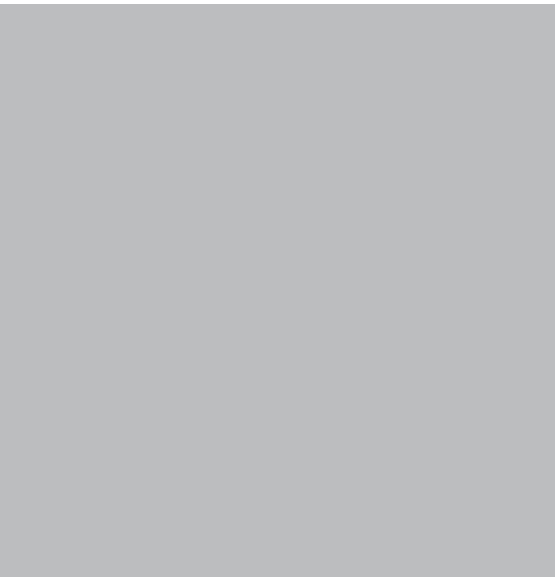
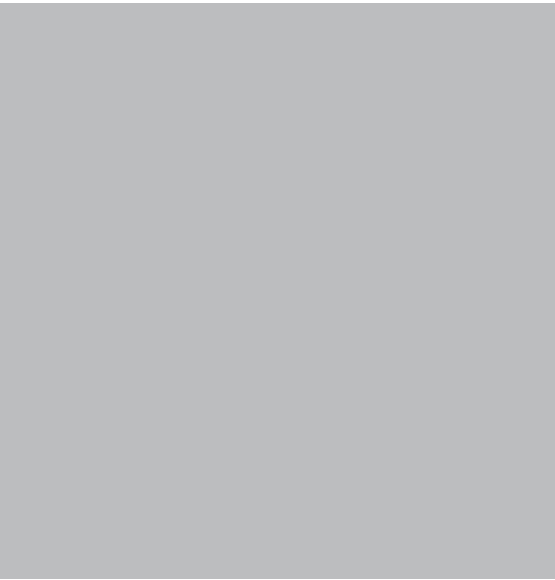


FLORIDA  
DENTAL  
ASSOCIATION

2005-2006  
ANNUAL REPORT



# GROWING STRONG, MOVING FORWARD

## GOVERNMENTAL AFFAIRS

### FDA Wins Several Key Legislative Victories

The FDA succeeds during the 2006 Legislative Session.

#### Legislative Action

- Strongly opposes Dental Lab Bill, which never makes it out of a single committee
- Supports and secures funds for partial dentures in Adult Medicaid Dental Program
- Supports funding to enhance educational opportunities for graduates of non-accredited dental schools

#### Dentists' Day on the Hill

- Attracts more than 200 dentists, students and spouses
- Speakers include then-Speaker Designate Marco Rubio, who unveils his *100 Ideas for Florida's Future* to dentistry at the event

#### Florida Dental Political Action Committee

- Reports record membership, eclipsing 50 percent threshold for second straight year.

## MEMBERSHIP

### FDA Invites Hygienists to Join

FDA adopts new membership category to encourage Florida dental hygienists to join through TEAM UP. The initiative is designed to unite all licensed dental professionals under the FDA banner. More than 100 dental hygienists have joined. Dental hygiene members receive:

- *Today's FDA* and *Today's FDA Sourcebook*
- Discounts at the Florida National Dental Convention
- A special section on the FDA Web site

### FDA Focuses on Dentists' Well-Being

The FDA Subcouncil on Well-Being develops new FDA member benefit without increasing dues. Adopted by the House of Delegates, the program:

- provides information and referral options for counseling on depression, substance abuse and general well-being issues of mind and body health
- Establishes local Practice Assistance Committees to provide office coverage for dentists who cannot cover patient appointments while in recovery

## COMMUNICATIONS

### FDA Enhances Several Publications

The FDA enhances the look and content of many of its publications:

- Launches new Web site, featuring news section, links to important bills during the legislative session, an online library and sections of the *FDA Sourcebook*
- Redesigns monthly journal, *Today's FDA*, offering more polished look and stronger, more relevant content
- Unveils sleeker, slimmer *Today's FDA Sourcebook*, and reduces printing and mailing costs by 30 percent

## LEADERSHIP

### FDA Creates Leadership Institute

The FDA Leadership Development Committee focuses its efforts on specific officer elections and developing a Leadership Institute.

- Creates nomination forms, and establishes campaign guidelines and officer review procedures implemented when the House of Delegates elects its first Speaker of the House, Dr. **Tom Floyd**, in June 2006
- Sponsors certified parliamentarian Collette Collier Trohan at June Leadership Forum on *How to Lead a Great Meeting*

## FDA SERVICES

### FDA Services Continues Steady Growth

The FDA's wholly owned, for-profit subsidiary continues to increase its revenue. In 2005-2006, gross income exceeds \$2.6 million. FDAS accomplishments include:

- Premium in force exceeds \$30,000,000 for the first time in FDAS history
- FDAS receives *Chairman Level* status from Aetna, representing Aetna's highest level of designation for any agency
- FDAS expands outside sales force by opening an office in West Palm Beach for the Atlantic Coast District

**2005-2006  
OFFICERS  
& BOARD  
OF TRUSTEES**

## FLORIDA NATIONAL DENTAL CONVENTION

### Annual Meeting Improves, Generates Additional Revenue

The Committee on the FNDC provides top-quality continuing education for dental professionals:

- Features presentations highlighting new technology and developments in digital imaging, esthetic materials, lasers and computers
- Offers “office incentive,” allowing any office registering three people to bring one additional staff member for free. This attracts 320 offices.
- Offers daily PowerPoint courses for participating dentists
- Partners with Align Technologies to offer certification courses in Invisalign. Courses generate \$34,200 additional revenue for 2006
- Increases revenue in all areas of FNDC2006, including in scientific courses and workshops; registration; and sponsorships.

## DENTAL CARE INITIATIVES

### FDA Initiates Efforts to Improve Dental Care throughout Florida

#### Dental Care

- Funds promotion of freedom-of-choice, fee-for-service, dollar-based dental plans Direct Assignment and Direct Reimbursement under brand name Pelican Dental Concepts
- Pelican boasts 99 plans, 67,000 covered lives, \$12 million in claims paid to Florida dentists
- Participates in Department of Health public health dental program to implement State Oral Health Improvement Plan and workgroup on Early Childhood Caries

#### Project: Dentists Care

- Establishes mission and goal to recruit up to 25 percent of FDA members as PDC volunteers
- Develops and distributes PDC Operations Manual to local dental society coordinators
- Holds training session at 2006FNDC for PDC coordinators and key dental association leaders and staff
- Increases publicity efforts of Give Kids a Smile, which leads to more than \$500,000 in free dental care provided to 2,122 children in 2006

## FLORIDA DENTAL HEALTH FOUNDATION

### Foundation Celebrates 25 Years

The Florida Dental Health Foundation (FDHF) makes great strides in 2005-2006.

- Renames Legacy Society to Robert T. Ferris Legacy Society
- Partners with ADA’s National Campaign for Dental Education, donating \$1 million
- Launches 25th anniversary by introducing Life Member Campaign, designed to underwrite annual foundation expenses
- Provides more than \$75,000 in grants and scholarships supporting FDA education and access-to-care initiatives
- Presents more than \$75,000 in grants, loans and services to dentists adversely affected by hurricanes

### Executive Cabinet

Dr. Alan Friedel  
*President*  
*Hallandale Beach*

Dr. Dan Henry  
*President-elect*  
*Pensacola*

Dr. Nolan W. Allen  
*First Vice President*  
*Clearwater*

Dr. Ted Haeussner  
*Second Vice President*  
*Orange Park*

Dr. Charles W. Hoffman  
*Secretary*  
*Jupiter*

Dr. Samuel B. Low  
*Immediate Past President*  
*Gainesville*

### Board of Trustees

Dr. Howard C. Bell  
*Jacksonville*

Dr. Paul L. Benjamin  
*Miami*

Dr. Gerald W. Bird  
*Cocoa*

Dr. Terry L. Buckenheimer  
*Tampa*

Dr. Harry C. Futrell  
*Panama City*

Dr. Don J. Ilkka  
*Leesburg*

Dr. John Robert Jordan Jr.  
*West Palm Beach*

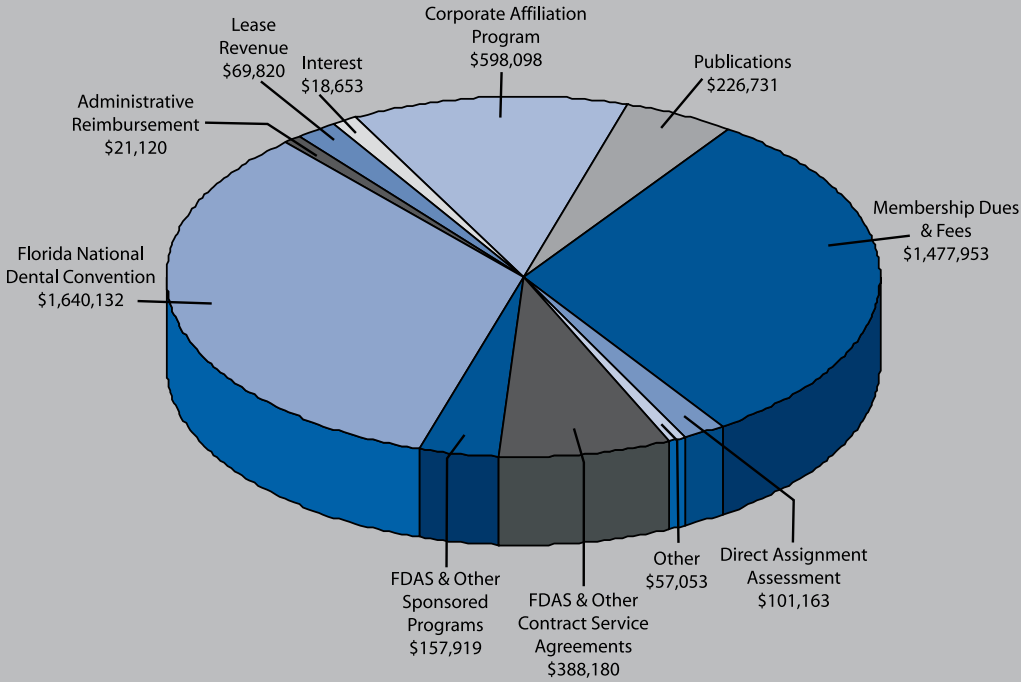
Dr. Idalia Lastra  
*Miami*

Dr. Charles D. Llano  
*Lakeland*

Dr. Mark A. Romer  
*Lauderhill*

Daniel J. Buker, JD, MS  
*Executive Director*  
*Tallahassee*

# 2005-2006 FINANCIAL PROFILE

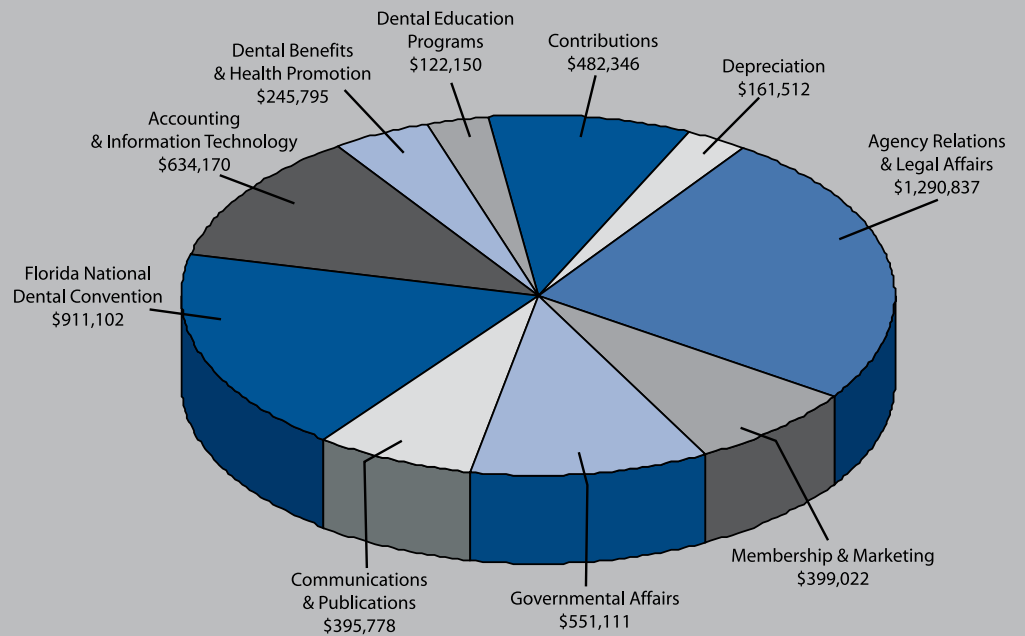


## REVENUE

Total: \$4,699,769

## EXPENSES

Total: \$5,193,823



## MEMBERSHIP VALUE

Membership dues, fees and assessments of \$1,579,116 accounted for 33 percent of the FDA's total revenue of \$4,699,769 for the fiscal year. On average, FDA members pay \$1 of every \$3 needed to support the FDA and all of its activities.