

2021 Year in Review **GDA Strong!**

The following speech was delivered to the GDA House of Delegates on November 13, 2021.

House of Delegates Speech of Frank J. Capaldo, GDA Executive Director/CEO

When January 2020 began, we all had great hopes and aspirations for our lives. You anticipated your practice would be thriving and the ride to the office would be ho-hum. Daily routines were taken for granted, such as the children advancing in school, temple on Saturday or church on Sunday, Sunday dinner with the family, college football, weddings to attend, and grandchildren to hug and kiss. Life as normal was taken for granted.

Nothing we ever imagined would keep us from earning a living practicing our chosen profession or taking care of our family and our staff. And then, Kaboom! The unimaginable happened!

Suddenly, we could not perform any of our normal, taken-for-granted, ho-hum routines like kiss our children or earn a living. We feared for our way of life because all around us was chaos and meanness with our national leaders making it worse. Instead of bringing us together, they were dividing us. Adding to our concerns, dentists were classified as non-essential health care workers.

Through it all, GDA was the glue, the foundation, the one icon that held us together. Your association was the institution and haven built on a deep rock foundation that delivered on the promise to return you from non-essential to essential and then back to full practice.

Your GDA was there for you during the crisis and as we slowly exit it. That fact was apparent by our success in overcoming the major challenges of returning member dentists to full practice. Less obvious is the collateral benefits of that success associated with the simple joy of the ride to the office or seeing colleagues again by attending the annual meeting and everything in between.

Both the obvious major success, and the less obvious, are a testament to your

courage and strength of character and the recognized importance of belonging to something bigger—your GDA Strong.

Never in doubt was that we would come out better at the other end. We had a plan and executed on the plan. Failure was not an option. I defend my conviction that because of the GDA, not one member—and in fact, not one dentist—in Georgia stood alone during this crisis.

Will all of our members learn from this crisis? Will they be better prepared? Will they focus on what is important and put aside pettiness or judging others without knowing them? Will everyone now work together to find common ground and to disagree without being contentiously disagreeable? Humans being humans with short memories, I am not certain. But I know one thing for certain that will remain constant—our GDA will stay laser focused on what is important and what matters most: helping all members succeed.

We will do so in the good times and especially during the challenging times by putting members first because that is the vocation and vow of great servant leaders. More importantly, we will do so as always with integrity, honor, trust, and duty. And by *all* members, we mean all walks of life. We will intentionally embrace the magnificent complexity that entails.

Churchill said, “Never give up, never give up, never give up.” Your GDA did not give up. The leaders of the GDA put the pedal to the floor and rocketed through changes and decision-making 24/7, especially at the onset of COVID. We learned like never before the value of continuous communication with members because it was **imperative** to keep hope alive. The GDA was your port in the storm.

We instituted 24/7 continuous advocacy, continuous free CE, continuous services



FRANK J. CAPALDO
GDA Executive Director

with deferred payment plans for business and health insurance. When no one else had supplies, your GDA had supplies. We not only kept members, we attracted new members.

Together in collaboration with a cohesive dedicated Board of Trustees, our talented outstanding professional staff, although short-handed, put their shoulders to this monumental task and succeeded.

For this Board of Trustees and volunteer leaders, I have nothing but sincere respect and consider them to be one of the best I have had the pleasure of serving with over my career. If leaders are forged in crisis, then the GDA's future is bright with leaders.

For my staff, during this once-in-a-millennium, life-changing crisis, they went well beyond the 24/7 call of duty and succeeded at excellence in their performance and accomplishments. They have my undying personal and professional gratitude and my promise that I will assist them in achieving their dreams, no matter their choice of the “road less taken”...thank you, Mr. Frost.

Although no one could foresee the onset of the COVID beast, our mantra of “GDA Strong” meant we were prepared for a big-time challenge. We built a financially strong foundation that allowed us to take care of members, our staff, and have a seat at the decision-making table (with the Governor, the legislators, and regulators).

Without that financial stability, without talented dedicated staff, without experienced management, and without a collaborative volunteer leadership, the focus and agility necessary to get every member dentist back to full time practice does not happen.

It did happen and **GDA member dentists were the first dentists in the nation to go back to full practice** and be re-categorized as essential because of our deliberate continuous advocacy. It happened because we had banked credibility and respect with the governor, legislators, and regulators. We had built a solid foundation of value and influence...clout!

Those solid foundations of membership, advocacy, governance improvements, financial stability, and member services that we have firmly established over the last eight years replaced the shifting sands of instability and insolvency, such that our association has kept progressing forward with continuous improvements and achievements measured by the fact that we surpassed every objective of our strategic plan in 2020 and now again in 2021. That is quite an achievement during the worst crisis of a lifetime!

I have mentioned a few of the successes in CE, PR, GDIS, advocacy, supplies, membership, and the convention. You heard from Dr. Rainge and will hear from others on our GDA accomplishments and you can always read and review the complete strategic plan in my report.

But I want to ask you a question, because I think I know what is still keeping you

“GDA is the best value proposition a dentist could invest in.”

up at night: Can it happen again? Of course it can!

What form it takes the next time is the unknown. Will you as individual dentist owners and employees be better prepared or will some put their head back in the sand? Will I again get the calls from members that they do not have more than two weeks of reserves?

Maybe I am wrong about what keeps you awake, but I do not think so. I cannot tell you if the individual or the collective membership of the GDA will be any more prepared, but I can assure you of one thing for certain: **YOUR GDA** was prepared to weather, and did weather, this crisis.

Going forward **YOUR GDA** will be even stronger, and more prepared and the best reliable stronghold for Georgia dentists. GDA is the best value proposition a dentist could invest in.

Let me provide the best example of GDA membership value: GDA member dentists were the first dentists in the nation to go back to full practice, thanks to our advocacy and relationship with the Governor.

What was that worth to every dentist in Georgia? Let's assume a member paid an average of \$1,000 per year for GDA/ADA dues for 20 years for a total of a \$20,000 investment over 20 years. Of which only half, or \$10K, would be GDA dues (we know it is less than that, but for this example we will estimate high). Do the math, because I assure you that your GDA repaid with interest your investment by returning you to full practice sooner rather than later. If you were not able to practice for a month or five months longer, you certainly would be losing more than \$20K in revenues, gross, net! In addition, GDA provided the 30-plus

free practice webinars that informed you how you could safely practice or obtain PPP monies or furlough employees. What a bargain!

Clearly, the GDA is the best reliable stronghold and the best value proposition. Together we need to make certain that legacy continues into the future. We must pass down and tell the story of how the GDA was prepared for a major crisis and how we overcame the crisis as an association of dentists. We must tell the story of what we did here so it is never forgotten!

We do that by not allowing the beast that keeps you up at night from taking over your life. Do not allow it to prevent you from staying involved and recruiting others to volunteer at the district, state, and national level. Tell them the story of how a strong GDA overcame the pandemic because if you only think of yourselves and focus solely on your practice, family, and security, the entire profession becomes less secure and the GDA less effective.

You, we, us must continue to be active and involved in organized dentistry and the GDA specifically to keep it strong. You must individually recruit new volunteers to serve and in doing so you will set the succession of leadership to continue the GDA Strong legacy we have built together.

The future is now and every day we can do better, be better, be kinder, more charitable, more patient, more forgiving, more tolerant, more hopeful, and most important, more loving!

Thank you and God bless! 🙏

Five-Year Strategic Plan (2021–2025)

Derived from the mission and vision statements, GDA's strategic plan identifies strategic priorities which direct the focus of the work of the association for the next five years. Under each objective are also key strategies for moving our priorities forward. These areas will turn GDA's mission and vision into specific measurable targets that are important to the current and future health of the association. GDA achieved or exceeded the goals and objectives in its 2016–2020 five-year strategic plan. Below is the new five-year plan, which continues and builds on our success of the past.

MEMBERSHIP

- Work to increase member engagement and participation
- Increase total GDA members by 2% by 2025
- Keep annual "non-renews" to under 200 members



GOVERNMENT RELATIONS/ POLITICAL ACTION (PAC)

- Develop and implement annual legislative strategy and agenda
- Develop annual plan for strategic campaign involvement
- Continue utilizing contact dentists for immediate grassroots response at district level
- Develop and maintain relationships with other health industry coalitions on shared issues
- Expand/improve PAC fundraising (events and funding level)



HEALTH POLICY

- Be the premier, leading resource for data, information, and expertise on oral health for the state of Georgia
- Develop and implement GDA Action for Oral Health objectives and strategies (see plan at gadental.org/dentalhealth)
- Ensure inclusion of oral health in statewide public/community health planning and provision initiatives
- Monitor changes to Medicaid policy manuals and billing and communicate to members
- Keep GDA leadership and membership informed on health policy-related activities



PR/MARKETING/ COMMUNICATIONS

- Utilize multiple communications channels to reach GDA members, keeping them up-to-date on GDA initiatives and working to increase member engagement and participation
- Continue to be the PR/media relations arm for the GDA and oral health community in Georgia
- Develop new ways to demonstrate the value of GDA membership
- Increase product/service usage and penetration by communicating the unique value of GDA products and services to our membership through existing and emerging marketing technologies



Mission Statement GDA's mission is to help GDA member dentists succeed.

Vision Statement Our vision is for Georgia to become a state with optimal oral health.

EDUCATION & TRAINING

- Continue to expand GDA's educational offerings for members and their staff utilizing the Education and Training Advisory Council to determine new focus areas for 2021–2025
- Continue to identify and implement new education and training opportunities for the dental team/ office staff
- Continue to improve and grow convention CE at the GDA Convention & Expo utilizing the Education and Training Advisory Council for planning
- Develop technology-based delivery systems for CE



GOVERNANCE

- The Board of Trustees will continue to review and refine the GDA governance structure making changes that improve the performance of the organization and ensure sustainability for the future
- Continue to recruit new GDA Leaders to ensure sustainability of the leadership pipeline for the future—goal is to increase the number of individuals participating in GDA leadership by 10% by 2025
- Continue to ensure programs, services, staff resources, committees, GDA Foundation, and GDA subsidiaries are aligned with the strategic plan
- Work with districts to implement resources GDA has developed to support district leadership and succession planning
- Work with districts to assess and recommend changes to their organizational documents ensuring alignment with GDA's revised governance structure
- Continue to offer leadership training programs to better equip GDA and district leaders



MEMBER PRODUCTS & SERVICES

- Provide superior member value through high quality products and services that meet member needs and achieve a high level of member satisfaction
- Develop business relationships and partnerships to offer additional products and services to members that are competitively priced and also achieve a reasonable return for GDA
- Consider new business opportunities
- Continually assess and refine products and services, eliminating those with low impact
- Continue seeking to increase knowledge of members' wants, needs, and issues



FINANCIAL MANAGEMENT/ ORGANIZATIONAL STABILITY

- Ensure the amount of dues as a percentage of total revenue will not exceed 30% by developing non-dues revenue sources
- Set aside reserves not less than 50% of annual operating expenses
- Continue to establish internal reviews, security measures, and policies/ procedures
- Continue to implement annual incremental dues increases to ensure financial stability





Membership

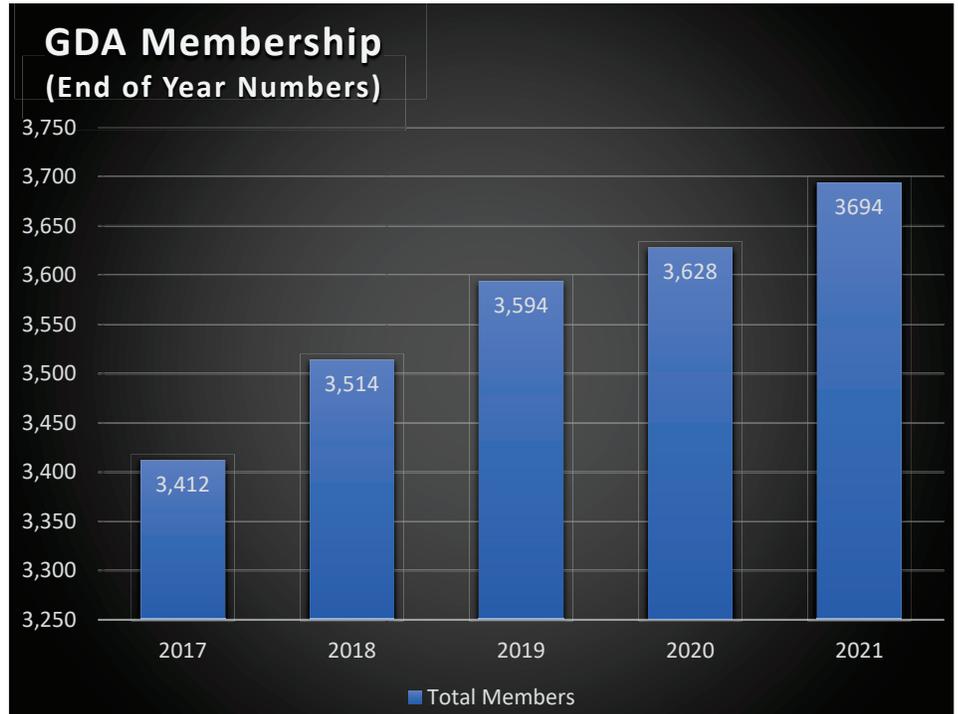
Recruitment and retention efforts continue to focus on engaging member dentists, welcoming dentists of all backgrounds and types, and creating meaningful programs to help dentists succeed in their practice.


100%
of new graduates signed up
for GDA membership

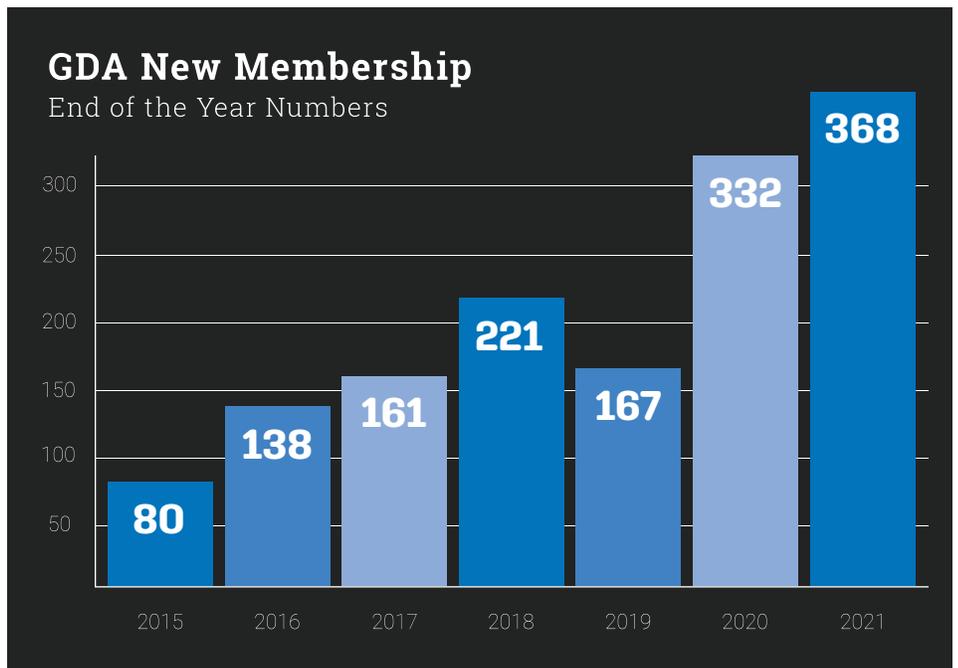
In 2021, the Diversity Equity and Inclusion (DEI) Task Force held two meetings, hosted a podcast, and developed a DEI Training Program through the National Center for Civil and Human Rights in Atlanta. Additionally, the DEI Task force helped “bridge the gap” with a co-sponsored CE Summit in September with the Georgia Dental Society, Georgia Indian Dental Association, Georgia Persian Dental Society, and North Georgia Dental Society.

The Task Force also held a forum with various leaders of DSOs to see how the two could work together on various efforts, consistent with strategic plan goals set forth to improve the GDA’s inclusiveness.

Some events at the Dental College of Georgia were shifted to a virtual platform due to COVID protocols, including a virtual transition day for graduating seniors in which 100% joined GDA. In the last quarter of the year, GDA was able to host two in person Lunch-and-Learns and the annual Take a Student to Dinner event.



66.3% of total dentists in GA are members



GDA recognized by ADA as one of only 11 states to see increase in membership in 2021.



2021 Legislative Session

GDA advocacy resulted in the following:

- **HB 112—Extension of limited legal liability for COVID-19 transmission claims against dentists [PASSED]:** extends the sunset for the COVID-19 limited liability immunity law that GDA helped pass last year for healthcare providers and businessowners to July 14, 2022.
- **SB 80—Prior authorizations for medically necessary procedures [PASSED]:** in instances when an insurer questions the medical necessity of a specific dental procedure, the patient's chosen dentist shall be provided an opportunity to discuss their request for prior authorization with a licensed dentist with similar training employed by the insurer before the insurer can issue an adverse determination. If prior authorization is granted, it will be good for a period of 45 days.
- **SB 5—Regulation of sedation performed in medispas [PASSED]:** will require any providers performing conscious sedation in medispas to be licensed to practice dentistry or medicine and possess the requisite permits issued by the Board of Dentistry or Composite Medical Board. Will also require dental assistants performing phlebotomy and venipuncture procedures in a dental office to have board approved training.
- **HB 458—New CE requirements for dentists RE: legal ethics & professionalism [PASSED]:** effective for the 2022–2023 renewal cycle, will require all GA-licensed dentists to obtain CE in legal ethics and professionalism in the practice of dentistry.
- **Annual Budget Items:**
 - » Secured a 3% increase for specific restorative dental Medicaid codes in the FY2022 budget.
 - » Protected funding for rural dental student loan repayment program and GDA Donated Dental Services program.

Drs. Jeff Kendrick and Henry Benson at the annual GDAPAC golf tournament in Amelia Island.



GDA is one of the strongest organizations under the Gold Dome because of the support of our members.

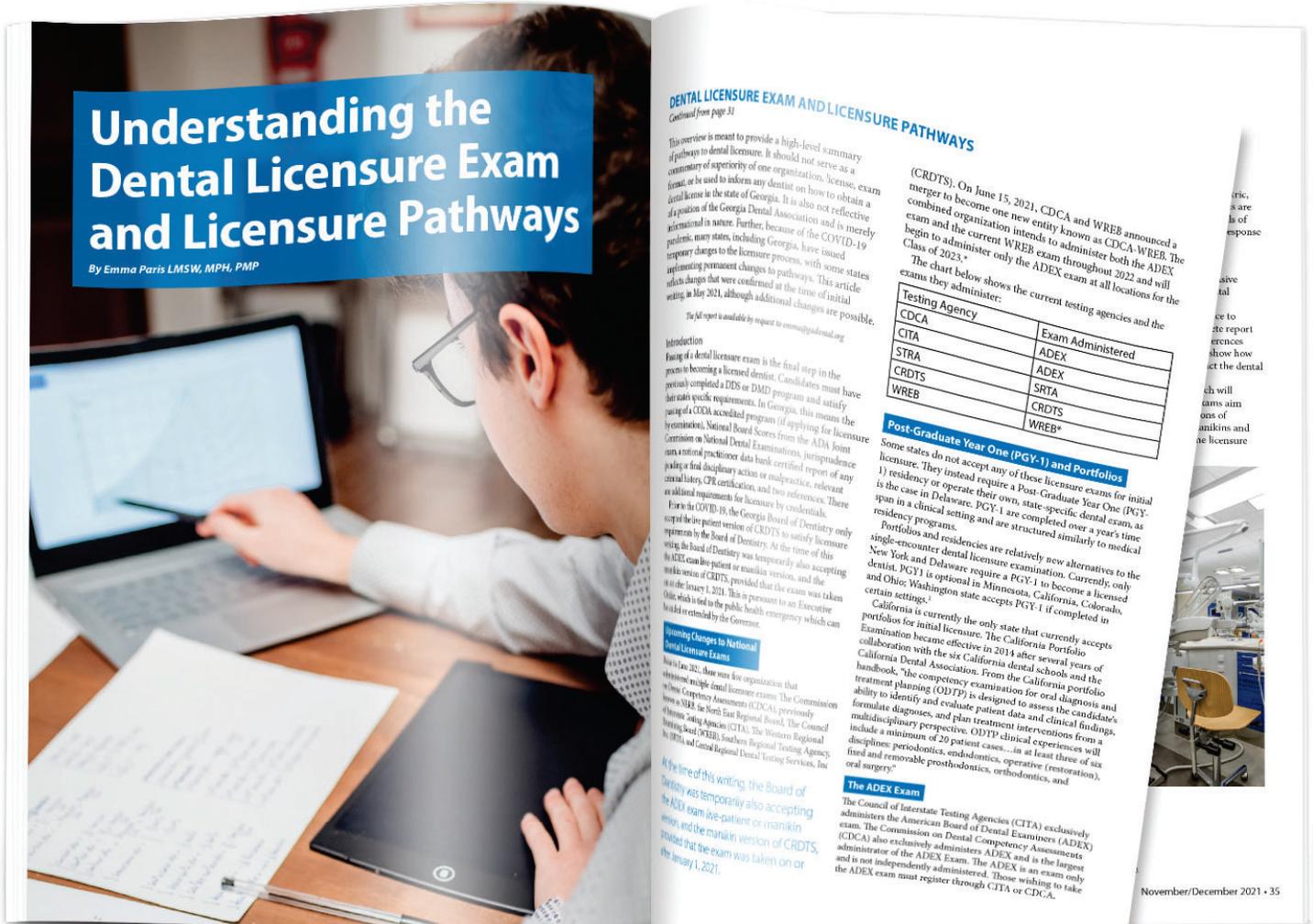
Back the GDAPAC. See page 3.



Health Policy

GDA's Health Policy Department worked on a number of initiatives in 2021, including:

- Created a comprehensive licensure overview
- Creating an Adjunct Professorship Program in partnership with the Dental College of Georgia and Macon Bibb Health Department
- Keeping members updated on changes with Georgia's Executive Orders
- Reporting on changing OSHA guidelines and CDC recommendations
- Staying informed on the impact of COVID-19
- Answering members' general Health Policy and Board of Dentistry questions
- Working with community partners to promote dental care to underserved communities and individuals



Understanding the Dental Licensure Exam and Licensure Pathways

By Emma Paris LMSW, MPH, PMP

DENTAL LICENSURE EXAM AND LICENSURE PATHWAYS

This overview is meant to provide a high-level summary of pathways to dental licensure. It should not serve as a...
Continued from page 31

(CRDTS). On June 15, 2021, CDCA and WREB announced a combined organization intends to administer both the ADEX exam and the current WREB exam throughout 2022 and will begin to administer only the ADEX exam at all locations for the Class of 2023.*

The chart below shows the current testing agencies and the exams they administer:

Testing Agency	Exam Administered
CDCA	ADEX
CITA	ADEX
STRA	ADEX
CRDTS	SRTA
WREB	CRDTS
	WREB*

Post-Graduate Year One (PGY-1) and Portfolios

Some states do not accept any of these licensure exams for initial licensure. They instead require a Post-Graduate Year One (PGY-1) residency or operate their own, state-specific dental exam, as is the case in Delaware. PGY-1 are completed over a year's time in a clinical setting and are structured similarly to medical residency programs.

Portfolios and residencies are relatively new alternatives to the single-encounter dental licensure examination. Currently, only New York and Delaware require a PGY-1 to become a licensed dentist. PGY-1 is optional in Minnesota, California, Colorado, and Ohio; Washington state accepts PGY-1 if completed in certain settings.¹

California is currently the only state that currently accepts portfolios for initial licensure. The California Portfolio Examination became effective in 2014 after several years of collaboration with the six California dental schools and the California Dental Association. From the California portfolio handbook, "the competency examination for oral diagnosis and treatment planning (ODTP) is designed to assess the candidate's ability to identify and evaluate patient data and clinical findings, formulate diagnoses, and plan treatment interventions from a multidisciplinary perspective. ODTP clinical experiences will include a minimum of 20 patient cases...in at least three of six disciplines: periodontics, endodontics, operative (restoration), fixed and removable prosthodontics, orthodontics, and oral surgery."²

The ADEX Exam

The Council of Interstate Testing Agencies (CITA) exclusively administers the American Board of Dental Examinations (ADEX) exam. The Commission on Dental Competency Assessments (CDCA) also exclusively administers ADEX and is the largest administrator of the ADEX Exam. The ADEX is an exam only and is not independently administered. Those wishing to take the ADEX exam must register through CITA or CDCA.

Public Relations/Marketing/Communications



GDA's "Healthy Mouths and More" podcast launched in 2021, along with the "GDA Minute," a monthly podcast featuring a summary of GDA news in under a minute.

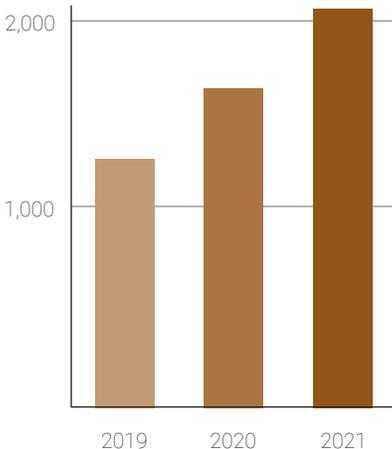
Public relations and communications activities continue to keep GDA members informed, promote the profession, and encourage all Georgians to find a dentist and visit regularly.



Drs. Brad Hall and Peter Shatz record a podcast in the GDA studio.

Expanding our Reach through Social Media

Facebook Followers



Healthy Mouth, Healthy Me!
GEORGIA DENTAL ASSOCIATION FOUNDATION FOR ORAL HEALTH
Copyright © 2019 Georgia Dental Association Foundation for Oral Health

Healthy Mouth, Healthy Me! digital ads, radio/TV spots and media outreach educated Georgians on the connection between oral health and overall health



Published seven issues of GDA Action in 2021, addressing topics from treating special needs patients and marketing to self-care strategies.



Education and Training



GDA continued to deliver CE to help our members succeed.

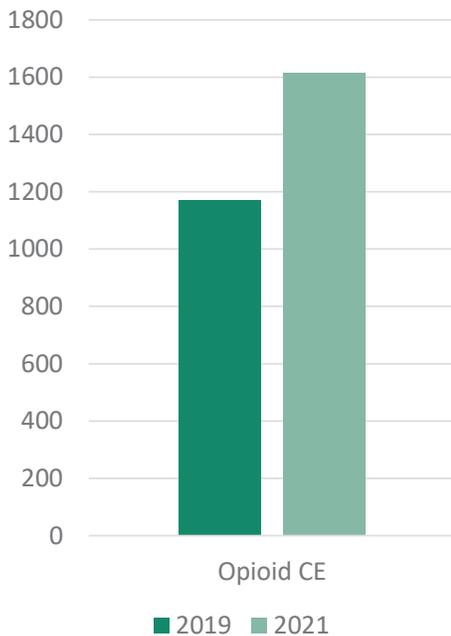


GDA Fall Webinar Series

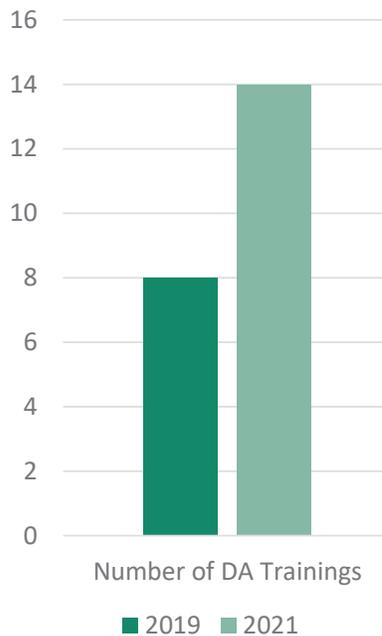


CE Participation Greatly Improved Since 2019

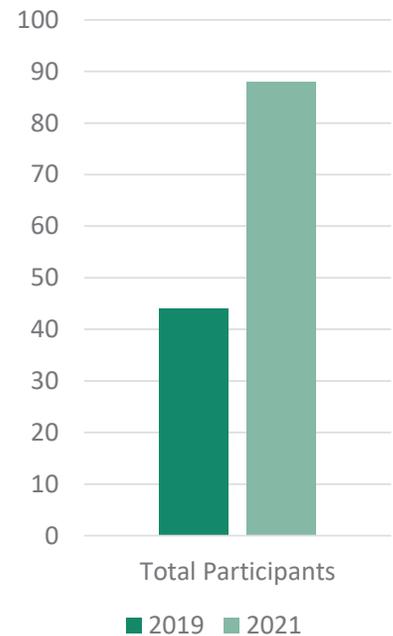
Opioid CE Registrations Up 28%



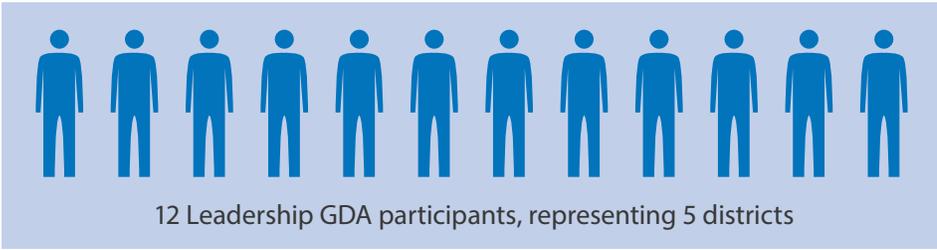
Dental Assistant Training Up 40%



Radiation Safety Training Up 100%



GDA is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry.



Adoption of Policies and Procedures for Reviewing Alleged Violations of the GDA Member Conduct Policy

- At the November 13, 2021 meeting, the HOD approved the proposed due process policies and procedures used to review alleged violations of the GDA's Member Conduct Policy.

Amendments to the GDA Bylaws and Policy Manual

- In conjunction with the adoption of the policies and procedures for reviewing alleged violations of the GDA's Member Conduct Policy, the HOD also approved amendments to the GDA Bylaws and GDA Policy Manual where these policies and procedures will be incorporated.

District Leadership Conference Held November 13, 2021

- Held annual Leadership Conference to assist in preparing incoming District Presidents/PEs for their roles in district leadership.



Board of Trustees Orientation Held November 12 and 13, 2021

- Held yearly Board of Trustees (BOT) orientation to ensure that all members of the BOT are aware of their duties prior to serving on the BOT or starting a new year of their term as a GDA Trustee.

Task Force Final Report

- In 2017, the HOD passed a resolution directing the GDA President to appoint a Task Force to evaluate the effectiveness and representation of the structure and bylaw changes in governance that were instituted by the HOD at that time, and was charged with monitoring and evaluating the changes to the GDA bylaws and reporting back to the July 2021 HOD. The Task Force presented their final report to the July 2021 HOD, therefore completing their charge.

Get Involved!

The GDA is led by volunteer members, and when you get involved you help the GDA achieve its mission to "Help Members Succeed" while ensuring also leads to personal success! It's your experience in leadership and benefits from networking opportunities with your colleagues. And you'll get an inside view of trends and issues in organized dentistry that will help you professionally.

Too many commitments? Not enough time? No worries! GDA has many opportunities to get involved without a long-term commitment. And you get help and support at every step along the way. Whatever fits your interests, skill set, and availability—the GDA needs you!

For more information on a particular opportunity or to volunteer, contact Katherine Torbush at 404.636.7353 or katorbush@gadental.org.

Quick...

- Talk to a non-member colleague about joining the GDA
- Attend a meeting in your district (gadental.org/events)
- Speak to dental students at DCG through GDA's lunch and learn programs
- Attend the GDA Convention in July (GDAConvention.com)
- Respond to GDA member surveys—keep an eye out for the next opportunity to share your thoughts!
- Attend a Live Day/Dental Health Day at the Capital (January/March each year)
- Register for a GDA continuing education course (gadental.org)

More Involved...

- Serve as a delegate from your district on the GDA House of Delegates (meetings in July/November)
- Volunteer with the Georgia Donated Dental Service Program (<http://www.dentaldrive.org/>) our volunteer/volunteer-time
- Become a legislative contact dentist
- Run for an at-Large Trustee position on the GDA Board (elections take place in June of each year)
- Serve as a member of the GDA Foundation for Oral Health Board of Directors
- Volunteer as a district member

Get More From Your Membership While Sharing Your Talents and Skills by Being a GDA Volunteer →

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More Volunteer Opportunities

Time → Travel for Meetings → Expertise →

<h4 style="text-align: center;">Finance, Benefits, & Audit Committee</h4> <p style="text-align: center;">Length of commitment: 3 YEARS</p> <p style="font-size: x-small;">Change responsibility for financial management of the association and submitting reports to the Board of Trustees. Review budgets, financial reports, audits, investments, and financial forecast policies.</p>	<h4 style="text-align: center;">Nominating Committee</h4> <p style="text-align: center;">Length of commitment: 3 YEARS</p> <p style="font-size: x-small;">Review candidates for open leadership positions including GDA Officers, GDA Delegates/Aliens, GDA Trustees. In July and February the GDA Board of Trustees identify and publish selection criteria and procedures to ensure that the best qualified candidates are chosen and reduce as much as possible the diversity of the membership.</p>
<h4 style="text-align: center;">Government Affairs/Political Action Committee</h4> <p style="text-align: center;">Length of commitment: 1 YEAR</p> <p style="font-size: x-small;">Monitor legislative developments in Georgia and keep GDA members informed. Coordinate GDA's position on various legislative issues to state legislators. Oversee the GDA's and encourage contributions to political candidates who support the interests of the GDA and its member dentists.</p>	<h4 style="text-align: center;">Public Relations & Communications Committee</h4> <p style="text-align: center;">Length of commitment: 1 YEAR</p> <p style="font-size: x-small;">Promote a positive image of dentistry to the public, the media, and the members of the GDA. Ensure that there is good communication and understanding between the GDA and its members and consumers, communication and collaborating with other organizations pertaining to oral health and the practice of dentistry.</p>
<h4 style="text-align: center;">Membership Committee</h4> <p style="text-align: center;">Length of commitment: 1 YEAR</p> <p style="font-size: x-small;">Responsible for recruitment and retention of members, members of nonmember categories, new district programs, and general program development.</p>	<h4 style="text-align: center;">Awards Council</h4> <p style="text-align: center;">Length of commitment: 1 YEAR</p> <p style="font-size: x-small;">Identify candidates who are eligible for GDA annual awards. Set awards criteria and recommend candidates to the Board of Trustees.</p>

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<h4 style="text-align: center;">Constitution & Bylaws Council</h4> <p style="text-align: center;">Length of commitment: 1 YEAR</p> <p style="font-size: x-small;">Review or create proposed amendments to the GDA Constitution, Bylaws, and Policy Manual and make recommendations to the GDA House of Delegates.</p>	<h4 style="text-align: center;">Diversity, Equity, & Inclusion Task Force</h4> <p style="text-align: center;">Length of commitment: 1 YEAR</p> <p style="font-size: x-small;">The GDA's Diversity, Equity and Inclusion (DEI) Task Force promotes the goals of diversity, equity, and inclusion among members, leadership, and staff. It serves to engage members to assess needs related to DEI and propose strategies for assessing progress, identifying obstacles and strategies to achieving DEI goals, and make recommendations to the Board of Trustees and House of Delegates regarding their 1 action plan goals.</p>
<h4 style="text-align: center;">Council on Annual Convention</h4> <p style="text-align: center;">Length of commitment: 1 YEAR</p> <p style="font-size: x-small;">Assist in planning the GDA's Annual Convention and serve as a host at the event to help.</p>	<h4 style="text-align: center;">Leadership GDA Task Force</h4> <p style="text-align: center;">Length of commitment: 1 YEAR</p> <p style="font-size: x-small;">Identify and recruit candidates for GDA annual Leadership GDA Program. Review program content and make suggestions for continual enhancement.</p>
<h4 style="text-align: center;">Council on Peer Review & Ethics</h4> <p style="text-align: center;">Length of commitment: 1 YEAR</p> <p style="font-size: x-small;">Investigate and resolve patient possible disputes involving quality of care, appropriate use of treatment, and ethical, professional and industry code of professional standards for the Georgia Dental Association.</p>	<h4 style="text-align: center;">Medicaid Task Force</h4> <p style="text-align: center;">Length of commitment: 1 YEAR</p> <p style="font-size: x-small;">Provide input and clinical perspectives on issues that determine the expanding dental Medicaid in Georgia. Task Force members need to be Medicaid providers in service.</p>

Detailed descriptions of all committees and councils can be found on the GDA website at gadental.org →

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Published "Get Involved" feature in Nov./Dec. *Action* featuring volunteer positions available at various levels of time commitment.



Member Products and Services/ Financial Management/Organizational Stability

Financial Sustainability—2021

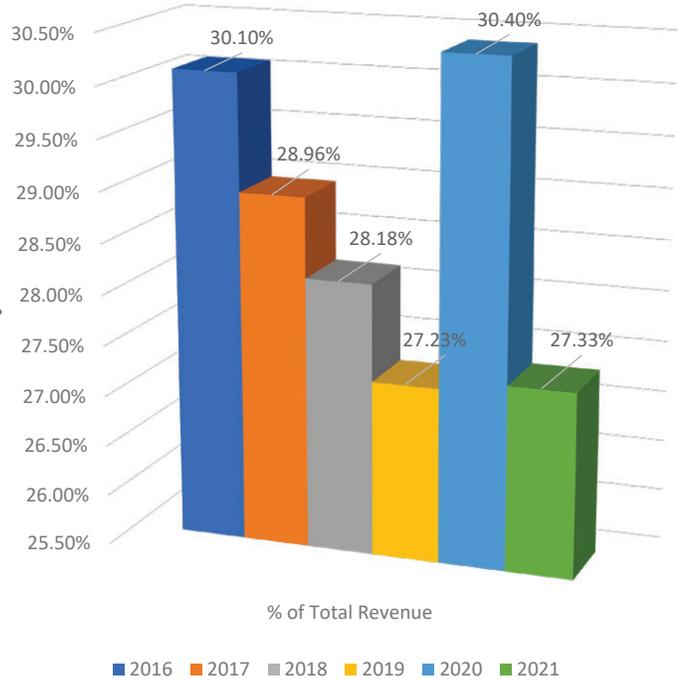
All reserve requirements will be met, exceeded, and, after tax planning contributions, will be forthcoming to GDA and the Foundation.

Dues as a Percent of Income

The GDA is well under the strategic plan goal of 30%, at 27.33%.

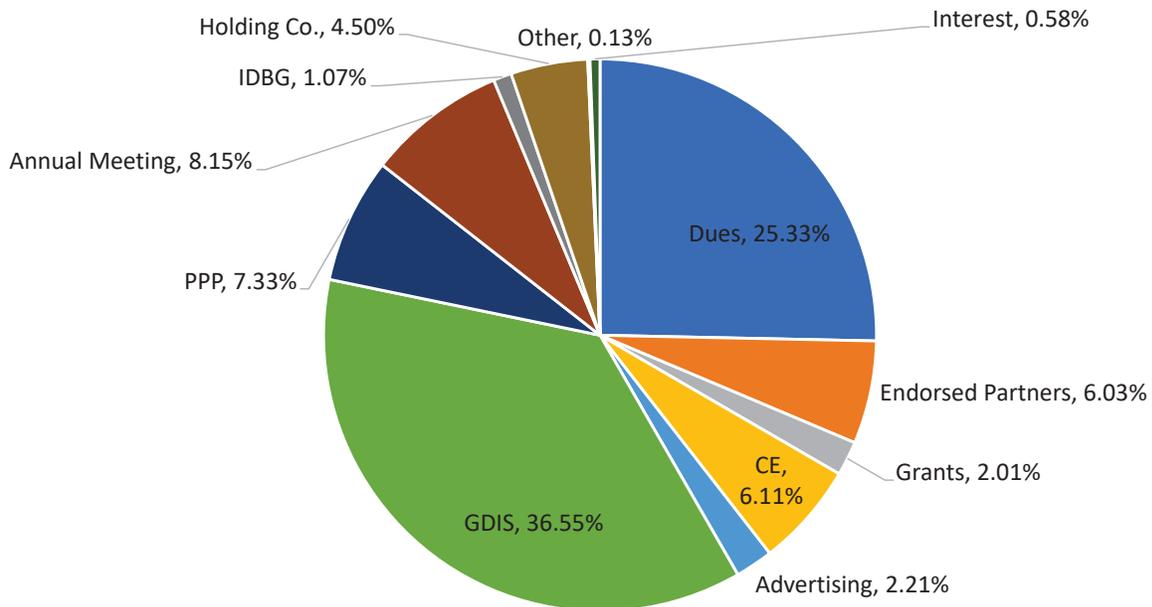
Non-Dues Revenue Growth Dues as a % of total Revenue

(all companies combined)



COVID impacted 2020. Most programs, such as the annual convention, were canceled.

2021 Income Contains PPP Forgiveness



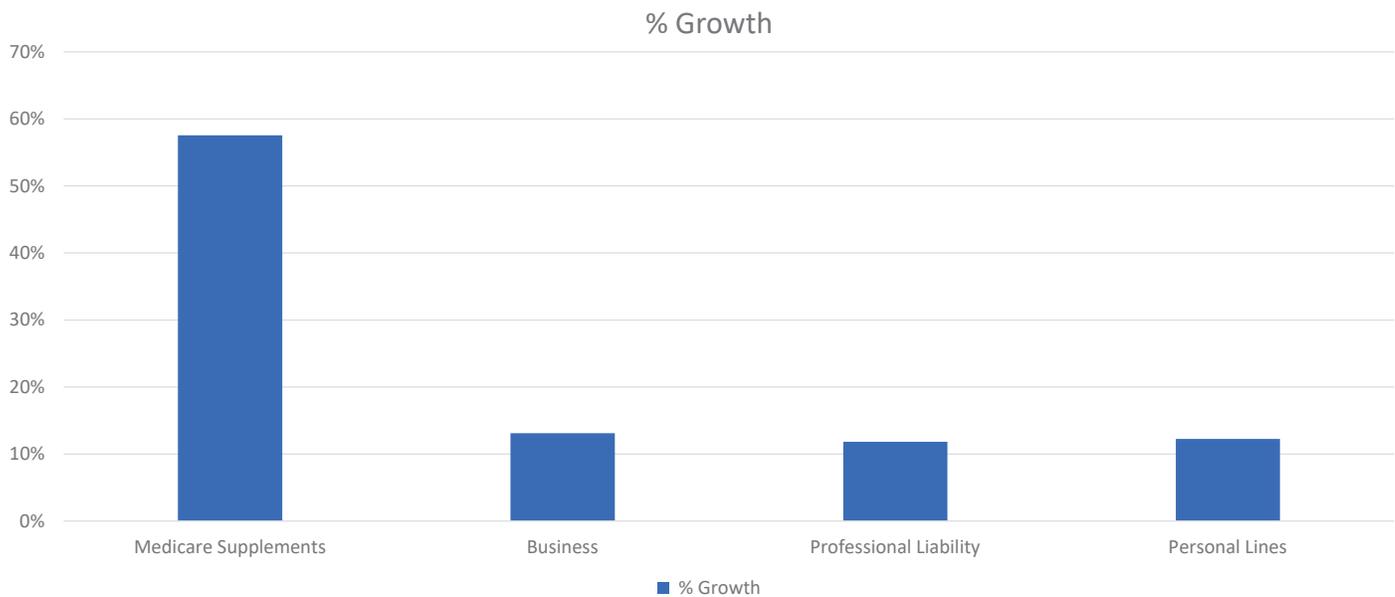
■ Dues ■ Endorsed Partners ■ Grants ■ CE ■ Advertising ■ GDIS ■ PPP ■ Annual Meeting ■ IDBG ■ Holding Co. ■ Other ■ Interest

Financial Sustainability—GDIS

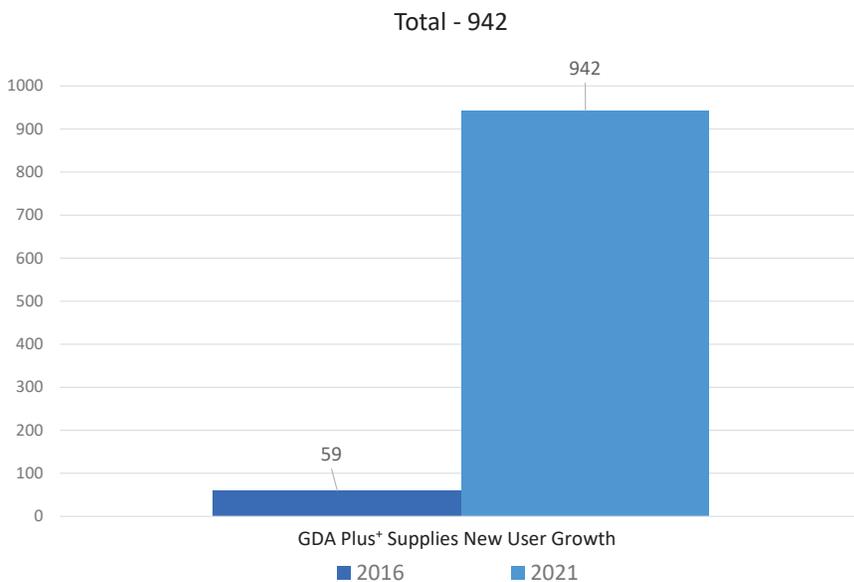
Health Insurance 2022 Renewal

- 6% Participant Growth
- 94% Retention

GDIS Business and Personal Lines vs 2021 Budget



GDA Plus+ Supplies Doubles Growth Since 2020



GDA Plus+ Supplies has grown to 942 users that have signed-up for better savings and service through 2021.