



**Wisconsin Society Orthodontists
General Membership Business Meeting**

**Blue Harbor Resort
Sheboygan, WI
September 28, 2018**

AGENDA

1. Call to Order David Mentz
2. Approval of Minutes (attachment) David Mentz
3. President's Report David Mentz
4. President Elect's Report Chip Bird
5. Vice President's Report Doug Barden
6. Treasurer's Report (attachment) Todd Rasch
7. MSO Director's Report Scott Arbit
8. MUSOD Report Dawei Liu
9. Committee Reports
 - A. WDA Liaison Committee John Kittleson
 - B. Practitioner Mentorship Committee Scott Arbit
 - C. Peer Review Steve Peterson
 - D. Membership Committee Doug Barden/Todd Rasch
 - E. Ethics Michael Inda
 - F. Smiles Changes Lives Kevin Race
 - G. Emergency Continuation of Ortho Practice Michael Gabler
10. Other Business David Mentz
 - A. Membership Dues Increase
11. Announcements David Mentz
12. Adjournment David Mentz



**Wisconsin Society of Orthodontists
General Membership Business Meeting
April 20, 2018
The Edgewater
Madison, WI**

MINUTES

Dr. Ostertag called the meeting to order at 12:25 pm. A copy of meeting minutes from October 13, 2017 were distributed. No changes were noted. Upon motion made and seconded, the meeting minutes were approved.

President's Report

Dr. Ostertag thanked everyone for attending the conference and recognized the vendors for their support.

President Elect's Report

Dr. Mentz attended the AAO Leadership Training where an update on the CAP program was shared with attendees. The program has been in existence for 12 years and was designed to create awareness about the orthodontic specialty. All marketing is done digitally now. Previously there was a lot of print material available to members. The AAO has a new website that's geared toward consumers. Attendees were reminded to update their contact information if it's changed recently. According to the AAO marketing team, there has been a significant increase in visitors to the AAO website looking for orthodontists in Wisconsin. Social media posts have increased as well. The WSO was one of 19 states that applied for the CAP grant. A total of \$25K (including the match) has been spent so far. The WSO is eligible for a total of \$44K. The HOD will be deciding whether or not to continue the program at their next meeting in mid-May. The result of the vote will be shared with WSO members via eblast. If the program continues and feedback from WSO members is positive, the WSO Board will include this information as part of their budget discussion in June.

Vice President's Report

Dr. Bird shared plans for 2018 Fall Conference being held at the Blue Harbor Resort in Sheboygan, September 28-29. Dr. Ilya Lipkin will be the speaker.

The 2019 Spring Conference will feature Dr. Doug Knight. The Journeyman Hotel in Milwaukee is the potential venue with dates of either April 5 or 12.

Treasurer's Report

A copy of the financials as of September 30, 2017 were distributed. Dr. Barden reviewed the highlights. Total income is 60% of budget. Both membership dues and exhibitor support are on track with budget. Expenses are 46% of budget. Current net assets total \$45,414 – roughly \$10,000 less than the previous YTD. This reflects the reserves drawn to participate in the first portion of the AAO marketing activity. Without spending additional funds on the marketing campaign, we expect to end the year with a small operating surplus which will maintain our total net assets above the board minimum of 6 months of operating expenses.

MSO Director's Report

Dr. Ostertag recognized Dr. Arbit for his contributions to the Society.

Dr. Arbit provided an update on MSO and AAO activities. Attendees were encouraged to read the consumer report that was distributed during the meeting. Members can refer to the website for additional information.

The 2018 AAO Annual Session will be held May 4-8, 2018 in Washington, DC. Anyone interested in learning more about Smiles Changes Lives, let Dr Arbit know.

MUSOD

Dr. Liu thanked the WSO members for their continued support of the residents and shared an update on recent activities at Marquette University. Anyone with openings should let him know or reach out to the residents directly. MUSOD will celebrate 55 years on October 18th. Please make plans to attend the celebration!

Nominations and Elections

The proposed slate of candidates was presented to members:

President – David Mentz
President-elect – William (Chip) Bird
Vice President – Doug Barden
Secretary/Treasurer – Todd Rasch
Trustees – Todd Connell, Pam Hanson, David Kennedy
MSO Director – Mike Maslowski

No nominations were presented from the floor. Upon motion made and seconded, the slate of candidates was approved.

Recognition

Dr. Mentz recognized Dr. Ostertag for his service to the Society and presented him with a plaque.

Be sure to wish Dr. Larry Johnson a Happy Birthday!

Other Business

No other business was brought forward.

Adjournment

Upon motion made and seconded, the meeting adjourned at 12:55 pm.

Wisconsin Society of Orthodontists
P&L Statement - YTD
June through August 2018

	<u>Jun - Aug 18</u>	<u>Jun - Aug 17</u>	<u>% Change</u>
Income			
40100 · Membership Income			
40101 · Active Member	14,575.04	16,289.63	(10.53%)
40105 · Life Active Member	383.32	433.32	(11.54%)
Total 40100 · Membership Income	<u>14,958.36</u>	<u>16,722.95</u>	<u>(10.55%)</u>
40200 · Event Income			
40202 · Exhibitor Registration Fee	8,000.00	3,800.00	110.53%
40209 · Miscellaneous Events Income	0.00	200.00	(100.0%)
Total 40200 · Event Income	<u>8,000.00</u>	<u>4,000.00</u>	<u>100.0%</u>
40400 · Other Income			
40409 · Miscellaneous	1.79	16.07	(88.86%)
Total 40400 · Other Income	<u>1.79</u>	<u>16.07</u>	<u>(88.86%)</u>
Total Income	<u>22,960.15</u>	<u>20,739.02</u>	<u>10.71%</u>
Expense			
51000 · Fees and Registration			
51100 · Credit Card Fees	275.05	282.50	(2.64%)
51200 · Bank Fees	0.35	0.00	100.0%
Total 51000 · Fees and Registration	<u>275.40</u>	<u>282.50</u>	<u>(2.51%)</u>
53000 · Promotion			
53400 · Website	0.00	22.19	(100.0%)
53700 · Donations	0.00	500.00	(100.0%)
Total 53000 · Promotion	<u>0.00</u>	<u>522.19</u>	<u>(100.0%)</u>
54000 · Supplies			
54100 · Office supplies	0.37	0.46	(19.57%)
54300 · Copies	3.05	7.40	(58.78%)
54400 · Postage	103.29	122.72	(15.83%)
54600 · Printing/Publishing	317.10	197.40	60.64%
Total 54000 · Supplies	<u>423.81</u>	<u>327.98</u>	<u>29.22%</u>
55000 · Outside Services			
55200 · Management Services	3,000.00	3,000.00	0.0%
Total 55000 · Outside Services	<u>3,000.00</u>	<u>3,000.00</u>	<u>0.0%</u>
Total Expense	<u>3,699.21</u>	<u>4,132.67</u>	<u>(10.49%)</u>
Net Income	<u><u>19,260.94</u></u>	<u><u>16,606.35</u></u>	<u><u>15.99%</u></u>

Wisconsin Society of Orthodontists
Balance Sheet
August 31, 2018

	<u>Aug 31, 18</u>	<u>Aug 31, 17</u>	<u>% Change</u>
ASSETS			
Current Assets			
Checking/Savings			
10100 · Cash and Cash Equivalents			
10110 · Johnson Bank Ckg***6887	18,980.59	25,258.06	(24.85%)
10130 · Money Market (\$15000 Min) *8592	24,913.77	30,079.63	(17.17%)
Total 10100 · Cash and Cash Equivalents	<u>43,894.36</u>	<u>55,337.69</u>	<u>(20.68%)</u>
Total Checking/Savings	43,894.36	55,337.69	(20.68%)
Other Current Assets			
10400 · Prepaid Expenses			
10430 · Prepaid Conference Expenses	1,500.00	1,000.00	50.0%
Total 10400 · Prepaid Expenses	<u>1,500.00</u>	<u>1,000.00</u>	<u>50.0%</u>
Total Other Current Assets	<u>1,500.00</u>	<u>1,000.00</u>	<u>50.0%</u>
Total Current Assets	<u>45,394.36</u>	<u>56,337.69</u>	<u>(19.43%)</u>
TOTAL ASSETS	<u>45,394.36</u>	<u>56,337.69</u>	<u>(19.43%)</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
20000 · Accounts Payable	(999.06)	(803.63)	(24.32%)
Total Accounts Payable	<u>(999.06)</u>	<u>(803.63)</u>	<u>(24.32%)</u>
Other Current Liabilities			
21000 · Prepaid Conf Fees			
21010 · Prepaid Registration Fees	(300.00)	0.00	(100.0%)
Total 21000 · Prepaid Conf Fees	<u>(300.00)</u>	<u>0.00</u>	<u>(100.0%)</u>
Total Other Current Liabilities	<u>(300.00)</u>	<u>0.00</u>	<u>(100.0%)</u>
Total Current Liabilities	<u>(1,299.06)</u>	<u>(803.63)</u>	<u>(61.65%)</u>
Total Liabilities	(1,299.06)	(803.63)	(61.65%)
Equity			
32000 · Unrestricted Net Assets	27,432.48	40,534.97	(32.32%)
Net Income	19,260.94	16,606.35	15.99%
Total Equity	<u>46,693.42</u>	<u>57,141.32</u>	<u>(18.28%)</u>
TOTAL LIABILITIES & EQUITY	<u>45,394.36</u>	<u>56,337.69</u>	<u>(19.43%)</u>