SCDA Member Benefits Group, Inc.
Board of Directors Meeting
Friday, August 21, 2026 – Zoom

Chair Robbie Lake called the meeting to order at 9:00 a.m. with the following board members present: Secretary-Treasurer Josh Hardwick, Brandi Hair, Jennifer Lever, Greg Millwood, T.R. Ravenel and John Turner. Absent was Vice-Chair Bob Farrar. In attendance as a guest was Dr. Jessica Gower. Also in attendance were Executive Director Phil Latham and Associate Executive Director Mark Brown.

Chair Lake introduced Dr. Gower and explained she would be taking his Coastal seat when he rotates off the board at the end of the year.

On motion of Dr. Hair, seconded by Dr. Turner, minutes of the May 1, 2026, meeting were unanimously approved.

On motion of Dr. Millwood, seconded by Dr. Turner, the April – July financial reports were unanimously approved.

Chair Lake provided an update on the recent Investment, Finance, and Audit Committee meeting. He reported that Mr. Ron Fleischman had joined Mr. Tom Cavanaugh's team. Chair Lake reported July had been somewhat negative due to AI cutting into cash flow, August had started off with some strong gains, corporate earnings continued to beat expectations, unemployment claims were less than 200,000, best since 1969; and interest rates stayed steady. He added the economy continued to perform well overall, the 2027 outlook remained very positive, and all eyes were on the Feds who meet again in the near future. Chair Lake reported the three main accounts were up 5.21% and the reserve fund was up 5.5%.

On motion of Secretary-Treasurer Hardwick, seconded by Dr. Millwood, the board approved Dr. Turner as the new chair effective 2027.

Chair Lake presented the following Stockholder's Report:

SCDA Member Benefits Group, Inc. (MBG), a wholly owned subsidiary of the South Carolina Dental Association (SCDA), continues its mission of providing valuable benefits to members while generating non-dues revenue for the Association.

Financial Impact & Support:

- *MBG expects to contribute over $150,000 to SCDA by year-end through bifurcation.*
- *Sponsored the 2026 SCDA Annual Convention with a $5,000 donation and booth.*
- *Contributed $24,000 annually to the SCDA for office rent.*
- *Donated $45,000 to the SCDA Foundation for scholarships.*
- *Supported MUSC's Vendor Fair and Risk Management Seminar.*

Health & Insurance Offerings:

- *Offers two group medical plans with SC's largest provider network.*
- *The Trust Plan includes multiple deductible levels, life insurances, and optional dental and vision coverages.*
- *Continuing partnership with MedPro for malpractice coverage, including low-cost options for new dentists.*

- *Assists members with comprehensive insurance products, including business, life, disability, and Medicare supplements.*

Member Supply Services:

- *SCDASupplies.com provides 60,000+ dental products with 20% average savings and free 2-day shipping.*

Vendor Partnerships:

- *MBG maintains strong relationships with trusted partners offering discounts to members such as Best Card, CareCredit, Lenovo, MedjetAssist, Prosperident, and more—offering services from credit processing to HIPAA compliance.*

Financial Standing:

- *As of June 2026, MBG holds approximately $6.7 million in reserves across diversified investments.*

Board Acknowledgment:

Thank you to our dedicated board:
Drs. Bob Farrar (Vice-Chair), Josh Hardwick (Secretary-Treasurer), Brandi Hair, Jennifer Lever, Greg Millwood, TR Ravenel, and John Turner.

On motion of Dr. Turner, seconded by Dr. Hair, the report was unanimously approved.

On motion of Dr. Hair, seconded by Dr. Turner, the following 2027 meeting dates were approved:

-Friday, February 19th via Zoom
-A called meeting in the Spring via Zoom upon conclusion of 2026 audit
-Friday, August 20th in person and in conjunction with the Annual Session

Chair Lake called on Mr. Christian Hill of the Compass Financial Group to revisit the Pooled Employer Plan (PEP) that the North Carolina Dental Society has put into place. He discussed the benefits of this arrangement proving to be low-risk, high-value opportunity for SCDA to elevate member benefits and strengthen long-term financial sustainability. He added that individual practices would not need to file Form 5500 anymore, the PEP does this for everyone involved. Mr. Hill reported that approximately 17 practices have signed up between NC and VA to date.

Chair Lake welcomed Ms. Andrea Metzger and Mr. Trevor Thomas of the ADA to discuss the ADA Credit Union (ADACU) and new HP endorsement. Mr. Thomas provided the vision behind ADACU and its purpose of delivering exclusive financial services and benefits to ADA members. He shared a brief history of BCU, along with organizational highlights, including BCU's size, financial strength, member-first philosophy, and experience serving professionals and association partners. He discussed key financial wellness solutions available to dentists, dental students, and practice team members, including checking and savings accounts, lending solutions, student loan and personal loan products, and financial education resources. Mr. Thomas discussed the current promotional auto loan offer available to eligible ADA members as an example of the exclusive benefits being provided through the partnership and the opportunity for state dental associations to enhance member value by helping connect members with trusted financial solutions designed specifically for the dental community. States have two options for earning

revenue with the ADACU. Option one is a $500 annual sponsorship that includes $250 for promoting the ADACU on the state website and distributing approved content through other various marketing channels and $250 for promoting an ADACU webinar or in-person event within the state. Option two is a traditional three-year commitment co-endorsement program with 25% share of ADA-generated revenue attributable to the state paid on a quarterly basis as well as $500 in annual marketing funding, following the established sponsorship criteria listed above. Revenue-sharing opportunities are based on the total deposits and loans generated within the state and new ADACU members added from the state ($25 per new account).

Ms. Metzger presented HP as dependable technology tailored to modern healthcare, including laptops, desktops, printers, and accessories. Members can save up to 40% by registering for an account through the dedicated ADA member online store at ada.org/hp. They will also get free standard shipping on everything in the online store and free next business day delivery on original HP ink, toner and paper, a 30-day hassle free return or exchange policy, and a dedicated U.S. sales team. States that co-endorse the HP program will earn 40% of every ADA-generated dollar earned from HP sales in their state.

On motion of Dr. Turner, seconded by Dr. Lever, the board voted to move forward with the endorsement of ADACU dependent upon when the ADA finalizes its contract with the states.

On motion of Dr. Turner, seconded by Secretary-Treasurer Hardwick, the board unanimously approved to co-endorse HP.

It was discussed that a called Zoom would be needed later in the Fall to review the 2027 budget, the Pooled Employer Plan, and the ADA Credit Union.

Mrs. Maie Burke discussed all the recent marketing activities that have taken place and she discussed the new ADA continuing education offering to members.

There being no further business, Chair Lake adjourned the meeting at 10:58 a.m.

Respectfully Submitted,



Mark K. T. Brown, CAE
Associate Executive Director

Minutes of the board's August 21, 2026, meeting were approved at its meeting on October 16, 2026.

_____	_____
Chair	Board Member
_____	_____
Vice-Chair	Board Member
_____	_____
Secretary-Treasurer	Board Member
_____	_____
Board Member	Board Member