senior dentists in Colorado with a compensation range of \$90,000 to \$200,000+. Successful private or group experience required. Benefit package. Also seeking associate dentists (compensation range \$75,000 to \$95,000). Specialist opportunities also available for part- and full-time ortho, endo, oral surgery, pedo and perio with exceptional compensation. Call Dr. Mark Birner at 303-691-0680, e-mail at mbirner@birnerdental.com or visit www.bdms-perfectteeth.com.

Dentists: Denver, Colo. Dental One is opening new offices in the upscale suburbs of Denver. Dental One is unique in that each of our 12 offices in the Denver area has an individual name such as Rock Canyon Dental Care or Heather Park Dental Care in Aurora. All of our offices have top of the line equipment, digital x-rays and intra-oral cameras. We are 100% fee-for-service but take most PPO plans. PPO patients make up 70% of our patient bases. We offer competitive salaries, a complete benefits package and equity buy-in opportunities. To learn more about working for Dental One, please call Andy Davis at 602-391-4095.

PRACTICES FOR SALE

Practice: New listing! Family practice in an upscale area of Littleton. Modern, paperless, 100% fee-for-service. New equipment, three ops with expansion for five, grossing \$460,000+ with growth potential. Dave Goldsmith, AFTCO Transition Analyst, 303-304-9067, dgoldsmith@aftco.net.

Practice Buyers/Sellers: If you want your transaction to be handled in a professional, non-adversarial environment, we welcome the opportunity to be of service to you. We will determine your needs, then fit you with one of our more than 150 programs to help you achieve quality of life goals. Please visit www.aftco.net. Dave Goldsmith, AFTCO Transition Analyst, 303-304-9067, dgoldsmith@aftco.net.

Practice: Excellent opportunity to join or purchase a general practice in northeastern

South Dakota. Great hunting and fishing area, excellent school system, small town atmosphere with a large drawing area. General practice performing nearly all aspects of dentistry. Six ops with expansion space. \$1.2M gross. Confidential. E-mail dentalopportunity@iw.net.

Practice: Colorado Springs, north side. Very busy, beautiful, fee-for-service practice. Contact Dr. Robert B. Deloian at Professional Transition Strategies, 303-814-9541.

Practice: Highly desirable mountain location. Highly profitable practice available for buy-out or associate to buy-in/out opportunity. Send CV and inquiry letter to coloradodds@gmail.com for more information.

Practice: Lafayette, Colo. Premier, fee-for-service general dental practice seeks dentist interested in exceptional purchase opportunity. Owner will assist with quality introduction period to ensure smooth transition. Wonderful patients and growth opportunity with an exceptional dental team. Please reply in confidence with your objectives and Curriculum Vitae to: The Sletten Group, Inc., 303-699-0990, fax 303-699-4863, e-mail carrie@lifetransitions.com.

Sell or Buy a Practice, Associate Buys/By-outs: It's a seller's market! I have qualified associates and buyers! Don't miss out on the best opportunity to sell! Interest rates are still low for buyers, money for professionally financing is flowing! Susan Spear, Practice Transition Specialist/Licensed Broker, SAS Transitions, MPB, Inc., 303-973-2147, susan@sastransitions.com or susan@practicebrokers.com.

Practice: Northeastern, Colo. Rural dentists! This is a chance of a lifetime! Excellent cash flow! Seller's income, \$240,000! Country boutique practice, \$387,000 collections (potential growth), three days per week, 1,000 active patients! Amazing lease! No DHMOs. Very nice modern facility with pano. Excellent schools and family lifestyle! Priced to sell, \$212,000. Susan Spear, MPB, Inc., 303-973-2147, e-mail susan@practicebrokers.com.

Practice: Arvada, Colo. This practice has five treatment ops. w/consult room or convert to

six! Collected \$650,000 in 2009 with only two doctor days per week. Six hygiene days. 1,440 active patients, with excellent FT dental team. This won't last long! Susan Spear, MPB, Inc., 303-973-2147, e-mail susan@practicebrokers.com.

Practice: SW Denver, Colo. Primarily fee-for-service. Collecting \$467,000 (growth potential), family practice. Three treatment ops. w/consultation room. Good location. Owner retiring. Motivated seller. Susan Spear, MPB, Inc., 303-973-2147 or susan@practicebrokers.com.

Practice: Colorado Springs, Colo. Wonderful location! Three treatment ops. w/large consultation room. Collecting \$520,000 with four weeks off. Great cash flow. Large loyal patient base. After 24 yrs. at this location, owner is retiring. Susan Spear, MPB, Inc., 303-973-2147, e-mail susan@practicebrokers.com.

Practices for Sale: New! Arvada, metro Denver, Colorado Springs, DTC (under contract), SW Denver. Listings now available! Call today for specific information. Inventory changes before the ads! My special buyer pool gets first-come, first-served! Susan Spear, Practice Transition Specialist/Licensed Broker, SAS Transitions, MPB, Inc., 303-973-2147, susan@sastransitions.com or susan@practicebrokers.com.

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Practice: Denver/Lakewood, Colo. Practice in upscale area for sale, grossing \$320,000 with 1,000 patients. Contact quinoxotic@hotmail.com.

Practice: Small pediatric practice for sale. Share space with an orthodontist. Great starter location near Park Meadows Mall. Call Shannon at 303-792-0345.

CLASSIFIEDS continued on page 44



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CLASSIFIEDS *continued from page 42*

Practices: General practices along the Front Range. Littleton, Lakewood, southeast Denver, north Denver/Thornton, Lafayette, Windsor, Fort Collins, Castle Rock, Commerce City and Colorado Springs. Additional opportunities in the high country, northern, western, southwestern and southern Colorado. For more information on current practice listings, please visit www.ctc-associates.com or call Larry Chatterley at 303-795-8800.

Seller/Buyer Services: If you would like more information on how to buy, sell or associate in a practice, please call Larry Chatterley at 303-795-8800 or visit our website for practice transition information and current practice opportunities at www.ctc-associates.com.

Practice: Montrose, Colo. Five ops. near hospital, doctor retiring. Collections of \$250,000+. Professional Marketing and Appraisal, Jerry Weston, 303-526-0448. www.dentaltrans.com.

Practice: Lone Tree, Colo. Three ops. in great location. New equipment, collecting \$750,000 annually. Professional Marketing and Appraisal, Jerry Weston, 303-526-0448. www.dentaltrans.com.

Practice: Grand Junction, Colo. Set for life! Four ops. in busy location, collecting \$650,000+. Professional Marketing and Appraisal, Jerry Weston, 303-526-0448. www.dentaltrans.com.

Practices: Professional Marketing and Appraisal, specializing in Colorado practice sales and transitions. Over 20 years of personal attention to the dental profession. Call for current listings. Jerry Weston, Professional Marketing and Appraisal, 800-632-7155, www.dentaltrans.com.

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Space Sharing: Space share our beautiful new office near south University/C470. All digital, paperless, high-tech new equipment. Contact coloradodmd@gmail.com, www.thegreatsmile.com/OfficeTour.htm.

Space Sharing: Dentist wanted to share office within a state-of-the-art facility with a friendly and competent staff. New high tech office with room to expand. Great location! 719-260-0216.

Space Sharing: Space sharing opportunity in newer high tech office near Quincy and Parker overlooking CC Reservoir. Open to arrangements with specialist or GP. Digital x-rays. Five ops. Phone 303-693-7330.

Space Sharing: Seeking a GP to share great new condo in prime NE Colorado Springs location. Five big ops. w/room to grow, fireplace, kitchen/break room, priv. bath/shower, consult room, digital x-rays, Dentrax, administrative support, stunning mountain/city views. Call 719-440-7037.

Space Sharing: Denver, Colo. Share expenses – why pay for everything yourself? Seeking general dentist/specialist wanting to share practice costs without the burden of going solo on expenses. Office totally re-equipped three years ago. Four operatories, each with computer, intra-oral camera, DVD, CD, satellite radio and TV. Digital x-ray, Pan-X, Caesy, Luma bleaching, portable Diagnodent, Harvey, Statim,

& Hydrim washer. Software schedules, bills, processes insurance for multiple providers. Private office, consult room, and reception room with large flat screen educational program. Contact Dr. Pavlik, 719-592-0878 or pjp@tracker-enterprises.com.

Space Sharing: Space share in GP office in Aurora. Six treatment rooms, fully-equipped with latest ergonomic concept, administration support, fully digital office, pleasant professional location. Call 303-369-1069.

Office Space: Larkspur, Colo. New office ready in Nov. 2010 in Douglas County. Desire dental specialist to complement existing successful dentist already in the complex. Great location for endodontics, orthodontics, oral surgery or periodontics. 1,000 to 2,000 sq. ft. available. Call Joe at 303-250-1611 or jyavorski@gmail.com.

Office Space: Colorado Springs, Printers pkwy. Free rent, free marketing for 2010. Up to 8,000 sq. ft. available. Rental rate based on tenant improvement allowance and term. 100% class A medical use building, easy accessibility w/unobstructed Pikes Peak views. Onsite pharmacy and lab. Free one-year new location advertisement with executed lease. Skip Graham, Sovereign Capital Management, 719-634-8225.

Office Space: Colorado Springs, Briargate. Turn key, one year free rent w/10 yr. lease. \$16/sq. ft. NNN. 2,000-18,000 sq. ft. available. 100% Class A medical use building, onsite surgical center, building signage, easy accessibility w/unobstructed Front Range and Pikes Peak views. Skip Graham, Sovereign Capital Management, 719-634-8225.

Office Space: Colorado Springs, Briargate area by major intersection. 2,095 sq. ft. first floor modern bldg., four ops. Plumbing, cabinetry, data lines, etc. present. Call 719-266-4848 or derdds@yahoo.com.

Office Space: Boulder, Colo. 1,350 sq. ft. Four plumbed ops. for lease or lease purchase. Great central location. 303-818-2787, drbeeb01@hotmail.com.

Office Space: 1,100 sq. ft., near Park Meadows mall. Plumbed for nitrous, includes one fully-equipped operatory, x-ray, air and suction lines. Shared space with orthodontist. Ideal for oral surgeon or pediatric dentist. Automatic referrals. Call Shannon at 303-792-0345.

Office Space: Loveland, Colo. New construction class "A" space. Up to 8,500 sq. ft. available for immediate build-out. Great location and tenant finish allowance. Call 970-663-1000.

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Office Space: First floor office with five operatory suites located in central Greeley. All plumbing, nitrous lines, computer lines and cabinetry are in place, along with sterilization room and lab space. Call 970-356-5151.

Office Space: Dental offices in Lakewood, Colo. 26th and Kipling area. 850 sq. ft. built-out,

four ops., full service \$15/ft. 1,900 sq. ft., owner will assist w/tenant finish per your specs., full service \$12/ft. 2,000 sq. ft., owner will assist w/tenant finish per your specs., full service \$12/ft. Three months FREE with three year lease. Call Jack, 303-919-0813.

Office Space: Colorado Springs, Colo. Dental space, 2,000-3,150 sq. ft. Partitioned/plumbed for four ops. Beautiful building with great visibility and easy access in affluent area. Call Russell Stroud, 719-590-1717.

Office Space: Centennial, Colo. Ortho/pedo space for lease. 1,800 sq. ft. plumbed for five open-bay ops. Located across from Newton Middle School on the busy corner of Arapahoe and Colorado. Approx. one mile from new Streets of Southglenn development. General dentist located in the same building. 303-221-3044 or irene@ButtermanDental.com.

SERVICES/ANNOUNCEMENTS/MISC.

For Sale: Schick Digital Panorex, serviced by Patterson. Great images! \$18,000 (computer included). Owner financing available. Contact jeff1363@indra.com or 303-579-9882.

Maternity Leave Coverage: Seeking female dentist for maternity leave. Practice is located in Stapleton area and is chartless. Coverage for eight weeks, beginning Monday, Sept. 20, 2010. The practice hours are: Monday, 8 a.m.-5 p.m.; Tuesday, Wednesday, Thursday, 7 a.m.-4 p.m. There is an hour lunch break each day. Please send your CV to: Lynda Kizer, 7585 S. Prescott St., Littleton, CO 80120 or e-mail lkizer@q.com. For additional information about the position, call Lynda Kizer at 303-794-6642.

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Service: Concerned Colorado Dentists (CCD) is a subcommittee of the Colorado Dental Association. We are in existence to help colleagues, staff and/or families who think they may have a problem with substance abuse. If you think you or someone you know may have a problem, please call Dr. Michael Ford at 303-810-4475 (day or night). All inquiries are kept confidential.

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