

NORTHEAST PENNSYLVANIA DENTAL ASSISTANT'S ASSOCIATION

FALL 2015 NEWSLETTER



FALL MEETING

We will be holding our fall meeting this Wednesday, October 21, at Chili's Restaurant in Wilkes-Barre starting at 6:30 PM. Members are welcome to attend.

PDAA FALL SEMINAR & MEETING

The PDAA will be holding their Fall Continuing Education Seminar and Meeting on Friday, November 13 and Saturday November 14. Henry Schein, located in Denver, PA will be the location. Topics include Posterior Restorations, Digital Impressions, Infection Control and Best Practices. **For more information, please download the attachments included with this email.**

FROM THE EXECUTIVE DIRECTOR'S DESK

It is October, and we all continue working together towards strengthening the ADAA and making it the association everybody needs and wants.

On all of our minds is the short-term financial status of the association. The good news is that so far, we are still holding our own. We are experiencing a positive variance in net income of \$32,195.84 from our projected cash flow, down a little bit from August's reported positive variance of \$32,565.80. We are a little over 1 month ahead of our budget in terms of being able to pay our bills through the remainder of 2015.

The bad news is, of course, that the projected cash flow results in us having no cash reserves at the end of 2015.

We should also remember that we owe our states \$111,844.25 (including the \$10,000 payment ADAA already made) through August of this year. We must thank the states for their patience as we all work through this difficult transition together. Of course, we will continue to pay off that outstanding amount as our financial condition allows.

With the staffing and location decisions alone, we have started fiscal year 2015 with gross savings in our annual operating expenses of over \$330,000.

However, the association spent approximately \$230,000+ of 2015 dues (which should have been used to pay 2015 expenses) to pay for 2014 expenses, and in 2015 we have paid off over \$341,000 of previous obligations to transition from the old paradigm to the new one. The association currently has \$196,036.32 in the bank, including all reserves, to last until the end of the year.

We continue to work with all the ADAA leadership, including the President, President-Elect, Councils, states and individual members. We continue to respond to the many, many calls we receive on a daily basis, and we are receiving very positive feedback to our member interactions so far. We love to help our members!

The ADAA website continues to develop. Please note the new Job Search functionality on the site. See the announcement under the "Membership Highlight" Section. We are excited about working with DentReps on providing this much-needed service for our members.

The ADAA Board has made another difficult but important decision in 2015. As of October 7, 2015, the ADAA has ceased its affiliation with the ADAA Foundation. See the announcement of this decision in this edition of the ADAA Update for more information.

We continue to work with vendors to produce a solid member benefit package of services. For example, check out the new Job Search program under the "Membership Highlight" Section this month.

Once the association makes it through 2015, which we are confident we will do, we will be in a much more stable financial position than we are currently in, but it will take time to build up reserves and catch up on the outstanding payments to states.

We are very much looking forward to working with all of you as the ADAA strengthens its member services and its financial condition in the future.

ADAA Ceases Its Affiliation with the ADAA Foundation

2015 has been a very important transitional year in ADAA's history. After identifying some disturbing trends in our organization's membership services and financial performance, the Board made some difficult decisions which were necessary to turn those trends around, provide better service to our members, and to allow the association to pursue its mission well into the future. For some time the association had been experiencing increasing internal operating costs and a decreasing ability to pursue programmatic services for the improvement of dental assisting education and public health.

In January of 2015, ADAA moved to a different management model, enlisting the services of an association management company with a long history of success in turning associations around to help ADAA get to where the association needs to be. We restructured our operations, and we successfully reduced our annual operating costs by approximately \$330,000 with this decision. Currently we are seeing a positive trend with regard to membership recruitment and retention, something we have not experienced in quite some time.

While 2015 has been a challenging year financially and programmatically for ADAA, we are confident that we will not only continue through 2015 but move into 2016 stronger and in a much better place to enhance our programs and services. We are making progress every month.

However, ADAA's relationship with the ADAA Foundation had suffered over this transition in a variety of ways. Since December of 2014, we had become concerned about the Foundation's activities for a number of reasons.

ADAA's biggest concern was the confusion that these issues in the relationship between the Foundation and the Association were causing ADAA sponsors and our members who have so graciously contributed their hard earned money to the Foundation.

Without going into a long discussion of the concerns, all this has lead the ADAA Board of Trustees to make yet another difficult decision in 2015. As of October 7, 2015, ADAA has ceased its affiliation with the ADAA Foundation (ADA AF).

The ADAA Board did not believe it was prudent to be involved with a Foundation that did not want ADAA involvement on their Board; did not want to let ADAA know what other directions the Foundation might take; did not want to inform ADAA of who is contributing to the Foundation for the purpose of supporting

ADAA dental assistant continuing education; did not want to forward money from reserves that were earmarked by past and current sponsors for ADAA continuing education support; and had initiated the spending of what could be a third or more of the annual contributions the Foundation received on overhead expenses.

ADAA has respectfully asked the Foundation to change its name to more accurately reflect its current status, and the association will continue to work to attain what ADAA believes is money that is still owed by the ADAAF to the ADAA for past sponsor services that have been fulfilled.

We believe this decision will help remove the confusion that our members and sponsors have experienced over the last 9 months. In addition, by contributing to the ADAA, it ensures that the money that is contributed will be used to provide and enhance educational programming for dental assistants through the ADAA, as was the original intention of the Foundation.

Stay tuned for more announcements in the future.

For the latest Northeast Pennsylvania Dental Assisting news please visit our website at <http://www.nepadentalassisting.org>

NEPADAS OFFICERS

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