



Hawaii Dental Association

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Meeting of the Hawaii Dental Association Board of Trustees

Oahu Country Club – February 13, 2020

Minutes

Members present: Drs. Edmund Cassella, Zach Dodson, Patsy Fujimoto, Carla Fukumoto, Paul Guevara, Craig Haruki, Sean Holliday, Scott Kanamori, Anthony Kim, Wayne Leong, Dayton Lum, Jaclyn Lum, Wesley Sato, Curt Shimizu, and Russell Tabata

Members absent: Dr. Jaclyn Palola

Guests present: Dr. Alan Fujimoto (member)
Dr. Chris Lee (member)
Dr. Lynn Fujimoto (member)
Dr. Gary Yonemoto (member)
Mr. Kevin Nishikawa and Mr. Alex Yen, Marcus & Associates
Ms. Melissa Pavlicek, Hawaii Public Policy Advocates (HPPA)

HDA Staff: Ms. Kim Nguyen, Executive Director

1. **Call to Order, Welcomes, and Introductions** – President Wayne Leong called the meeting to order at 9:06AM, welcomed all, and introduced guests Mr. Kevin Nishikawa and Mr. Alex Yen from Marcus & Associates.
2. **Risk Management Policies** (Antitrust Statement, Confidentiality Statement, Conflicts of Interest, and Whistleblower) – Executive Director Kim Nguyen reminded all board members to sign the acknowledgement form prior to leaving the meeting.
3. **Priority Items**
 - A. HDA Building Research – Mr. Kevin Nishikawa and Mr. Alex Yen from Marcus & Associates presented its research and market analysis on the current value of the HDA building (possibly \$3M), other similar properties available for purchase if HDA were to buy/rent, and the best “type” of buyer (entity similar to HDA). Marcus recommends putting the building out on the market at \$4M (starting high). Per the BOT motion in Dec 2019, Marcus conducted “quiet” research into any possible buyers into the

building, without putting the building officially on the market. Though difficult, there might be four prospective buyers.

- B. 2020 Legislative Session – Ms. Melissa Pavlicek from Hawaii Public Policy Advocates introduced herself to new board members and reviewed the start of the legislative session – these are the primary issues/bills that the Legislative Program is monitoring:
- i. Dental Assistants – the Sunrise study leading to a request for the creation of a Task Force (HB 2100) versus SB 2584 which spells out the regulations.
 - ii. Dental Therapists (HB 1806) introduced by Rep Takumi, which HDA opposes. ADA approved up to an additional \$40K for a public relations firm and possibly an additional lobbyist. This bill was not heard, but we continue to monitor.
 - iii. Sen Karl Rhoads introduced SB 2997 on community water fluoridation, which was heard on Feb 12. Although the bill did not pass, perhaps in the off session, HDA can meet with other oral health stakeholders to increase education. Other fluoride bills are not moving forward.
 - iv. The Adult Dental Medicaid bill continues to move through the legislature but it will go in front of the Finance committee.
 - v. HDA continues to support banning of tobacco products and has been sending in written support testimony.
- C. Endorsement Program – Dr. Alan Fujimoto, Chair of the Endorsement Program, presented three motions for the Board: The first motion for the BOT is to accept the agreements with TDIC, Central Pacific Bank, CareCredit, and ADA Business Member Advantage. MOTION Passes.

His second motion is to request that all affinity agreements be first reviewed and vetted by the Endorsement Program and then presented to the BOT for its vote and acceptance, and then signing by the current President and Executive Director. MOTION Passes.

His last motion is to request the renewal of the ADABEI agreement but not to include those products or services that may interfere with our possible signing with Henry Schein One (HS1). Members discussed the process, benefits, and ramifications of renewing with ADA and the possibility of signing up with HS1.

Dr. Patsy Fujimoto is amending the motion that the BOT vote electronically with recommendations from the Endorsement Program of which products and services HDA should consider, by March 15. MOTION with Amendment Passes.

- 4. Review and Approval of Proposed Agenda – Approved.**
- 5. Review and Approval of Consent Agenda –** President Leong asked if members wanted to pull any of the reports off of the Consent Agenda. The DEP and Dental Benefits Providers Task Force reports were pulled and will be discussed under their strategic plan goals.
- 6. Review and Approval of Oct 10, 2019 and Dec 30, 2019 Board and Executive Minutes – Approved.**
- 7. Organizational Updates**
 - A. 2020 President-Elect Status – Dr. Chris Lee updated the BOT about the search for a President-Elect nominee after Dr. Norman Chun resigned. After extensive

conversations with several members, Drs. Patsy Fujimoto and Gary Yonemoto have accepted the nominations for the 2020 PE position. Therefore, President Leong will need to call a special election of the Nov 2019 House of Delegates to vote. President Leong would like to notify the Nov 2019 delegates about the PE vote on Feb 14, push out the vote on Feb 24, allow delegates to vote until Feb 28 via email, tally on Feb 29, and announce the new 2020 President-Elect on Mar 1.

- B. 2020 Nominating/Awards Committee – A Motion was made to select Dr. Wes Sato as the BOT member. MOTION Passes. The Young Dentist Group will nominate a young dentist.
 - C. 2020 Executive Director Compensation Employment Committee – A Motion was made to vote in Dr. Robert Baysa as Chair. MOTION Passes. A Motion was made to select Dr. Jackie Lum as the BOT representative. MOTION Passes. The Hawaii Dental Association Foundation is charged with identifying a member to serve on this committee as the At-large member.
 - D. Strategic Planning Schedule – Dr. Patsy Fujimoto informed the BOT of the schedule to refresh the strategic plan with the ADA. Ms. Jeanine Pekkarinen, ADA’s Client Outreach Services liaison for Hawaii, will conduct the refresh at the July BOT meeting. A survey will be sent out to the BOT in preparation. Ahead of that, the May 7th BOT will include a webinar with ADA leaders – that meeting venue will move to Velocity.
 - E. Review of Financial Statements – Treasurer Sean Holliday reviewed the financials ending Nov 2019. The ADA reimbursement will help to pay for the expenses in 2019. The Financial Program will work on the reserve policy and strategies to replenish the reserves should reserves be used. The financial statements were approved.
- 8. Board Orientation** – President Leong highlighted particular parts of the orientation: The Organizational Chart – utilization of committees, programs, and task forces. Conversations were held about the utilization and sunseting of Task Forces. There is a possibility that the Dental Benefits Providers Task Force will evolve into a Program.
- 9. Discussion on Strategic Goal #1: Membership** – Convention Chair Dr. Jaclyn Lum sought different strategies to try for the Convention. Life members should not go to courses for free, but perhaps at a discount. Is there a model that could work better than our current model? We need to keep exhibitors if the convention is to make money - what do we consider the Convention to be: revenue generator or a member experience? The California Dental Association already includes the convention in their member dues – is this something we want to consider? Could HDA co-sponsor the Convention with another entity (similar to ADA)? On the registration form, let’s ask what their work environment is – group practice, private practice. Would we consider a young/new dentist tract – similar to ADA?
- 10. Discussion on Strategic Goal #2: Community** – With the dental therapist bill in front of the legislature, the BOT discussed access and needs. In 2014, HDA mapped out the Medicaid dentists and FQHCs for dental access – can we refresh that data? There was a question about the CDHC program at KCC; the program has just started.
- 11. Discussion on Strategic Goal #3: Advocacy** – The Adult Dental Medicaid pilot project is not a go due to funding. Dr. Dayton Lum clarified that HDS is named in the nationwide lawsuit against Delta Dental, with an amended pleading to be filed soon. HDA was granted \$18,000 from the ADA SPA FIIST program for the Dental Benefits Providers Task Force work.

12. Brainstorming

A. Building Ideas – Questions arose for discussion: “How many units do we need to rent in order to at least break even?” or “Can we keep the building for HDA and just build it out for HDA use only?” These questions will be punted to the Task Force to research: buy, sell, or keep the building for ourselves. Motion was made to convert the Building Task Force to Building Program. MOTION Passes.

Dr. Anthony Kim, on behalf of the Building Task Force, made a request to re-allocate the \$5K (for the renovations of the lobby and hallway) to replace the security camera equipment. The Motion was made to spend that money on the security camera equipment replacement. MOTION Passes.

B. President Leong would like to see research on “health insurance” benefits/services. This can be found on the operational plan under Membership. The Endorsement Program will be charged with this research.

13. Announcements

- A. The next Board of Trustees is on Thursday, May 7, 8:30AM, at Viaggio, 888 Kapiolani Blvd (change in venue).
- B. Calendar of 2020 Meetings – Members are to review.

14. Adjournment – there being no further business, President Leong adjourned the meeting at 1:24PM.

Respectfully Submitted,

Dr. Carla Fukumoto
Secretary