



April 2001

## NYSDA Governance Vote Once Again

### Officers

President:

Dr. Peter Collins

President-Elect:

Dr. Barry Simon

Vice-President:

Dr. Bennett Lax

Secretary:

Dr. Debra Bausback

Treasurer:

Dr. John Essepian

Executive Director:

Ms. Kathleen Dowling

As you all are well aware the vote on Governance is back in the hands of the 13 districts throughout the state.

### THE PROPOSAL

A house of delegates will be formed which will consist of 100 members with each district guaranteed a minimum of two delegates. The remaining delegates will be allocated proportionally according to the number of members in the district

A Board of Trustees will be formed with 20 members including the officers and one trustee elected by each of the 13 NYSDA components.

### PROPOSERS POSITION:

1. Since a greater number of positions will be available, theoretically more members will get involved in the activities of the dental society.
2. The larger districts are vastly under represented considering their number of members.
3. The smaller districts will benefit since they are guaranteed at least one trustee at all times. At present we are only guaranteed representation if we have an officer going through the chairs.
4. Since the trustees will meet at least three times a year greater control will be possible.
5. Constitution and By-laws changes will be facilitated.
6. The current system is cumbersome. Seventy percent of other states have a governing structure similar to the proposal.
7. The complaint that the Dental Society is an "old boys club" with the same people always controlling the society, will be taken care of since there will be term limits imposed on the board of trustees.

### OPPOSERS POSITION:

1. Smaller districts could be completely dominated in the house of delegates by the increased number of representatives from the larger districts.
2. A change in the governing structure could be significantly more expensive. The house of delegates will meet annually with 101 members and the Board of Trustees will meet at least three times a year.

*Continued page 2*

Dr. Kennedy's

PHOTO  
HERE

Dr. Brian T. Kennedy

## Brian Kennedy Wins NYSDA Presidential Candidacy

Dr. Brian T. Kennedy was the choice of the Third District membership to represent the district as candidate for the New York State Dental Association 2004 President. Dr. Kennedy will be presented to the NYSDA Council on Nominations for its acceptance at their next meeting in September. A vote will be taken at the November Board of Governors meeting for the election of Dr. Kennedy as the next NYSDA Vice President.

Dr. Kennedy received his D.D.S. from Georgetown University in 1982. He remains a member of the Army Reserves since finishing his regular Army duties in 1975. Dr. Kennedy is in General Practice in Troy, New York as a partner of Dr. Joseph Sullivan .

He currently represents the Third District as our ADA Delegate and is a committee member of the Constitution and By-Laws. He serves on the Committee on the Future of Dentistry for NYSDA and serves on the Board of Directors of the Dental Administrators, Inc.

He is married to Madeline Ruether Kennedy, and resides in Troy, New York They have three children Jeffrey, Elizabeth and Catherine.

## Our thanks to John Essepien

The Executive Committee, on behalf of the entire membership of the Third District Dental Society, would like to thank you for many years of dedicated service to our organization.

Your continued involvement in every aspect of the Society is greatly appreciated by all those who recognize the long hours and sacrifices that such involvement entails. In 1978-79, you ably served as Third District President. But this was just the beginning of your contributions. For many years you served as a Governor to the NYSDA championing the positions of the Third District. You were instrumental in crafting the Governance resolution, which will, (hopefully) soon come to fruition. And you continue to serve the NYSDA with distinction through your Chairmanship of the Education Council.

We appreciate that you gave so many of us the opportunity to support your candidacy for NYSDA President.

While every election has a winner and a loser, we were thrilled that both of our candidates were undeniably winners. Your long list of accomplishments continues to inspire us all.

*Respectfully submitted,  
Peter H. Collins, President*

## NYSDA Governance continued from page 1

3. A larger group of delegates will be less effective than a smaller group of governors.
4. The house of delegates will have less power because it only meets once per year.

Following careful negotiations between the districts, the original proposal was modified. The provisions relation to changing the manner in which dues increases and special assessments are voted on were removed.

Our Executive Committee now feels that there are significant advantages to a proposed governance change particularly the fact that we will now have one permanent

trustee as a representative to the equivalent of the current executive committee.

The members of the Executive Committee urge you to support the proposed changes in the governing structure of our state Dental Association.

*Respectfully submitted,*

*Peter H. Collins, DDS  
Mark Weinberger, DDS  
District Representative to the  
Board of Governors*

## 2000 Continuing Education Certificate Recipients

We congratulate those members who continue their post graduate studies. We respect the dedication to their profession. The following have received certificates from the New York Dental Association Continued Education Registry for courses taken during they year 2000.

### 50 Hour Certificates

Howard Banner	Yale Barash	Jeffrey Bloomberg	Christopher Evola
Lee Friedman	Kurt Froehlich	Richard Goliber	George Harff
Colin Morton	Thomas O'Neill	Samuel Pai	Bernard Pasquali
Richard Pastrana	Prakash Pathare	Michael Sbuttoni	Marlin Schwartz
Sabita Smail	Gary Stoller	Jon Sutherland	

### 100 Hour Certificates

Jason Decker	Marianne DiCerbo	Geoffrey Edmunds	John Essepian
Andrew Frank	Norman Freeman	Kurt Froehlich	William Jones
Michael Kowal	Joseph Lapinski	Maureen McAndrew	James McMahan Jr.
Carl Meyer	Thomas Miller	Michael Pasquali	Usha Pathare
Paris Perry	Claudia Schwendeman	Christopher Walsh	Andrew Wood

### 300 Hour Certificates

Bruce Clarke	William Dillon	Peter Indzonka	Michael Tischler
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### 500 Hours Certificates

Harvey Alpart	Gary Berson	Michael Krane	Bruce Kurek
Michael Lyons	Barry Mark	Robert Olsen	Mark Pettrone
	Robert Potrzeba	Hilton Segal	

### 1000 Hour Certificates

Joseph Diacovo	David Levine
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## Upcoming Continuing Education Courses

### **“Bioesthetic Dentistry: Introductory Lecture”**

Charles R. Wold, DMD, FAGD.FACD  
James R. Benson, DDS, FICD  
Friday May 11, 2001  
Century House, Rt. 9 Latham  
7 MCE

### **“Designing the High Profit, High Quality Practice”**

Michael Schuster, DDS  
Friday June 8, 2001  
Albany Marriott  
*NO CE Credit—Practice Management course*

To Register contact the district office  
Members \$160.00 Auxiliary \$75.00

## To the Third District Dental Society Executive Committee

I am writing this letter to inform members of the Dental Society of an egregious situation that presently exists.

As you know, I am an oral and maxillofacial surgeon practicing in Troy since 1975. I accept patients for treatment within the scope of my expertise whether they are private pay, third party insurance, or Medicaid.

The problem that I wish to address is dental Medicaid. The system has been a bureaucratic nightmare for years and continues to be so. The new rates help somewhat, but do not begin to alleviate the myriad of serious problems in the system.

I am seeing patients with severe oral and dental pain, facial cellulites, trauma, lesions – the whole gamut of oral surgery from the Canadian border to Poughkeepsie to the Massachusetts border and throughout the entire upstate area. It seems that hardly any dentists participate with Medicaid, and I can't say I blame them.

The mess that exists continues to amass reams of wasted paperwork, submissions, resubmissions, answering inquiries, pre-determinations, pending and rejected claims. The professional powers that make these decisions appear arrogant and seemingly intent on making the process more difficult than helpful.

The patient is the ultimate person who suffers the most. I have even spoken to Commissioner Novello, who sent a subordinate to hear my story, but as usual, nothing ever happens.

I am speaking in rather general terms, but tons of cases abound that would horrify any caring person. There are virtually no offices or clinics that actually see and treat the huge numbers of patients that urgently need treatment. Most of these patients go from emergency room to emergency room and from any clinic that may see them for temporary emergency care. There is hardly any definitive treatment rendered.

I am presenting this issue as a real challenge to our district and to our State Dental Society and as professionals and individuals to come together and attempt to solve this problem.

If the economy goes into a downturn, we will be seeing more average working people becoming unemployed with families in dire need of treatment. We can choose to label them as unimportant and not politically connected, or honor the oath we took at graduation and take care of all people in need of treatment.

Thank you.

Sincerely,  
Abraham N. Finkel, D.D.S.

### Important Dates to Remember

April 18th	5:30 pm	Risk Management Course VI - Albany Quality Inn, Everett Road Vote for Governance You must Pre-register for this course—No walk-ins
May 7th	7:30 pm	Executive Committee Meeting Conklin Conference Room Memorial Hospital
October 19th		Annual Fall Extravaganza Albany Marriott—All day programs including General Membership meeting, vote for 2001-2002 Officers, Continuing Education for the entire staff. Exhibitors and supporters of the district.

## Executive Committee Response to Dr. Abraham Finkel

The Executive Committee of the Third District Dental Society received an impassioned letter from Dr. Abraham Finkel, an oral and maxillofacial surgeon practicing in Troy for over 25 years. Dr. Finkel's letter refers to the deterioration of New York's dental Medicaid system. This deterioration has frustrated him as a professional, thwarting his ability to provide appropriate patient care and impeding the ability of capital district patients to obtain necessary treatment. Dr. Finkel is not alone in his frustration with our dental Medicaid system. Our state association has worked for years to help rectify the very problems reiterated in Dr. Finkel's letter. Association staff and volunteers first tried legislative remedies and offered direct assistance to the Department of Health.

Nonetheless, dentistry, a tiny component of the State's massive Medicaid program, received little attention until NYSDA brought a lawsuit in Federal court against the State of New York, Governor Pataki and the NYS Health Department for its failure to administer Federal law so as to provide Medicaid recipients with access to necessary dental treatment. As a result of this suit, Governor Pataki has committed an additional \$576 million over a four-year period to improve the dental fee schedule. This resulted in the first real overall fee increase in almost thirty years in June. The second set of fee increases went into effect on April 1st. The fiscal year 2001-2002 dental Medicaid budget is more than twice the 1999 budget. Equally significant, was the message the settlement sent to the Department of Health about the importance of this program and the obstacles to patient access that had developed over 30 years.

Increasing dental fees alone will not solve the program's problems. The settlement also includes the establishment of a dental advisory committee to address other barriers to dentist participation and patient access. It is these obstacles - not the financial - that Dr. Finkel cites in his letter: the erosion in dentist participation; the bureaucratic morass impeding both prior approvals and claim processing; the attitude of Health Department staff - if I may paraphrase. Dr. Finkel does mention one sign of the changes in this process and in attitudes. His complaint to Health Commissioner Novello resulted in a personal visit to his office by Mr. Gregor Macmillan, Director of the Department of Provider Relations. Mr. Macmillan was a key participant in crafting the settlement reached ending the lawsuit.

Having won a commitment from Governor Pataki to

make the system work better, it is now incumbent upon the profession to do its part. Questions about the adequacy of the new fees and the administrative changes can only be answered by individual dentists. If the fees are adequate, do obstacles remain that prevent patients from obtaining appropriate treatment and dentists from remaining participants in the program? Will patients seek necessary care? Does the prior approval protocol impede patient care? Will claims be processed efficiently? These questions can be answered credibly only if we make an effort to participate in the program. Then, we can find out whether the dental advisory committee can effectively respond to the real obstacles to the program's success.

We appreciate Dr. Finkel's challenge to all of us. He reminds us of our moral and professional obligations to provide care to the patients that need us. We believe that our profession is ready. Let us meet his challenge. NYSDA President Dr. Michael W. Fallon, Jr., is asking each NYSDA member to commit to accepting five new patient families. Contact Jacquie Donnelly at NYSDA, 1-800-255-2100, for additional information. Thank you.

*Respectfully submitted,  
Robert H. Hill, II  
Chairman, Governmental Affairs*

## Steve Essig appointed Acting Editor of "The Mirror"

Steve Essig longtime member of the Executive Committee as volunteered his fine services to the Third District as our acting editor.

We appreciate his efforts once again. Please help him by submitting articles of interest to be published. Articles may be sent via email at [editor@third-district.org](mailto:editor@third-district.org) or by fax (518) 756-8827

Best of luck Steve in your new endeavor.

## CLASSIFIED ADS

*Classified Ads are placed free to the members with a run time of 3 months per ad. Please notify the district office if you wish your ad to be altered or removed prior to 3 months.*

### Dental Positions Available

**Associate:** Full or Part time leading to a possible buy in/ buy out for right person. Please send resume to Marvin A. Gertzberg, DDS 7 Elm Street, Coxsackie, NY 12051

**Associate Dentist:** wanted for a friendly and motivated office in the beautiful foothills of the Adirondacks. Are **you** an experienced, compassionate dentist capable of producing quality dentistry? Awesome staff! We would like a team player to join us. Generous percentage of production. If you want to work hard, be part of an expanding, established practice, and reap the rewards, contact us at 518-661-6432 or fax us at 518-661-7765

**Part-time Dentist and Dental Hygienist:** Established and Growing Residency program and general Dental Practice need a part-time general dentist and dental hygienist. This position provides a full range of dental services to patients at our St. Peters Dental Site in Albany and also the Rensselaer site. Competitive salary. Please contact Donna Altshul 518-525-1389 or send resume to Human Resources, St. Peters Health Care Services, 315 South Manning Blvd, Albany NY 12208

**Associate:** Self-motivated, friendly dentist with deep concern for quality care seeking full or part-time associateship. Please call 518-869-2151 or e-mail arabric@aol.com

**Dentist Associate:** Part-time to start. Albany, minimum 2 years experience or equivalent and aware of business details. Equity arrangement possible. Call 518-465-0808 Mon-Thurs.

**Dentist:** Associate position available with partnership options. Exceptional career opportunity. We are a lucrative, fee for service practice that values excellence. Located in the beautiful region of the Catskills. Consideration also given to specialist as our growth is continuing. Confidential consideration given. Catalano, Leifer & Bruno DDS, Contact Margaret @ 518-943-9090

**General Practitioner:** Kingston, NY: 100 Miles North of NYC. Established and well-respected group practice seeks General Practitioner with strong clinical and interpersonal skills for associateship. G.P.'s are complimented by specialists. Contact Joan @ 845-338-6900. E-Mail joanbertrd@aol.com

**Dentist:** Wednesday in Clifton Park office. Future increase in days probable. Experience with or willingness to learn CEREC desirable. See office at www.dr.morrison.com Call 518-371-3400 or fax 518-371-2524

**Dental Associate:** Practice the way you've always dreamed about. Top producing 21<sup>st</sup> century fee for service practice. The best of everything. Fantastic lifestyle. Early equity opportunity. 90 miles north of NYC. Call 845-691-5600

**Dentist Needed:** Full time position. To Work in a public health agency serving the pediatric population of Albany County. 35 hour work week with full benefits including: malpractice insurance, NYS retirement, paid sick time and holidays. Salary \$75,000. Interested parties should contact Maribeth Miller @ 518-447-4612.

**General Dentist(s):** Wanted for a full-time and part-time position. Great opportunity  
Call Dr. Backer @ 518-377-4431 (office) 518-377-5852 (home)

**Dentist Wanted:** New York Capital District. Fantastic opportunity for a highly motivated dentist to join our modern, high quality, fee for service practice. Enjoy a beautiful lifestyle treating not just teeth but people- the way you've always dreamed about. Early opportunity for partnership if desired. Send resume to Dr's Kenneth Kelmann or Richard J. Bergman, 489 Western Avenue. Albany, NY 12203 Attn: Pamela Alcombright

**Associate Wanted:** Capital District. High quality two doctor practice seeking motivated associate, all phases of dentistry. Previous military or GPR required. Excellent opportunity for successful, self-confident individual. Please call (518) 869-8350

**Associate Wanted:** Clifton Park. P/T-F/T. Busy office; must be proficient in molar, endo, perio, perio, People skills preferred. Fax resume to 518-383-9235

### Dental Positions Wanted

**Semi-Retired:** Dentist available for limited daily coverage. Please call 518-439-3951

### Hygienist-Assistant Positions Available

**Dental Hygienist/Oral Health Educator:** Exciting opportunity for a licensed dental hygienist to conduct a community oral health program, targeting young children. Duties will include conducting oral health prevention education classes to parents, daycare providers and children in preschools and elementary schools. Must have reliable transportation and a willingness to travel around Columbia County. Part-time flexible hours may lead to full time. Technical assistance and resources will be available from the NYSDOH Bureau of Dental Health. Please submit resume by May 23<sup>rd</sup> to: Gina Armstrong, Health Education Coordinator, CCCHC 610 State Street Hudson NY 12534

### Office Positions Wanted

**Front Desk:** Assistant position desired-Over 20 years dental office experience. Capital District. Contact Linda 518-783-5705

**Office Management:** 17 Years experience. Will train to suit your needs. Contact Helen Wood 446-9030

### Practices for Sale

**Owner Retired:** Kingston NY. Single office building with rental apartment and Dental office. Presently fully equipped. Good parking and location. Ideal for satellite specialist. Call 845-339-5549

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180 Old London Road  
Latham, NY 12110  
(518) 782-1428



## Third District Dental Society

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**“I’M A LOCAL ORTHODONTIST”:** desperate to sell my practice due to illness. It’s a great office with a thriving referral system, bulletproof territory and a \$200,000 NET. The \$79,000 selling price is a once-in-a-lifetime opportunity to increase revenues, add an associate or expand. We’re about a half hour outside Albany. Work is meticulous. Patients are compliant and well managed. Transition would be seamless. Fees range from \$3600->\$6000. Please e-mail [ortho-practice@usa.net](mailto:ortho-practice@usa.net)

**Albany Area:** Practice available for transfer. Large office for 1-2 Dentists, 7+ ops, stable insurance base plus fee for service. Great opportunity to expand your practice in ideal location and set-up. Contact, PO Box 7238, Albany, NY 12227-0238

**Troy near RPI** Practice for sale - retiring. \$80-90,000 patient base with off street parking. One half of building no equipment \$70,000. Contact Third District Dental Society .

**Lake George Upstate NY Area:** Quality general practice, Gross 400,00, 4 1/2 days per week. This is a growing practice and is limited only by your energy and motivation. Willing to stay for comfortable transition. Motivated seller. Qualified buyers only call 518-812-0099

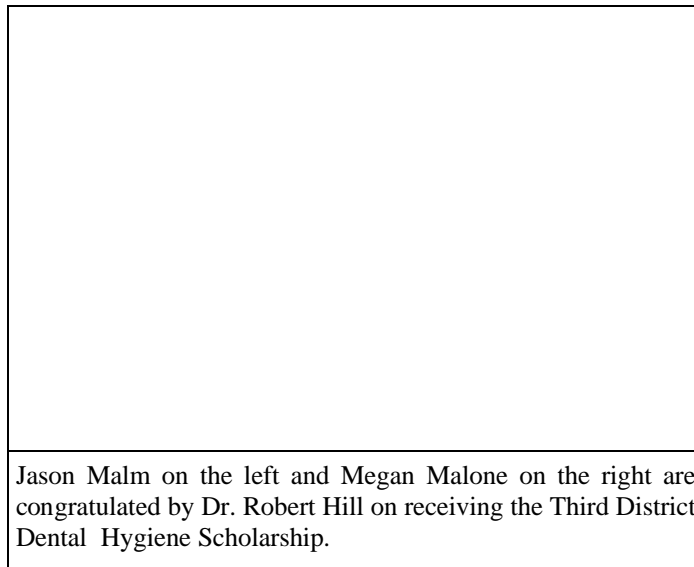
### Space to Rent

**New office Building:** Delmar, NY, 636 Delmar Ave, approx 1100 sq available immediately. Lease is triple NNN approx \$1300+. Contact Rick Schrade 518-475-0123

### Equipment for Sale

**Dental Equipment Sale:** Pelton lights, Dental-eze chairs (3) ADEC units, All instruments, Operative, Surgical, Lab, plus furnishings. Open House sale Sat & Sun April 21, 22 2001 10am-4pm. Contact Dr James Fleck I Mansion Street, Coxsackie 518-731-2300 or 2633

**Air Abrasion Unit:** Excellent primary or back up air abrasion unit: KCP Prepjet never used \$1650.00. Call (518) 489-2571 Dr. Kotlow



Jason Malm on the left and Megan Malone on the right are congratulated by Dr. Robert Hill on receiving the Third District Dental Hygiene Scholarship.

### **Hudson Valley Dental Hygiene Program Announces Recipients of the 2000 Third District Scholarships**

Jason Malm of Valley Falls and Megan Malone of Wynantskill, first-year Dental Hygiene students at Hudson Valley Community College, were recently awarded the Dental Hygiene Scholarship.

The scholarship was established in 1998 by the Third District Dental Society, an organization that includes dentists working in General Practice, Endodontics, Oral and Maxillofacial Surgery, Orthodontics, Pediatric Dentistry, Periodontics, Prosthodontics and Public Health.

Recipients are each awarded \$400 and receive an additional \$400 in their second year of the two-year dental hygiene degree program. Each recipient must demonstrate need, and a dedication to their chosen course of studies. To remain eligible for the scholarship, they must maintain an acceptable level of academic achievement.

To be eligible, students must be residents of the Third District geographic area, which includes Albany, Rensselaer, Columbia, Greene, Ulster and Orange counties.

“The Scholarship fund was created to help attract students to the Dental Hygiene program at Hudson Valley Community College. We do not want tuition and expenses to deter prospective students from the program,” said Dr. Robert Hill, a member of the college’s Board of Trustees and President of the Third District Dental Society when the scholarship was created. “Each year, we increase our funding source through voluntary contributions from our member dentists.”

Dental Hygiene was one of Hudson Valley Community College’s original allied health education programs. The college’s dental clinic is one of the largest public dental facilities in the Northeast. The Dental Hygiene curriculum is accredited by the Commission on Dental Accreditation of the American Dental Association.

Hudson Valley Community College offer more than 50 degree and certification programs in four academic divisions: Liberal Arts and Sciences; Engineering and Industrial Technologies; Health Sciences; and Business; as well as programs run through the Educational Opportunities Center offering certification programs In workforce and academic preparation.