

Report No.	17	New <input checked="" type="checkbox"/>	Substitute <input type="checkbox"/>	Amendment <input type="checkbox"/>
Submitted By:	NYSDA Support Services			
Date Submitted:	May 7, 2026	Reference Committee <input type="checkbox"/>	Direct to House <input checked="" type="checkbox"/>	
Total Financial Implication:	\$ none			
Amount One-time	\$ none	Amount On-going	\$ none	

Report of NYSDA Support Services

1 NYSDA Support Services (NSS) is the business services subsidiary of NYSDA that
 2 seeks opportunities to enhance the value of NYSDA membership. In this role, the Board
 3 of NSS identifies potential programs, evaluates businesses involved with these program
 4 areas, formulates mutually beneficial contracts and negotiates on behalf of its sole
 5 client, NYSDA.

6
 7 The Board will meet via video conference this spring. At its December meeting, the
 8 Board considered a proposal from ADA-endorsed Compliancy Group for HIPPA
 9 compliance. There was interest in pursuing this partnership to help fill the gap left by the
 10 termination at the end of 2024 of our endorsement with Abyde. The Board also
 11 considered a proposal from HR for Health, a full-service HR software company for
 12 dental practices that coordinates HR management and provides labor compliance and
 13 payroll processing. Because NYSDA's Board is currently considering engagement with
 14 a professional employer organization (PEO), whose slate of available products includes
 15 similar compliance services, the decision on endorsement was postponed to avoid
 16 duplication and, ultimately, competing, services.

17
 18 It is unfortunate to report that endorsed vendor Henry Schein One has elected to end its
 19 endorsement for e-prescribing at contract termination in September 2026. As NYSDA
 20 struggles to maintain members, there is a ripple effect on endorsements, as our market
 21 share now reflects less than 60% of dentists in the state. We are heartened by
 22 improving membership numbers and hope that it results in increased participation in our
 23 endorsed services.

24
 25 Our two biggest revenue-producing services continue to be the CareCredit patient
 26 payment service and the Bank of America practice lending program. Members seem to
 27 find good value in both of these programs.

28
 29 In March of this year, NSS paid a \$150,000 dividend to its sole shareholder, NYSDA. In
 30 addition, we reimburse NYSDA \$90,000 for the operating services it provides to NSS.
 31 In addition, NSS contributes \$5,000 to help underwrite the President's event at the
 32 NYSDA annual House of Delegates Meeting. No NSS monies are paid to staff nor
 33 given as honoraria to the Board or other volunteer members.

34

35 The current NSS Board is composed of the following:

36 Dr. Dimitrous Kilimitzoglou – Chairman (2-2026)

37 Ms. Jeanne Deguire – President (EO)

38 Dr. Tricia Quartey-Sagaille (2-2026)

39 Dr. Mina Kim (2-2028)

40 Dr. Mario Silvestri (2-2028)

41 Dr. Young Son (1-2029)

42 Dr. Jacqueline Szczupakowski (1-2029)

43 Dr. Paul Leary (NYSDA Secretary-Treasurer) (EO)

44 Mr. Michael Herrmann – (NYSDA Executive Director) (EO)

45 At-large Board members may serve up to two (2) three-year terms. The term of office is
46 noted after each person's name. The first number represents whether that member is in
47 their 1st or 2nd term, while the second number indicates the year through which that term
48 runs. "EO" members serve by virtue of their position, or ex-officio.

49

50 We welcome suggestions from the NYSDA leadership on new opportunities for
51 endorsed services, as well as suggestions for additions to the Board.