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Challenges to our Livelihood

By Dr. Julia Mikell, SCDA President



Challenges to our livelihood marked the beginning of my presidency with the start of the pandemic in March 2020 and marked the end of my presidency with the threat of an across the board dental benefit in Medicare in October 2021. In both cases I was reassured that the ADA and the SCDA were armed and ready to fight for dentists and dentistry. In both cases, we prevailed.

It has been a great privilege and honor to serve this association. I am completing my term on the SCDA board with extensive knowledge and insight into the inner workings of the SCDA and the ADA. With all my insiders experience, I am filled with pride and confidence in our association. I am also profoundly grateful for the dedicated leaders we have in our SCDA. There are many who have served for decades and continue to lead and support us. There are also many younger dentists who have picked up the strong leadership traditions of the SCDA and are ready to bring new energy and perspectives to our association. I am looking forward to being a part of the SCDA for many years to come.

I hope those of you who want to get a little more involved in the SCDA will reach out to me or your SCDA Board or your district board officers, or just show up at an HOD meeting or a board meeting and see what it's all about. There is rarely an issue that the SCDA is not aware of. The SCDA has connections, resources, and an excellent reputation all over the country. The SCDA has ethics and a tradition for excellence. The SCDA, combined with the ADA, have proven repeatedly that they are the most consistent and effective voice for dentistry.

As I prepare to leave this role of leadership that I have been so fortunate to hold, I am reassured by the perseverance and conviction that we dentists displayed during the pandemic. We showed courage and determination. We held our ground and returned to the frontline to take care of our patients as soon as possible. Most of us didn't have big hospitals with big resources to provide for us. Mostly I'm proud of the way we came together within our local communities across the state to put dentistry back on track office by office. I still have patients expressing their gratitude and respect for what we did last year. We have a lot to be proud of.

I suspect we will face other serious challenges in the future, but based on the past year, I know we will meet them head on and once again prevail.

Happy Holidays and Best Wishes for a Healthy and Prosperous New Year!

Julia

Expanding Our Dental Reach

Courtesy of James B Edwards College of Dental Medicine



As you may have heard, we are getting much closer to the opening the new Ryan White Clinic in cooperation with the Roper St. Francis hospital in West Ashley! We are very excited to see the success stories that will come out of this clinic, just as there have been from our current clinics. There has been a great deal of hard work being put into this opening to ensure we start off on the right foot. So many hands have been involved in this, but we want to specifically thank Ms. Frankie Wilhoit and Ms. Vickie Chapman. They both have been instrumental in the start-up process. Both of these individuals have been on-site and will continue to be as needed in the upcoming weeks.

On November 1, the Ryan White Dental Clinic will finally open its doors! To start us off, we are only seeing hygiene patients, but will continue to expand over time. Following that, students will be on-site doing restorative work the week of November 22. We are grateful to be able to expand the number of opportunities we are giving to our students.

You may be asking yourself, which of our outstanding CDM colleagues are going to be taking their talents over to the West Ashley area? As of right now, we have one faculty attending, Dr. Leslie McGarity, one dental hygienist, Rebecca Wooters, and one dental assistant, Rachel Prindle. Your next question may be, what days during the week will this clinic be up and running? For our hygiene patients, to start, they will be seen Monday through Thursday, with extended hours on Thursday until 7:00 pm. When students begin working there, they will see patients Monday's, Wednesday's, and Thursday's.

Our new Ryan White patients will receive preventative care and basic restorative dentistry in this clinic. If their diagnosis requires more complex work, such as dentures, crowns or bridges, then they will be referred back to our main campus to either our student or resident clinics.

Thank you to all individuals that have provided a helping hand to get this new clinic off of the ground. We are excited to spread our James B. Edwards College of Dental Medicine talents across the Charleston area.





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Executive Directors Notes

By, Phil Latham, SCDA Executive Director



As we wrap up 2021, the SCDA wanted to bring your attention to two very important matters that the ADA and the SCDA have been working on and monitoring for months.

COVID-19 Vaccine Mandates

The Occupational Safety and Health Administration (OSHA) recently announced its emergency temporary standard that require employers with more than 100 employees to ensure their employees are vaccinated against COVID-19 - or are at least regularly masked and tested. It also requires covered employers to extend paid leave for workers to get vaccinated and for vaccine-related side effects. Businesses with less than 100 employees are not currently covered under the rule.

In a corresponding rule, the Centers for Medicare and Medicaid Services (CMS) issued a rule for workers at health care facilities participating in Medicare or Medicaid. This rule applies regardless of whether the workers' positions are clinical or non-clinical and to students, trainees, and volunteers. There is no masking/testing option in lieu of vaccination for health care providers.

This rule **DOES NOT** cover the typical private dental office, regardless of whether the providers are enrolled in Medicare or Medicaid. The focus is on the facility, not the provider. However, dentists who work in hospitals, nursing homes, or other health care facilities will be affected by this rule.

The ADA met with White House officials in October to urge that dental practices be excluded from this mandate, due to dentistry's exceptionally high vaccination rate and the low incidence of COVID-19 in dental offices.

Medicare Dental Benefit and the Build Back Better Legislative Package

On October 28th, the White House released an outline of their "Build Back Better" spending package that **DOES NOT** include the Congressional proposal to create a dental benefit under Medicare Part B.

The ADA and many others have been talking to lawmakers since January to encourage them not to include a Medicare dental benefit in the legislative package because we firmly believe the proposed expansion would not benefit those low-income seniors who need dental care the most.

The ADA has proposed an alternative approach to expand access to oral health care for seniors that adheres to the ADA's policy, which supports the oral health care of those 65 years old and older by including a range of services necessary to achieve and maintain oral health for beneficiaries with incomes up to 300% of the federal poverty level.

As alluded to earlier, the current package does not include any Medicare dental benefit but could try to add it back into the bill. In the meantime, the ADA will continue to advocate for the ADA policy that seeks to provide oral health care for low-income seniors.

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SOUTH CAROLINA
DENTAL ASSOCIATION

↑ Point Camera ↑



Envolve Dental, Inc. is a wholly-owned subsidiary of Envolve Benefit Options, Inc., and Centene Corporation, a diversified, multi-national healthcare enterprise offering services to government sponsored healthcare programs, focusing on under-insured and uninsured individuals. We look forward to seeing membership grow through Ambetter and Wellcare expansions in 2022.



Supported by the **United Concordia National Medicare Advantage Network**



Supported by the **United Concordia Advantage Plus Network**

In January 2022, Envolve will be the dental administrator for Wellcare and the newly rebranded Wellcare by Allwell (formerly Allwell).

Envolve Dental will continue to administer the dental benefit for Ambetter, a plan available through the Health Insurance Marketplace. Ambetter offers plans with different premium and supplemental benefit options.

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What Happens in Vegas, Stays in Vegas? Not this time!

By Dr. Anna Louise Hicklin, SCDA Member

Friends and colleagues:

I wanted to share with you my recent experience with the ADA House of Delegates (HOD). I thought I understood the importance of the ADA to our profession...until I saw the amazing work done by fellow dentists on the national level. I was quite literally BLOWN AWAY by what the SCDA and the ADA does for us daily. We are so fortunate!

DID YOU KNOW?

The SCDA and the ADA made sure dental professionals were included in the "frontline healthcare workers" during the pandemic- believe it or not, dentists were not originally included but the ADA fought on your behalf.

The SCDA and the ADA made sure that dental professionals and their staff be moved into the first rounds of COVID-19 vaccine administration.

The SCDA and the ADA urged the PPP loan applications to dental professionals be considered first so we were able to receive funds more quickly.

The ADA filed a class action lawsuit against Delta Dental in 2019 for violating federal antitrust laws (Delta Dental was restricting competition and reducing reimbursement rates)- the ADA battled on your behalf.

The ADA provided millions of N-95 masks and disposable gowns to help with the shortage of PPE supplies.

The SCDA and the ADA has a voice that is actually heard on Capitol Hill. Our lobbyists make a difference in policy that affects dental professionals.

IF YOU...

Are a practicing or retired dental professional that believes the ADA does not do much for you, may I humbly suggest that you reconsider. See above!

Are you a dentist that does not like to get directly involved, and think that being a member of the SCDA and the ADA does not make a difference, allow me to point out that every single member makes a difference. Your dues directly fund the important projects and concerns such as stated above.


Believe that the SCDA and the ADA does not represent you because of a lack of diversity and inclusion, I hear you. I thought the same thing until I saw all the policies devoted to engaging members of all walks of life. The ADA believes our diversity is our strength! And in my opinion, joining the ADA and having an opportunity to voice personal concerns is more powerful than sitting on the sidelines.

LASTLY...

Power in numbers is more important than ever. Our collective voice of the ADA actually allows our voices to be heard on a national level. It changes policy. It protects our profession. It allows us to practice dentistry the way that best serves our patients.



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DentaQuest’s Provider Web Portal, govservices.dentaquest.com, is a one-stop shop for verifying member eligibility, claim submission and status check, reviewing policy guides, accessing EOBs and more.

We are pleased to offer a series of educational webinars on the second Wednesday of every month from noon to 1 p.m. EST.

For more information on the SC Healthy Connections Medicaid Dental Program or provider trainings, you may contact your DentaQuest Provider Engagement team at CarolinaProviders@dentaquest.com





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DENTAL ASSOCIATION

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Seminar: Our Chambered Psyche: The Mental Dental Connection

Date/Time: December 9, 2021 6:00 PM- 8:00 PM

Speaker: Dr. Joshua Austin

Anxiety, pain, depression, burnout. Dentistry can be difficult and take a toll. Studies show us that dental professionals experience a high incidence of mental illness. Additionally, many dental professionals don't clearly understand the mental health conditions that our patients present with, which red flags to watch for or what to do/how to intervene.

Presented in Dr. Joshua Austin's trademark comedic style, this course explores strategies for working together to improve mental health so we can be our best. Learn how to recognize triggers and warning signs. Identify essential tools and resources. Discover how and when to refer to a mental health professional. Explore and understand mental health terms, common treatments and therapy options. Gain coping mechanisms and learn how to manage expectations – both our own and those of our patients.

Session Objectives:

- Define mental health terms and analyze mental health statistics
- Discover mechanisms for coping with our personal and professional challenges
- Illuminate common DSM-5 diagnoses and characteristics
- Learn how to choose the professionals for our own personal wellness team
- Identify and examine our psychologic triggers and their importance
- Explore the benefits of psychotherapy
- Review the common medications taken for mental health issues and their oral sequela.
- Consider today to be Dental Mental Health Day!

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Bookkeeping and Accounting services for Dental offices. Etch & Polish Accounting offers payroll, invoicing, bookkeeping, accounting and tax filing tailored to fit your practice! Check us out at www.etchandpolish.com.

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Since 1975, **Dental Power has been placing dentists seeking work!** We have clients in SC with fill-in/locum tenens needs, short-term assignments (mobile dentistry and school based programs), long-term contract work and associate position openings. View specific opportunities at www.DentalPower.com or 800-710-9720.

Positions Available - Dentists

Volunteer-Helping Hands Dental Clinic (Georgetown). Th 5 pm. 843-527-3424 or acct.hhands@gmail.com.

St George/Santee/Holly Hill, SC- Looking for dentist to expand our staff at growing dental group. 4-5 days per week in St. George/Santee. Prefer to live within 25 miles of practice. 8 dental hygienists/19 op practice. Contact 843-560-2226 or dr.garris@bellsouth.net

D4C Dental Brands is currently hiring a **Pediatric Dentist** for positions in SC. We are dental specialists owned practices looking for support for one of our locations in Charleston. Our offices are child friendly, fun and committed to quality dental care. We offer benefits and competitive compensation. Visit us online d4cdentalbrands.com.

Busy group practice in **Fort Mill, SC** is seeking a part time orthodontist to join our expanding team. Our orthodontic department is fully established with a large referral base. We have wonderful staff, excellent compensation and earnings potential. For more information or consideration please submit CV to beth@friendlydentalgroup.com.

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An excellent opportunity for a Dental Associate to join a thriving & prosperous pediatric dental practice in Charlotte, NC area. **15 dental chairs, 6 private rooms, 3 bay areas.** Guaranteed starting salary \$250,000 per year with medical benefits, vacation, malpractice insurance, ce and holiday. pedodds@pedodoctor.com.

Come join our private, high-tech practice in **Fort Mill** that utilizes CEREC, Itero, CBCT, 3D Printing technology. Newer office averaging 200 new patients per month at 70/30 FFS/PPO. Mentorship available. Truly unique position! Good vibes only! matthew@mundodentistry.com.

Beaufort Family Dentistry is looking for a **Pediatric Dentist** to complete our team. We are a busy practice that's growing and expanding. The office is fully chartless and digital. Competitive pay, great benefit package, 401K, Disability. All current PPE recommendations followed. Our patients and staff are our top priority. sdurante@vsmmgt.com.

Beaufort Family Dentistry is looking for an **Oral Surgeon** for expanding practice for Beaufort and Summerville office. This is a rapidly expanding practice. The office is fully chartless and digital office that puts patients and staff as priority. Competitive pay, benefit package, 401K, Disability. All current PPE recommendations followed. sdurante@vsmmgt.com

Dental Docs of Spartanburg is seeking a **General Dentist** for expanding office. We offer premium dental services for children and adolescents. This is a state of the art office. We offer Competitive comp, full benefit package, 401K, Disability. All current PPE recommendations followed. Our patients and staff are come first! sdurante@vsmmgt.com

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Looking for an **associate dentist** to join our fee for service state of the art cosmetic practice in North Myrtle Beach SC. Fully digital practice with great staff focusing on quality cosmetic dentistry with a personal touch. smile@yourcarolinasmile.com.

Looking for a **dentist to join our 20+yrs** established and fast-growing private practice. Specializing in general, restorative and cosmetic dentistry. Molar endodontic and implant experience a plus. 100% fee for service practice. Kristen@DrRearden.com.

Full/Part Time Associate- New grad or experienced welcome! **Seeking GP** for multiple location dental office. Looking for motivated hands on individual. Buy in opportunities available. Daily rate converting to % commission whichever greater. High tech office. Cone beam, scanners, elec handpieces, new facilities. Travis@acuitydental.com.

Multi-Practice organization with Mission to provide quality dental care to undeserved families. Charleston, Sumter, and Orangeburg: up to 50K Sign-On Bonus-FT and up to 10 K-PT. Traveling Dentist: up to 50K Sign-On Bonus- FT. Rock Hill: FT& Sign-On Bonus-up to 10K-PT. Greenville: FT&PT. Dr. Edwards 469-626-7890 suedwards@benevis.com.

Apex Dental (**Rock Hill or Clover SC**) is seeking a General Dentist for expanding office. Opportunity to perform endo, restorative, implants. Supporting team, great compensation, fixed +bonus towards equity ownership, help for dental credentials, malpractice, CE. Fully digitalized, modern facility, CBCT, scanner, laser and new technology. Health care reimbursement apex_dental@outlook.com.

We are looking for a compassionate General or Pediatric Dentist to work in our pediatric dental practices in **various SC locations**. Specifically, we are looking for Doctors who share our values and are as passionate about helping children achieve a lifetime of great oral health and healthy habits. aali@lonepeakdentalgroup.com.

Looking for a full-time **General Dentist** to join our team. This position comes with a full suite of benefits along with paid time off, CME allowance and ability to apply for loan repayment through HRSA. Please visit our website to apply at tandemhealthsc.org.

Satterfield Family Dental, established 45+ years ago, is looking for a **full time dental associate** to join our highly productive, restorative, general practice in Spartanburg, SC. Endodontics, implant and oral surgery experience preferred. Very lucrative opportunity for the proper individual. Email bhsatter@yahoo.com or call Heather 864-490-6096.

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CDCSC is looking for a **FT or PT contract dentist** who is comfortable with extractions. Our office is an approved loan repayment site and will offer a \$20,000.00 sign on bonus. We are a short distance from Florence, SC. Competitive salary and benefits. All current PPE recommendations followed. destinycdcnc@gmail.com.

Associate needed in Charleston. Looking for a full time or part time dentist. Benefits provided, compensation depends on experience. Contact Faber.dmd@gmail.com.

Associate Dentist needed near **Myrtle Beach**. Looking for full-time highly motivated associate to join growing group practice. Incredible opportunity for dentist to join fee for service practice with experienced staff, competitive salary, CE allowance and updated technology throughout the office, which includes 11 operatories. spiguzzadental@gmail.com.

The JBE College of Dental Medicine at MUSC seeks applications for a **full-time Director** for the West Ashley Medical Pavilion Dental Clinic. The Director will manage operations of a four operator clinic by providing patient care as well as overseeing students and residents. This is a non-tenure track position. To receive the detailed job posting please contact Shelley Garvin at garvins@musc.edu.

Looking for a full, part time or **contract Dentist**. We are looking for a compassionate Dentist to work in our dental practice. Specifically, a doctor who shares our values and is passionate about helping patients achieve a lifetime of great oral health and healthy habits. Compensation depends on experience. Send interest/resumes to businessmgr@millerdentistry.org.

Positions Available- Staff

Full/Part time **hygienist** needed at Happy Teeth in Myrtle Beach, SC. Monday-Friday 9-5 optional occasional Saturdays. Must work well with young children and be able to communicate treatment needs. Competitive pay and benefits. Email resumes to happyteethmb@gmail.com.

James Island Dentistry now hiring a full time **Dental Assistant** in Coastal Charleston, SC. Full time employment benefit package eligible including health, 401(k), PTO, paid holidays and more. Join Dr. Beall and team today! Send interest/resumes to recruiter: Whitney Schemmel at wschemmel@stardentalpartners.com.

Well established practice in Spartanburg, SC looking for a friendly, energetic **hygiene coordinator**. Dental experience is a must. Front desk dental experience is a plus. We offer excellent benefits, 4 day work week, and competitive pay. Bhsatter@yahoo.com or call Heather 864-490-6096.

Our office is located in beautiful Beaufort, SC. Our caring, compassionate and highly skilled staff are looking for a **hygienist** to join our amazing team. We have a wonderful patient base and a lovely work environment. We would love to see you for an interview. Call today 843-521-4344.

Looking for a New Dental Team member, for a **Full time Dental Hygiene** position in wonderful Irmo, Sc! 32-36 hours a week, 8a.m.-5p.m. Monday-Friday (60min recares/80min New Patients) Exceptional Pay!!!! Sign on bonus!! Please call/text- 1 (843) 593-6428 info@foxdentalstaffing.com

Looking for a New Dental Team member, for a Full time **Front Desk** position in Beautiful Bluffton, Sc! Please call/text- 1 (843) 593-6428 Join the team. We are looking for More Dental Team members, both temporary (Full-time) and Permanent (Full-time) positions in SC, NC and GA! info@foxdentalstaffing.com

Looking for a New Dental Team member, for a temporary **Dental Hygiene** position in the beautiful town of Beaufort, Sc! 7:30am - 4:00pm. Fun & Energetic Environment. Egelsoft & Dexis. 60min recares/80min New Patients/ 30 min child proph. Competitive Pay. All Proper PPE Provided. Please call/text- (843) 593-6428 info@foxdentalstaffing.com

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70 miles inland of **Coastal SC:** Recently renovated, 3 operatory practice located 70 miles from Charleston. Standalone professional building with high visibility. Practice produced \$670,000 in 2019, and there is unlimited potential for growth! Courtney 843-324-0703, courtney.robinson@henryschein.com. #SC1533

Columbia, SC Implant-centric Merger Opportunity Desirable community, minutes from downtown-12 operatories with expansion opportunity for 2 additional ops. Large office building real estate for sale. Collections of \$1.34 million & EBITDA \$132,000. 3,700 active patients & 50 new patients/month. Contact Professional Transition Strategies to learn more: sam@professionaltransition.com or 719.694.8320.

Savannah, GA Periodontal Practice for Sale- Six operatories with an expansion opportunity for an additional op. The current doctor is interested in a partnership with another dentist. 75 new patient referrals/month (with no marketing)! Collections \$1.4 M & EBITDA \$335,000. To learn more, contact Sam Schoenecker with Professional Transition Strategies: sam@professionaltransition.com or give us a call: 719.694.8320.

Charlotte, NC Area Oral Surgery Practice for Sale Oral surgery practice for sale within an hour of downtown. 3 operatories with an opportunity for expansion via build-out of additional 500 sf. Collections \$900,000 & EBITDA \$235,000. 175 new patients per month. Learn more, contact Sam Schoenecker with Professional Transition Strategies: sam@professionaltransition.com or call: 719.694.8320.

Dual location General Practice for sale in **Kershaw and Richland** Counties. Annual revenues of 2.9M. Real estate available for lease or purchase. Owner is very flexible with real estate transition schedule. Practice proforma with after tax cash flow available once an NDA is in place. Contact bill@wmgrahamassociates.com.

Professional dental building with long term lease in place. The property is located on Ribaut Road between Beaufort Memorial Hospital and the Lady's Island Bridge 4788 sqft building on .66 acres with over 100' frontage. Current NOI is \$55,873 Second floor expansion option will increase NOI. **Beaufort family dentistry** is growing! 843-301-2090 \$999,000

Spectacular GP for sale in **Columbia, SC** only 8 miles from downtown! Practice is collecting over \$650,00 with 4 operatories with tons of room for growth. Fully digital, amazing location. Extremely low overhead with high profit margin. To find out more about this practice, please contact Bradley at 803-463-6636.

Aiken/N.Augusta Opportunity: 4,000 sq/ft, 2-story, free-standing building with 5-ops and room to expand. \$490K+ collections on 3.5 doctor and 4.5 hygiene days with 100% FFS patients. Digital office with digital x-ray and Pan. Great for, first-time buyer or a merger looking to expand their space. SC-7128 Contact: AFTCO 800.232.3826

Practice prime for growth: 6-op GP in the sought-after **Florence area**. The practice is a blend of FFS/PPO with 16% Medicaid and operates on 4 doctor and 4 hygiene days/week. Historically collections of \$500K with most specialty procedures referred out, leaving a huge opportunity for growth. SC-7121 Contact: AFTCO 800.232.3826

Charleston reduced sale price: \$200K GP located in a stand-alone building with 3-ops in 1,550 sq. ft. Currently, refers out most procedures so there is tremendous growth potential. This practice would be an excellent satellite office or an outstanding opportunity for an eager dentist to grow. SC- 7117 Contact: AFTCO 800.232.3826

For Sale

For Sale: Dental equipment chairs, units, lights, cabinetry, x-ray, vacuum, compressor, sterilizers and handpieces. Any and all things dental call 843-697-7567.

For Sale: I-CAT- 2008 Gendex GX-CB500. This unit is in good working condition and was recently pulled from service and professionally de-installed. \$35,000 contact charles@mstxs.com or 843-697-7567.

Sirolaser Advance Plus- Diode laser with infrared and red diode covers indications in the field of soft-tissue surgery, periodontology and endodontics. Known as Low-Level-Laser-Therapy (LLLT) meaning less post-op pain and less need for medication. Lightly used – like new with all accessories. \$2,000. Contact: hmfingar@gmail.com or 843-816-6667.

Planmeca Promax SD2 with ceph arm \$14,000.00. imaging@whiteheadortho.com.



Set Sail with the SCDA on the Carnival Sunshine!

Itinerary (Tentative)

6/16/2022: Thursday, depart Charleston, SC at 4:00 PM

6/17/2022: Friday, Fun Day at Sea

6/18/2022: Saturday, Half Moon Cay, Bahamas from 8:00 AM-4:00 PM
Voted best private island in the Caribbean!

6/19/2022: Sunday, Fun Day at Sea

6/20/2022: Monday, return to Charleston, SC at 8:00 AM

To Book the cruise contact:

Patric Hebb p-800.819.3902 ext.82983 or phebb@carnival.com

Provide the code: #L15VX2/SC Dental Association

The SCDA does not guarantee pricing or availability on the cruise. We are receiving a group discount, but Carnival promotions and pricing will vary. Deposits, final payments and cancellation policies are provided and enforced by Carnival Cruise Lines.

The SCDA is tentatively planning a Welcome Reception and one Educational Session aboard the ship, but this is solely based on Carnival's availability and schedule, which will not be confirmed until spring of 2022. Other than those activities guests will be on their own to enjoy the cruise.



SOUTH CAROLINA
DENTAL ASSOCIATION