SCDA Member Benefits Group, Inc.
Board of Directors Meeting
Friday, May 1, 2026 – Kingston Plantation – Myrtle Beach, SC

Chair Robbie Lake called the meeting to order at 7:36 a.m. with the following board members present: Vice-Chair Bob Farrar, Secretary-Treasurer Josh Hardwick, Greg Millwood, John Turner, and Brandi Hair. Absent were members T.R. Ravenel and Jennifer Lever. Also in attendance were Executive Director Phil Latham, and Associate Executive Director Mark Brown.

On motion of Dr. Turner, seconded by Dr. Millwood, minutes of the February 13, 2026, meeting were unanimously approved.

On motion of Vice-Chair Farrar, seconded by Dr. Millwood, the January – March financial reports were unanimously approved.

Chair Lake provided an update on the recent Investment, Finance, and Audit Committee meeting. He reported that the Iran conflict continues to be the major news. Chair Lake stated that the total portfolio was up approximately 2.6% year to date. He added the overall job market was stable and that interest rates were expected to be cut before year's end. Chair Lake reported that the UBS financial advisors agreed to drop their service fees from 1% to 0.85%.

Chair Lake welcomed Mrs. Allison Pena of the Hobbs Group to present the 2025 audit report. Mrs. Pena stated that the audit findings were clean and that cash grew by approximately $100,000 from 2024 and that investments grew approximately $600,000 over the same period. On motion of Secretary-Treasurer Hardwick, seconded by Dr. Turner, the board unanimously approved the 2025 audit.

Chair Lake next called on Mr. Christian Hill of the Compass Financial Group to discuss the Pooled Employer Plan (PEP) that the North Carolina Dental Society has put into place. He explained that the Virgina Dental Association recently joined this PEP and that they would like the SCDA to consider doing the same. In his presentation he outlined why the SCDA should adopt the same PEP 401(k) model. Mr. Hill highlighted the challenges dentists currently face with high fees, poor investment performance, and fiduciary exposure and demonstrated how PEP solves these issues through lower costs, stronger oversight, and reduced administrative burdens. He provided real case studies from NC and VA showing measurable improvements for practices, while the partnership structure offers SCDA a turnkey solution with meaningful recurring revenue potential. Between the two states, there are currently fourteen dental practices participating with more in the process of transitioning in. Mr. Hill reported that the PEP has proven 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 explained that VA gets 80% of revenue, NC gets 20% of revenue, but as new plans come on, that 80% to VA grows and eventually, depending on growth, it will get to 100%. He reported that if an SCDA Member participating in the PEP were to cancel their SCDA Membership their PEP fees would be increased. The board discussed that the ADA already offers members a retirement plan option, however, it is not a PEP and therefore does not offer the same benefits. Mr. Brown was asked to forward Mr. Hill's contact information to the board, and this conversation will be continued at a future meeting.

Mr. Brown discussed some potential revisions to the Benefits Group's bylaws for consideration. He explained that many revisions were "housekeeping" items such as adding she and her to the existing he and his language. Chairman was changed to Chair throughout the document as well. Mr. Brown showed where notices of meetings and financial statements could be emailed instead of hard copy mailed. Errors and Omissions insurance was now being managed by the SCDA Trust Board, so that was removed from the document. Currently, the number of

directors of the Corporation are eight, with each district of the SCDA having two representatives. Language was revised to districts having at least one representative member to be a director and up to the other four being at large members. On motion of Dr. Turner, seconded by Secretary-Treasurer Hardwick, the bylaw revisions were unanimously approved.

Mr. Brown discussed all the marketing efforts that have taken place over the first quarter of the year, detailing direct mailers, e-grams, social media posts, webinars, etc.

Mr. Latham reported updates regarding the MUSC continuing education event taking place in the Fall and reminded the board that it approved an $8,000 sponsorship for the event via an email vote in March.

Chair Lake asked Mr. Brown to update the board on his trip to the Golden Opportunities Conference back in March. Mr. Brown stated it was a worthwhile conference with twenty-four different state dental associations represented. Not only were key staff in attendance, but many executive directors as well. Attendee feedback from the meeting was overwhelmingly positive. He reported that great ideas were exchanged between the states regarding endorsements that are working and those that are not and the different marketing strategies that are being utilized.

The board may receive a presentation from a cyber security company at a future meeting.

There being no further business, Chair Lake adjourned the meeting at 9.18 a.m.

Respectfully Submitted,



Mark K. T. Brown, CAE
Associate Executive Director

Minutes of the board's May 1, 2026, meeting were approved at its meeting on Friday, August 21, 2026.

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