



**EDPAC Board of Directors Meeting
February 7, 2017
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The EDPAC Board of Directors met on Tuesday, February 7 at the Empire State Plaza, Legislative Office Building, Albany, New York, in conjunction with NYSDA's Advocacy Day. The following members were in attendance: Drs. Michael Breault, Vice Chairman; Mark Bauman, Secretary; Lawrence Volland, Immediate Past Chairman/ADPAC Second District Trustee. Component Chairs: Drs. Robert Peracchia (NY); Geoffrey Gamache (3); G. Kirk Gleason (4); Howard Warner (6); Charles Travagliato (8); Duraïd Sahawneh (9); Viren Jhaveri (Q) and Kerry Lane (S). At-Large Members: Drs. Maria Maranga (S); John Nasca (8); Matthew Neary (NY); David Shipper (NY) and James Soltys (7). Ex-Officio Member: Dr. Chad Gehani, ADA Second District Trustee. Also in attendance were: Dr. Richard Andolina, NYSDA President/ADPAC Chairman; Dr. Paul Leary, NYSDA Board of Trustees Liaison; Mr. Roy Lasky, Consultant and Ms. Beth Wanek, Administrative Director.

Chairman Joel Friedman had directed Vice Chairman Michael Breault to chair the meeting in his absence. Dr. Breault welcomed the Board members and called the roll.

Consultant's Report: Mr. Lasky gave an overview of some of the meetings the NYSDA Board attended with several key leaders of the NYS Senate and Assembly. He said that they were good meetings and the legislative leadership was very receptive. Overall he felt that the event was a success noting that the EDPAC Board, NYSDA Board of Trustees, NYSDA Council on Governmental Affairs, and students from all five dental schools were able to meet with several legislators to discuss issues such as the scope of practice bill, and student debt.

Mr. Lasky also distributed a draft letter for the 2017 Capitol Club campaign to the Board for review. He asked the Board to send the approved copy to Ms. Wanek as soon as possible so that she can move forward with the direct mail campaign.

Dr. Lane suggested that it may be beneficial to offer an installment payment option to members who join the Capitol Club Liberty Level (\$500), noting that more members may opt join at this level if there is an option to pay over time. Vice Chairman Breault directed Ms. Wanek to see if this is a feasible option to pursue.

He recently attended the ADA Lobbyist Conference in Lake Tahoe and informed the Board that it was a very worthwhile event. He commended ADA for its successful

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grassroots program and noted that we need to improve grassroots efforts in New York State so as to involve more dentists in political activity at the local level, especially in the NY/Metropolitan area. The Board should make every effort to encourage more members to attend local fundraisers.

Dr. Breault asked the Board for its comments on whether the Advocacy Day was a worthwhile event. Overall, the feedback was positive. Most members were able to meet with their assembly member and/or senator, noting the importance of establishing relationships with their representatives. The Board also commended the dental students on how well prepared and educated they were when discussing issues with their legislators.

Dr. Maranga recommended that a follow-up survey be developed and sent to the dental students.

ADPAC Report: Dr. Volland gave an overview of the ADPAC contributions received to date. The total has decreased slightly compared to February 2016, but he is confident that New York will once again be the highest state contributor to ADPAC. He emphasized that it is incumbent for each member of the Board to join the ADPAC Capitol Club. He also reported that the ADPAC Board of Trustees recently had its winter meeting. The Board's terms of political action remain unchanged. Lobbying efforts are going full steam but obviously there is much uncertainty with the new administration. He also reported that ADPAC's townhouse in Washington DC has been through extensive renovations which will be scheduled to be completed in March. He encourages everyone attending the Washington Leadership Conference this year to take a tour of the townhouse.

Dr. Andolina gave a report on recent events and activities he is involved with as Chairman of ADPAC. A detailed report is attached.

Discussion of Future ADPAC Board Meetings: The Board discussed whether it would hold another in-person meeting in 2017 or whether the business of the Board could adequately be addressed via conference call. Most of the Board members agreed that a conference call would suffice but decided to defer the decision until later in the year.

There being no further business to discuss, the meeting adjourned at 4 p.m.

ADPAC Chairman Report to EDPAC

February 7, 2017

The ADA Council on Governmental Affairs (CGA) and ADPAC must work together for maximum effectiveness. There are over 3000 Federal Bills that are introduced each year that can impact dentistry, necessitating that our Washington office and CGA to monitor all of those bills. Then to effectively advocate on our profession's behalf, ADPAC competes with 76,000 other entities in DC. Both entities have monumental tasks.

So what's happened since I last reported to you in December – a lot! Saying that the time has been interesting and challenging is an understatement. Obviously with the recent election, the change in power, and the joining with the students at Lobby Day, we have faced and are continuing to face numerous challenges. But we are confident that with the assistance of our extremely competent and dedicated Washington office, there will only be great accomplishments in the future. They are all tremendous and we are so fortunate to have them working with us.

Obviously, one of the highlights since our last meeting was adding a fourth dentist to Congress - Dr. Drew Ferguson of Georgia. ADPAC contributors deserve a lot of credit. While he had so much going for him, it's very likely that without the help of the independent expenditures (IE) committee, he may never have made it. It's also possible that we may not have even three dentists as members of Congress

With our support, we continue to send the same message to other factions - dentistry supports our own. We work hard and invest in keeping our dentists in Congress and continually look to add quality dentists to the ranks. Because of our successes, these other outside entities will think twice before they spend money trying to derail us.

In November, we participated in the annual Medical/Dental PAC (MADPAC) meeting in New Orleans. Past ADPAC chair, Bruce Hutchison, Jerry Bird (Chair Elect), Sarah, and I presented on the successes of ADPAC, particularly discussing our fundraising at the annual session and the effectiveness of our IE efforts. In discussing ADPAC's success year to year, it was obvious that we were a resource and the big gorilla in the room.

On December 1-3, I attended and presented at the 31st ADA Lobbyist Conference in Lake Tahoe with Roy Lasky and members of the ADA Washington Office including Mike Graham. Also in attendance were other lobbyists and leaders from around the country. Also present was ADA President Gary Roberts.

- Roy had been present at the initial Conference 31 years ago and did a great job in discussing the history of advocacy at the NYSDA level and gave numerous kudos to ADPAC for their grassroots efforts over the years.
- It was a tremendous eye opening event where members of the group spoke and gave insight on successes and failures in their regions along with issues they will be facing.

Two weeks ago we held our ADPAC winter meeting. Obviously, one of the main issues discussed was regarding the upcoming ADA Dentist and Student Lobby Day in late March.

As you know, our main function is supporting those legislators and candidates that support us and getting more dentists in Congress. What's the main emphasis we have to take? Money!! We are continually trying to increase what we have to be even more effective. We've seemed to plateau at just under \$2 Million per year. So we are still working on strategies to improve this. One of the strategies that we're exploring is the use of targeted social media and an online presence. We presently have our consultants working on this and we must be certain that if and when it is rolled out, we have no FEC concerns. More about this in the future.

I should mention that we spent our money wisely in this past election with a very high success rate of supporting winners and friends in the legislature. I'm certain that we will go over the numbers in the meeting. We also embarked on an effort to increase dentists' percentage registration to vote by targeting an area of the country. Peter Aiello will present the results in this meeting. We spent a sizable amount of money on this effort and I think you will see that we spent it wisely.

So what are our intentions to focus on in the future in addition to those already mentioned? The following are some of them:

1. Having a highly successful ADA Dentist and Student Lobby Day. I know this topic will be discussed at the meeting, so I won't discuss it here other than to say a lot of time and energy has been and will be spent on it especially by our Washington Office staff. There will be much placed on CGA and ADPAC board members to help us make this a resounding success.
2. Getting our House of the Hill operational. ADA's increased presence as both a player and a resource for legislators will definitely pay dividends in the future. I'm certain that Mike will update you on this.
3. Improve the selection process of ATL's by the districts and thus increase the number and quality of home fundraisers.
4. Increasing our presence in the dental schools and residency programs to groom our future leaders. We must impress on them the importance of advocacy.
5. Expand our Alumni membership - Club 137. It's too easy to forget about them once they are off the Board
6. Look at other strategies to increase our "war chest". As I stated earlier in this report, we've reached a plateau and we must find other ways to reach out to our members. We need to be the #1 Healthcare PAC.
7. Look at other possibilities to use our IE money. This may help forge new alliances with other professional entities.

Respectfully submitted,

Rick Andolina, ADPAC Chair