



**EDPAC Board of Directors Meeting  
November 18, 2016  
MINUTES**

The EDPAC Board of Directors met on Friday, November 18, 2016 at the New York Marriott Eastside Hotel in New York City. The following members were in attendance: Drs. Joel Friedman, Chairman; Michael Breault, Vice Chairman; Joseph Caruso, Treasurer; Mark Bauman, Secretary; Lawrence Volland, Immediate Past Chairman/ADPAC Second District Trustee. Component Chairs: Drs. James Doundoulakis (NY); Raymond Flagiello (2); Gary Wadhwa (3); G. Kirk Gleason (4); William Karp (5); Charles Travagliato (8); Duraid Sahawneh (9); Albert Granger (N); Kerry Lane (S) and Paul Hertz (B). At-Large Members: Drs. Robert Doherty (9); Steven Gounardes (2); Amarilis Jacobo (B); Maria Maranga (S); John Nasca (8); David Shipper (NY); James Soltys (7) and Howard Warner (6). Ex-Officio Member: Dr. Chad Gehani, ADA Second District Trustee. Also in attendance were: Dr. Richard Andolina, NYSDA President/ADPAC Chairman; Dr. Mark Feldman, NYSDA Executive Director; Dr. Paul Leary, NYSDA Board of Trustees Liaison; Ms. Nancy Mo, ASDA District II Advocacy Coordinator; Mr. Roy Lasky, Consultant and Ms. Beth Wanek, Administrative Director.

Chairman's Report: Dr. Friedman called the meeting to order at 10 a.m. He welcomed the members of the Board and called the roll. Absent were Drs. Robert Giannuzzi (6); Neal Levitt (7); Viren Jhaveri (Q) and John Comisi, Chairman of the NYSDA Council on Governmental Affairs. He gave an overview of the agenda then discussed the reports regarding EDPAC contributions collected this year (Attachments 1-4). He noted that while the overall total was down this year, Capitol Club contributions did exceed the amount collected in 2015. He also noted that the number of legislative contributions increased over 2015's distribution, which is common in an election year. He stressed how important it is that NYSDA leaders are members of the Capitol Club's higher level, the Liberty Level, or, at least, members at the Honor Roll level. Dr. Friedman commended the Fourth, Seventh and Eighth districts for personalizing the solicitation sent to their component members. This extra effort has increased the number of Capitol Club members in these components. He encouraged other component chairs to follow their lead if possible.

Dr. Friedman noted the importance of supporting our national agenda via ADPAC. There are many issues of concern to dentistry, such as student loan reform, Child Health Insurance Program (CHIPs) and Obamacare. Finally, he thanked the Nominating Committee for selecting him to serve another two-year term as EDPAC Chairman.

Treasurer's Report: Dr. Caruso presented some of the issues he addressed this year, one being reports to the Board of Elections. He has been working with staff to ensure that all reports required by the Board are filed on time. He gave an account of the

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expenses incurred this year (Attachment 5) and how they compared to the Budget (Attachment 6). He pointed out that to date, administrative expenses are approximately 30% below the projected budget, but anticipates an additional \$13000 in expenditures by year end. He commended Roy for his management of the many contributions distributed by EDPAC.

Finally, Dr. Caruso presented a 2017 budget for the Board's review, noting that it is in keeping with the 2016 Budget. He asked the Board to consider giving the administrative director a 3% raise beginning in 2017. After discussion, the Board approved the increase. Dr. Friedman called for a vote to adopt the budget. The motion was adopted (Amended Budget Attachment 7).

The Board discussed ways to collect EDPAC contributions at component meetings. The Ninth District uses EDPAC's credit card swiper at its association meetings. Other options were discussed, including use of the "Square" credit card reader. Dr. Volland told the Board that the swiper was purchased during his chairmanship after considering other options. He had determined that the swiper terminal was the best and most convenient option for processing payments and for record keeping, since it instantaneously prints payment receipts. He also said that the swiper is available for use by all of the components. He encouraged them to contact Beth at headquarters and she will arrange to have it sent to them at no cost to the component.

Report of the NYSDA Council on Governmental Affairs: Dr. Friedman informed the Board that Dr. John Comisi, chairman of the Council on Governmental Affairs, was unable to attend the meeting and directed the Board to the minutes of the Council meeting and a summary of legislative activities from the 2016 legislative session (Attachments 8-9).

ASDA Update: Ms. Nancy Mo, ASDA District II Advocacy Coordinator, presented ASDA District 2 and Columbia ASDA Chapter updates to the Board:

**ASDA District 2:** Advocacy is heavily emphasized through both district and national ASDA efforts. In fact, it has been a major focus at every conference. She said their advocacy chair and legislative co-chairs strive to work closely within the tripartite system to promote engagement and excitement. They are especially excited to be able to work with NYSDA on its 2017 Lobby Day in Albany and are coordinating planning with Dr. Mark Feldman. She anticipates a large contingency of students will attend and noted that it will be a valuable experience for everyone.

#### **Columbia ASDA Chapter Fall 2016:**

- New York County Dental Society (NYCDS): Student Legislative Day with Dr. Ben Aschheim on Forensics Odontology, Fundraiser Reception for Congresswoman Carolyn Maloney, Caries Management CE Event, student representation on NYCDS Board Meetings.
- Legislative Committee Kickoff Event.
- ADA ADPAC Drive with Dr. Chad Gehani and Dr. Joel Friedman.

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- ADA Success Program in December.
- Launched Columbia's first-ever "Advocacy Academy Seminar Series-Certification Program." Both national ASDA (Council of Advocacy) and the CDM administration recognize this certificate as a valuable demonstration of an individual's meaningful interest and engagement in advocacy, organized dentistry, and legislative matters that affect the dental profession. Recipients must attend a minimum of five events held by the Legislative Committee and submit an article to the Editorial Committee about their experience, in order to receive the certificate.

Dr. Friedman commended Ms. Mo and thanked her for a very informative report.

Consultant's Report: Mr. Lasky provided an overview of this year's political activity in Albany and election results at all levels. The political environment is complex and fluid, unlike in past years. He reported that the Republicans had a good year and retain the majority in the NYS Senate. However, the Independent Democratic Coalition, headed by Senator Jeffrey Klein from the Bronx, has increased its members from five to seven and has a large influence on which party holds the majority in the Senate. Mr. Lasky noted that NYSDA has very good relations with everyone on all sides of the aisle.

He emphasized the continuing need to improve grassroots efforts to involve more dentists in political activity at the local level. He commended Drs. Maranga, Lane and Leary for arranging a "meet and greet" in Suffolk County for Senators Flanagan, Young and Croce. The event was well attended by several of Suffolk County Dental Society's leaders. He also noted that Dr. Maranga hosted an event for Congressmen Lee Zeldin. He also commended Dr. Michael Shreck, NYSDA Trustee from Nassau County, for hosting an event for Todd Kaminski, Assembly candidate, who subsequently won the election. Dr. Andolina held an event for Assemblyman Joseph Morelle and another for Senator Richard Funke. Dr. Jacobo is very active in the Bronx County Democratic Party and has great relations with many of the Bronx County legislators. He stressed to the Board the importance of members attending local fundraisers. He noted that Dr. Andolina attended several fundraisers in his area with local dentists. He said some inroads have been made in this area, but much more needs to be done. Finally, Mr. Lasky provided an overview of this year's contributions and addressed questions from the Board members.

ADPAC Report: Dr. Andolina and Dr. Volland each presented an in-depth report addressing activities occurring at the national level. Their reports are appended to these minutes (Attachments 16 – 17).

#### Component Reports:

Second District: Dr. Raymond Flagiello reported that the Second District is very politically active. He said that Second District members attended several local fundraisers, noting that they have good relationships with many of their state and congressional representatives. Dr. Flagiello was pleased to present a \$5,000 contribution to EDPAC from the Second District. Dr. Friedman thanked Dr. Flagiello

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and the Second District for its generous contribution to EDPAC. (\*This is the fourth year that Second District contributed \$5,000 to EDPAC.)

Third District: Dr. Wadhwa said the district was making every effort to encourage more member involvement.

Fourth District: Dr. Gleason reported on election results in his district. He, Dr. Breault, Dr. Bauman and Dr. James Galati, NYSDA Board member, have excellent relationships with newly elected Senator James Tedisco, Senator Kathy Marchione and her chief of staff, as well as incumbent House Representatives Paul Tonko and Elise Stefanik, and newly elected Representative John Faso. Dr. Gleason was pleased to report that the Fourth District did well in Capitol Club participation again this year. He attributes this to personalizing the Capitol Club solicitation letters that are mailed to members in February.

Fifth District: Dr. Karp informed the Board that the solicitation mailed to Fifth District members now has multiple signers. The Fifth District is vast in size and he feels that the response is more favorable if the members recognize and/or know the signers.

Sixth District: Dr. Warner presented his report on behalf of Dr. Robert Giannuzzi. Dr. Warner announced that Dr. Giannuzzi is retiring after many years of service on the EDPAC Board. He will succeed Dr. Giannuzzi as component chairman from the Sixth District in 2017 and will make every effort to continue the excellent job that Dr. Giannuzzi has done while serving on the Board.

In Broome County, Senator Frederick Akshar (R) and Assemblywoman Donna Lupardo (D) were reelected to the NYS Legislature. Claudia Tenney (R) will leave the Assembly and replace Representative Richard Hanna (R) in the House of Representatives, who has retired. The Sixth District has a new executive director, Ms. Nicole Bruster, who replaced Dr. Alfonso Perna after 25 years of wonderful service.

The Sixth District has 315 members, 291 are active. 32 have provided funds for the Capitol Club campaign, for 10% participation. The total amount of funds for 2016 is down approximately 10% from 2015.

Seventh District: Dr. Soltys and Dr. Andolina reported they will continue to personalize the Capitol Club solicitation with the help of Dr. Levitt. But, they go one step further and send personalized, individual "thank you" letters. The Seventh District continues to hold political events for legislators, but also makes every effort to attend as many fundraisers held locally for state assembly members and senators.

Eighth District: Dr. Travagliato submitted a written report (Attachment 12). He is new to the Board and looks forward to working with Drs. Volland and Nasca to promote the importance of the Capitol Club to the members of the Eighth District.

Ninth District: Dr. Sahawneh reported he is also a new member of the EDPAC Board, succeeding Dr. Robert Gabrielle, who died last year. He noted that he has strong personal contacts with many state and local legislators, including Senator

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Stewart-Cousins, and also with Congressman Engel. He said he looks forward to representing EDPAC at local fundraisers when needed. He also will work to promote EDPAC among the students at Touro College of Dental Medicine in Valhalla, which is located in his component.

Nassau County: Dr. Granger reported that Nassau County had a very busy political year. He has attended many fundraisers, including events for Assemblyman Charles Lavine, Senator Carl Marcellino, and Thomas Suozzi, former Nassau County Executive and member-elect of the House of Representatives, Third District, all great advocates for EDPAC. He continues to solicit donations for the Capitol Club at Nassau County general membership meetings. He uses the EDPAC table top display, which is available from NYSDA headquarters. He suggested that staff look into the cost of providing a display to each of the components to have on hand. Ms. Wanek said that she would get an estimate for this expenditure.

Queens County: Dr. Caruso reported that he and Dr. Jhaveri are working to increase Capitol Club participation in Queens County. He also noted that he attended several fundraisers for key legislators in the Queens area.

Suffolk County: Dr. Lane reported that Suffolk County sponsored a "meet and greet" at Danfords Hotel & Restaurant for Senator Croce, chair of the Ethics Committee; Senator Young, chair of the Finance Committee; and Senator Flanagan, Senate Majority Leader. The event was well-attended and very successful. He said the society sponsored a brunch for Congressman Lee Zeldin, which was also well-attended by many Suffolk County members. He was pleased, noting that a small intimate event allows the members attending to discuss several dental issues. He likes to bring non-EDPAC representatives to fundraisers and feels that including them will generate more interest in our political action efforts. He said this is part of the reason why Suffolk County's contributions to Capitol Club are 30% higher this year than in 2015. He also invites dental students and residents to EDPAC activities for the same reasons.

Bronx County: Dr. Hertz said the district continues to promote EDPAC to its members. He commended Dr. Jacobo for her immeasurable political efforts, which have provided access to many key political representatives.

Legislative Day in Albany: Dr. Feldman updated the Board about the legislative day he is planning in Albany on Tuesday, February 7. The EDPAC Board, NYSDA Council on Governmental Affairs, NYSDA Board of Trustees, the Deans from the NY Academic Dental centers and ASDA students from all of the dental schools in NY will be attending. Attendees will have the opportunity to meet with their legislative representatives; appointments will be made prior to arrival. The event will kick off on Monday evening with a dinner and keynote speaker. Tuesday morning the group will meet for a briefing, followed by visitations to legislators. The EDPAC Board of Directors and the Council on Governmental Affairs will meet on Tuesday afternoon after their legislative visits.

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Election of 2017 Officers: Dr. Friedman turned the meeting over to Dr. Granger, chair of the Nominating Committee, who reported that the committee, consisting of himself, Drs. Karp and Lane, met on September 29 and unanimously approved the following nominations for 2017 officers:

- Dr. Joel M. Friedman, Chairman (two-year term) ✓
- Dr. Michael R. Breault, Vice Chair (one-year term) ✓
- Dr. Mark A. Bauman, Secretary (one-year term) ✓
- Dr. Joseph R. Caruso, Treasurer (one-year term) ✓

The slate of officers as presented by Dr. Granger was adopted.

Nomination of 2017 Component Chairs: Dr. Friedman presented the following nominations from component dental societies for 2017 EDPAC component chairs:

- New York County – Dr. Robert Peracchia
- Second District – Dr. Raymond A. Flagiello ✓
- Third District – Dr. Geoffrey Gamache
- Fourth District – Dr. G. Kirk Gleason ✓
- Fifth District – Dr. William H. Karp ✓
- Sixth District – Dr. Howard J. Warner ✓
- Seventh District – Dr. Neal R. Levitt ✓
- Eighth District – Dr. Charles S. Travagliato ✓
- Ninth District – Dr. Duraid Sahawneh ✓
- Nassau County – Dr. Albert L. Granger ✓
- Queens County – Dr. Viren Jhaveri ✓
- Suffolk County – Dr. Kerry J. Lane ✓
- Bronx County – Dr. Paul M. Hertz ✓

The slate of district chairs was approved as presented.

Election of At-Large Board Members: Dr. Friedman presented his recommendations for 2017 at-large Board members:

- Robert Doherty (9) ✓
- Steven Gounardes (2) ✓
- Amarilis Jacobo (B) ✓
- Maria Maranga (S) ✓
- John Nasca (8) ✓
- Matthew Neary (NY)
- David Shipper (NY) ✓
- James Soltys (7) ✓

The slate of at-large members was approved as presented.

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Dr. Friedman announced that pursuant to the EDPAC Bylaws, nominees for district chairs and at-large members are subject to ratification by the NYSDA Board of Trustees. He will forward the slate of nominees to the NYSDA Board for consideration at its meeting in February.

Appointment of 2017 Executive Committee: Dr. Friedman announced his appointments to the 2017 Executive Committee:

- Steven Gounardes (2)
- Amarilis Jacobo (B)
- Neal Levitt (7)

New Business: Dr. Karp proposed having an EDPAC meeting featuring a presentation on fundraising with tips for addressing a group or an individual about why they should donate to EDPAC. Dr. Feldman said bringing in a professional facilitator may not be beneficial to EDPAC. Usually this is done for large donation solicitation and may not be cost-effective for EDPAC. He suggested instead utilizing several Board members who have been very successful in their fundraising efforts and who may be able to share ideas or even assist the newer members of the Board. The Board agreed with Dr. Feldman and decided not to pursue hiring a professional facilitator at this time. Dr. Friedman thanked Dr. Karp for his suggestion.

Dr. Maranga reported that ADPAC sends a communication to its Diamond Level members consisting of information about the Congressional/Senate races, i.e., who ADPAC supports financially, status of races, identifying Congressional representatives who support dental issues, and providing the status of legislation of interest to ADPAC. She suggested it might be beneficial to produce a similar NYS legislative communication for EDPAC members. It was noted that much of this information is already available on the NYSDA website, in The NYS Dental Journal and through daily blogs and email blasts.

Dr. Maranga, who is past president of the NYS Association of Endodontists, presented a \$1,000 contribution from the Association to EDPAC. Dr. Friedman thanked Dr. Maranga and the Association for once again supporting EDPAC. This is the fifth year that NYSAE has contributed to EDPAC. Dr. Maranga suggested that members of the Board who are specialty dentists bring EDPAC brochures and pledge forms to their society meetings to promote membership.

There being no further business to discuss, the Board adjourned at 12:45 p.m.