

2024 Resolutions and Assignments

HOD Resolution/Report Number (Based on Submission Date)	Reference Committee Assignment	Title	BOT Recommendation	Date of BOT Recommendation	Date Uploaded to HOD Webpage
Resolution 1	A	First Year Trustee Voting Rights on Executive Committee*	Adopt	6/14/2024	7/08/2024
Resolution 2	A	Requirements in ISDS Bylaws to Serve on 8th District Delegation*	Adopt	6/14/2024	7/08/2024
Resolution 5	A	Process to be Nominated for ISDS Treasurer, Vice-President, or President-Elect Without Having Been Elected into the Secretary Position*	Adopt	6/14/2024	7/08/2024
Resolution 6	A	Student Liaisons to Serve on the Diversity, Equity, and Inclusion Committee as Non-voting Members*	Adopt	6/14/2024	7/08/2024
Resolution 10 WILL NOT BE CONSIDERED	A	Hiring/Retaining Contract Lobbyist in Chicago Tri-County Area - <i>HOD Policy Change</i>	Not Adopt	8/28/2024	8/29/2024
Resolution 3	B	Defining the term "Downstate" in ISDS Bylaws*	Adopt	6/14/2024	7/08/2024
Resolution 4	B	ISDS Guest Editors*	Adopt	6/14/2024	7/08/2024
Resolution 7	B	Investment in Early Career Dentists*	Adopt	6/14/2024	7/08/2024
Resolution 8	B	2025 Proposed Budget	Adopt	6/14/2024 8/19/2024	8/13/2024 8/29/2024
Resolution 9	B	2025 Proposed Dues	Adopt	6/14/2024	8/13/2024

**indicates a change to the Bylaws*

1 **Res. #1 (Bylaws change)**

2 **First Year Trustee Voting Rights on Executive Committee**

3
4 *Submitted by: ISDS Board of Trustees*

5 *Financial Impact: None to ISDS*

6
7 **Background:**

8 Since the Finance and Planning Committee was merged into the Executive Committee at the 2021
9 ISDS House of Delegates, there has been ongoing monitoring of whether it makes sense for the first-
10 year trustee of the Executive Committee to serve in a non-voting capacity (as indicated in the ISDS
11 bylaws). For historical perspective, the first-year trustee served as a voting member on the Finance
12 and Planning Committee. While the Executive Committee grew from seven members to eight
13 members with this change at the 2021 House of Delegates, a thought at the time was that critical
14 decisions could result in a tie with an even number of committee members, thus part of the rationale
15 to make one position not possess voting rights. In reality, it is possible for a voting member of any
16 committee to abstain from voting, so a tie vote is possible regardless of an odd or even number of
17 members. The first-year Trustee has provided valuable insight and fresh perspective oftentimes and
18 participates in committee meetings to the same extent as the other committee members – simply
19 without the right to cast a vote. After much consideration, it is time to add voting rights to this
20 position.

21 **Resolved:** That the Constitution and Bylaws be amended as follows (additions underscored; deletions
22 ~~stricken~~):

23 Chapter XIII – BOARD OF TRUSTEES

24 Section 4. Committees of the Board of Trustees:

25 E. Executive Committee. The Executive Committee shall consist of the president, vice president,
26 president-elect, treasurer, secretary and three (3) appointed members of the Board of Trustees. The
27 president will preside over meetings of the Executive Committee as chair. The term of office of the
28 Trustees shall be for three (3) years, with the senior Trustee acting as vice-chair and presiding over
29 the financial duties of this Committee. ~~The trustee in the first year of his or her term will serve in a~~
30 ~~non-voting capacity.~~ Actions of the Executive Committee must be reported to the Board of Trustees.

31 **Board Recommendation:** Adopt

1 **Res. #2 (Bylaws change)**

2 **Requirements in ISDS Bylaws to Serve on 8th District Delegation**

3
4 *Submitted by: ISDS Board of Trustees*

5 *Financial Impact: None to ISDS*

6
7 **Background:**

8 The ISDS bylaws have stipulations included in it for serving on the 8th District delegation from the
9 Chicago district and downstate caucus. The intent of this resolution is to remove those from the ISDS
10 bylaws and clarify that each may establish their own criteria. This allows for flexibility based upon
11 what qualifications, terms or term limits, and reimbursements are desired by each to best represent the
12 8th District delegation to the American Dental Association.

13 To factor in how the CDS leadership groups each select a portion of the Chicago District allotment of
14 delegates and alternate delegates, the term “or its designee(s)” was added after Chicago Dental
15 Society in this Chapter of the ISDS bylaws. Since the CDS leadership groups are not defined in the
16 ISDS bylaws, this verbiage allows the Chicago Dental Society the ability to designate and charge the
17 leadership groups with this responsibility.

18 **Resolved:** That the Constitution and Bylaws be amended as follows (additions underscored; deletions
19 ~~stricken~~):

20 **CHAPTER XV - ADA TRUSTEE AND DELEGATION TO THE AMERICAN DENTAL**
21 **ASSOCIATION**

22
23 Section 1. Election of Nominee for ADA Trustee. The nominee for Trustee to the
24 American Dental Association from the 8th District shall be elected by the combined
25 vote of the 8th District elected delegates and alternate delegates to the ADA House
26 of Delegates. This election shall take place at the second caucus of the 8th District
27 one (1) year in advance of the beginning of the new trustee term.

28
29 Section 2. Allocation and Election of Delegates and Alternates. Delegates and
30 alternates to represent this Society in the House of Delegates of the American
31 Dental Association shall be allocated between the Chicago Dental Society ~~area~~ and
32 the ~~rest of the state~~ downstate caucus according to a plan adopted by the Board of
33 Trustees. The Chicago Dental Society, or its designee(s), will elect its portion of the
34 delegation in a manner it determines, and the downstate caucus will elect its portion
35 in a manner that caucus determines. The election shall be completed and reported
36 to the Executive Director of this Society no later than March 1 of each year.

37
38 Any vacated delegate or alternate delegate position that occurs before May 1st will
39 be filled by the Chicago Dental Society, or its designee(s), or the downstate caucus,
40 depending on who originally elected the vacated position. If a vacancy occurs after
41 May 1, the ISDS President will appoint a currently elected alternate delegate to fill
42 the position of a vacant delegate. No alternate delegate position will be filled on or
43 after May 1, leaving the vacancy.

44
45 Section 3. ISDS Officers and Speaker. The president, president-elect, vice
46 president, and treasurer shall be delegates, ex-officio. The Speaker of the House
47 shall be a delegate or an alternate delegate, ex-officio.

48

49 Section 4. Qualifications. Only an active, life or retired member of the Society may
 50 be eligible for election as a delegate or alternate. The following requirements shall
 51 apply to members in order to serve in the ADA delegation:

52 ~~— a. A member must have served previously as an ADA delegate or alternate~~
 53 ~~delegate, an ISDS officer or trustee, or have served as a delegate to the Society's~~
 54 ~~House of Delegates before becoming eligible to serve as an alternate delegate to the~~
 55 ~~ADA.~~

56 ~~— b. A member must have served a minimum of one (1) year as an ADA~~
 57 ~~alternate delegate, or served as an ADA delegate previously in order to serve as an~~
 58 ~~ADA delegate.~~

59 a. The Chicago Dental Society, or its designee(s), and the downstate caucus
 60 shall each establish qualifications to serve as a delegate or alternate delegate.

61 eb. Current members of ADA Councils, Committees, and Commissions,
 62 except the ADA Council on ADA Sessions and International Programs, shall be
 63 strongly considered for positions in the ADA delegation.

64
 65 Section 5. Term of Office. Delegates shall be elected for a two-year term.
 66 ~~Delegates may serve a maximum of three consecutive two-year terms. Alternate~~
 67 ~~delegates shall be elected for a one-year term. Ex-officio members shall serve one-~~
 68 ~~year terms.~~

69 The Chicago Dental Society, or its designee(s), and the downstate caucus
 70 may each establish limitations on how many terms, or consecutive terms, a delegate
 71 or alternate delegate may serve.

72 ~~Members may serve a maximum of six (6) consecutive years, after which time~~
 73 ~~a member may not serve as a delegate or alternate delegate for at least one year.~~

74 This Section shall not be construed to prohibit ex-officio delegates from
 75 serving as delegates or alternate delegates, ~~no matter how many consecutive years~~
 76 ~~of service they have incurred. However, ex-officio delegate years of service, as well~~
 77 ~~as any consecutive years immediately prior to and /or immediately following ex-~~
 78 ~~officio years, shall be counted in determining the number of consecutive years~~
 79 ~~served.~~

80
 81 Section 6. Official Representatives. The delegates and alternate delegates shall be
 82 the official representatives of this Society in the House of Delegates of the American
 83 Dental Association, empowered to act individually on any matter that comes before
 84 that body. It shall be the duty of each delegate to attend each meeting of each
 85 House during ~~his/her~~ their term of office and to participate in the deliberations and
 86 actions thereof in a manner that will promote the best interests of the American
 87 Dental Association and this Society.

88
 89 Section 7. Alternate Delegates' Duties. It shall be the duty of each alternate to
 90 attend sessions of the House of Delegates of the American Dental Association
 91 during the alternate's term of office, and to succeed to the office of delegate and
 92 assume those duties in case of a vacancy.

93
 94 Section 8. Reimbursement. The Chicago Dental Society, or its designee(s), and the
 95 downstate caucus may each establish policies that reduce or eliminate ISDS
 96 budgeted funding for delegates or alternate delegates. The Executive Director of this
 97 Society shall be informed of any delegate or alternate delegate who is not to receive
 98 the full budgeted reimbursement.

99
 100 **Board Recommendation:** Adopt

1 **Res. #3 (Bylaws change)**

2 **Defining the term “Downstate” in ISDS Bylaws**

3
4 *Submitted by: ISDS Board of Trustees*

5 *Financial Impact: None to ISDS*

6
7 **Background:**

8 The term “downstate” is used numerous times and ways in the ISDS bylaws, but is never formally
9 defined. A best practice from a governance perspective is to define what this term means so that it is
10 clear to the membership and indicates who may be a part of the “downstate district” or “downstate
11 caucus”, as referenced in the bylaws. This simplify clarifies that the term “downstate” encompasses
12 all of the ISDS component societies besides the Chicago Dental Society.

13 **Resolved:** That the Constitution and Bylaws be amended as follows (additions underscored; deletions
14 ~~stricken~~):

15 CHAPTER XII – TRUSTEE DISTRICTS

16
17 Section 1. Organization of Trustee Districts.

18 This Society shall be divided into eight (8) trustee districts, composed of component societies
19 designated as follows:

20
21 Northwestern District. Component Societies: Winnebago, U.S. Grant, McHenry. Trustee, one (1).

22 Northeastern District. Component Societies: Fox River Valley, Will County, Kankakee. Trustee,
23 one (1).

24 Central Northern District. Component Societies: Whiteside-Lee, Rock Island, Illinois Valley.
25 Trustee, one (1).

26 Central District. Component Societies: McLean County, Prairie Valley, Peoria. Trustee, one (1).

27 Central Western District. Component Societies: Madison, G.V. Black, T.L. Gilmer. Trustee, one (1).

28 Central Eastern District. Component Societies: Illini, Eastern Illinois, Decatur. Trustee, one (1).

29 Southern District. Component Societies: Wabash, St. Clair, Southern Illinois.

30 Trustee, one (1).

31 Chicago District. Component Society: Chicago. Trustees, seven (7).

32 The term “downstate” referenced in the ISDS bylaws includes all of the component societies besides
33 the Chicago Dental Society.

34
35 CHAPTER II - HOUSE OF DELEGATES

36
37 Section 1. Composition:

38 B. The House of Delegates shall consist of delegates chosen from the components of the state. Except
39 for the Chicago Dental Society, delegates shall be allocated to the components based upon the total
40 membership of each component and based upon multiples of seventy-five (75): the first delegate
41 being awarded for a membership of one (1) to seventy-five (75) members, the second delegate being
42 awarded when the component has reached seventy-six (76) members, the third being awarded when
43 the component has reached one hundred fifty-one (151) members, and so forth. For the Chicago
44 Dental Society, delegates shall be calculated based upon the membership of each branch organization
45 according to the above methodology. The Chicago Dental Society will determine the distribution of
46 these delegates. Notwithstanding the foregoing calculations, should any component’s representation
47 exceed sixty-five percent (65%) of all components’ delegates, then the affected component’s
48 delegates shall be decreased to that percentage.

49 In addition, the Dean and one (1) student from each of the dental schools that has received its
50 “Initial Accreditation” or maintains “Approval Accreditation Status” from the Commission on Dental
51 Accreditation in the State of Illinois shall be delegates. Only active, life and retired members shall be
52 counted in determining total membership. For the purpose of this section, the number of active, life
53 and retired members of each component society shall be determined as of the last day of the calendar
54 year preceding an annual session as reported by the American Dental Association. Two (2) dental
55 hygienist members of the Society shall be appointed by the Board of Trustees as delegates, one (1)
56 from the Chicago district area and one (1) from the ~~rest of the state of Illinois~~ downstate districts.

57 CHAPTER XV - ADA TRUSTEE AND DELEGATION TO THE AMERICAN DENTAL
58 ASSOCIATION

59 Section 1. Election of Nominee for ADA Trustee. The nominee for Trustee to the American Dental
60 Association from the 8th District shall be elected by the combined vote of the 8th District elected
61 delegates and alternate delegates to the ADA House of Delegates. This election shall take place at the
62 second caucus of the 8th District one (1) year in advance of the beginning of the new trustee term.

63
64 Section 2. Allocation and Election of Delegates and Alternates. Delegates and alternates to represent
65 this Society in the House of Delegates of the American Dental Association shall be allocated between
66 the Chicago Dental Society area and the ~~rest of the state~~ downstate districts according to a plan
67 adopted by the Board of Trustees. The Chicago Dental Society will elect its portion of the delegation
68 in a manner it determines, and the downstate caucus will elect its portion in a manner that caucus
69 determines. The election shall be completed and reported to the Executive Director of this Society no
70 later than March 1 of each year.

71
72 **Board Recommendation:** Adopt

1 **Res. #4 (Bylaws change)**

2 **ISDS Guest Editors**

3
4 *Submitted by: ISDS Board of Trustees*

5 *Financial Impact: None to ISDS*

6
7 **Background:**

8 With Dr. Milt Salzer retiring in 2023 as the ISDS Editor after 33 years of service, the ISDS Executive
9 Committee and Board of Trustees have been exploring the best approach to this position going
10 forward.

11 During this period of exploration, ISDS utilized a number of guest contributors, stories from
12 Committees chairs, Historian, republishing of stories from other periodicals, and the ISDS President
13 to provide editorial content. This structure has allowed for a wide range of viewpoints on topics
14 pertinent to dentistry and from those with specific knowledge on such topics. This approach has also
15 taken the burden off of one specific individual serving in the Editor role. Using numerous individuals
16 in a guest editor capacity has proven to be a successful model to implement moving forward to best
17 serve the membership.

18 **Resolved:** That the Constitution and Bylaws be amended as follows (additions underscored; deletions
19 ~~stricken~~):

20 CONSTITUTION OF THE ILLINOIS STATE DENTAL SOCIETY

21 Section 2. Appointive Officers: There shall be ~~two (2)~~ one (1) appointive officers of this Society: ~~an~~
22 ~~Editor and~~ an Executive Director, as provided for in Chapter XIV of the Bylaws.

23
24 CHAPTER IV - STANDING COMMITTEES

25 Section 11. Duties:

26 D. Committee on Communications. ~~The Editor shall be an ex-officio member of the committee.~~
27 When practical, appointments shall be made with geographic distribution. A representative of the
28 Chicago Dental Society Communications Committee shall be appointed annually to serve as a liaison.
29 The duties of the committee shall be:

30 a. To establish, coordinate and evaluate all programs designed to enhance the public image of the
31 profession.

32 b. To serve as the agent for other standing committees when public relations are involved.

33 c. To cooperate with its counterparts at the component level to ensure a well informed and
34 coordinated effort.

35 d. To assist component societies in the development of policies and programs for the improvement
36 of the dental health of the public within their jurisdiction.

37 e. To maintain close cooperation with the Dental Division of the Department of Public Health of
38 the State of Illinois.

39 f. To prepare and publish the journal

40 g. To publish the Transactions of the Society in such form as may be designated by the Board of
41 Trustees.

42 h. To print at the beginning of each number of the journal and each volume of the Transactions the
43 following disclaimer: "The Illinois State Dental Society is not responsible for the opinions, views, or
44 statements made in any essay, discussion, or in the proceedings which are presented before the
45 Society."
46

47 Chapter XIII – BOARD OF TRUSTEES

48

49 Section 3. Powers and Duties:

50 B. It shall appoint the Executive Director and may appoint the Historian. It ~~may appoint the Editor~~
 51 ~~and~~ shall appoint all Standing Committees annually, except the Committee on Committees and
 52 Committee on the Annual Session and shall also select the time and place of the annual session. It
 53 shall determine the process to select guest editors to the Official Journal in an unfunded capacity.

54 CHAPTER XIV - APPOINTIVE OFFICERS

55

56 Section 1. Number and Titles: The appointive officers of this Society shall be ~~two (2)~~ one (1) in
 57 number: The ~~Editor and~~ Executive Director, as provided in Article IV, Section 2 of the Constitution.

58

59 ~~Section 2. Duties of the Editor shall be:~~

60 ~~A. To be editor in chief of the journal and, as such, be free to editorialize his/her opinions on all~~
 61 ~~subjects and to exercise full editorial control over such publication subject only to policies and~~
 62 ~~procedures established by the Board of Trustees or these Bylaws.~~

63

64 CHAPTER XVI - OFFICIAL JOURNAL

65 Section 5. Guest Editors: The editor of this Society shall be the editor of the journal. The Board of
 66 Trustees shall select guest editors for the Official Journal, as provided in Chapter XIII, Section 3 of
 67 the Bylaws.

68 **Board Recommendation:** Adopt

1 **Res. #5 (Bylaws change)**

2 **Process to be Nominated for ISDS Treasurer, Vice-President, or President-**
 3 **Elect Without Having Been Elected into the Secretary Position**

4
 5 *Submitted by: ISDS Board of Trustees*

6 *Financial Impact: None to ISDS*

7
 8 **Background:**

9 Currently, there is no explicit criteria or process established in the ISDS Bylaws for being nominated
 10 against an ISDS Officer who has previously been elected into the Secretary position by the House of
 11 Delegates. There is language contained in the Bylaws for the House of Delegates to remove an
 12 elective Officer for cause, which could address any situation where fiduciary duty is not being met by
 13 that individual. However, the process for being nominated against an ISDS Officer who has already
 14 been elected by the House of Delegates has minimal requirements. Given that any individual in one
 15 of these positions has already been elected into the Secretary position, or higher, by the ISDS House
 16 of Delegates, the threshold to do so should be raised.

17 **Resolved:** That the Constitution and Bylaws be amended as follows (additions underscored; deletions

18 CHAPTER V - ELECTION OF OFFICERS AND TRUSTEES

19
 20 Section 1. The House shall elect a president-elect, vice-president, treasurer, secretary, speaker,
 21 vice-speaker, and a trustee at-large. At the opening meeting of the House of Delegates, nominations
 22 shall be made from the floor. No nominating speech shall exceed three (3) minutes in length.
 23 Seconding speeches for any nominee shall be limited to one (1) minute in length and two (2) in
 24 number. In uncontested elections, there shall be one (1) seconding speech limited to one (1) minute in
 25 length. There shall be no nominating speeches for the position of trustee at-large, however notice of
 26 intent to run for the position must be filed with the Secretary in advance to be included on the official
 27 ballot. Voting shall be by official ballot and the Secretary shall provide facilities for voting and for the
 28 certification of each voter. The vote in contested races shall be held on the day of the business
 29 meeting. When there is only one candidate for an elective office according to this section, that
 30 candidate shall be declared to be elected without the requirement of taking a ballot vote in the House
 31 of Delegates.

32 To be nominated for the position of Treasurer, Vice-President, or President-Elect without
 33 having been elected into the Secretary position, the potential candidate must complete all of the
 34 following requirements:

- 35 a) Receive signatures of over half (50%) of the total possible number of delegates in support
 36 of their candidacy for the desired position within two (2) weeks after the deadline for
 37 delegates to be elected by a component or branch, as defined in Chapter II, Section 3 of
 38 the Bylaws.
 39 b) Proof of signatures in a) shall also be provided to the Secretary of the House within the
 40 same two (2) week timeframe of the deadline for delegates to be elected by a component
 41 or branch, as defined in Chapter II, Section 3 of the Bylaws.
 42 c) Sign the “Guidelines Governing the Conduct of Campaigns for ISDS Offices”, which are
 43 contained in ISDS House of Delegates Policies, only after completing the requirements in
 44 a) and b), and submit to the Secretary of the House

45 A candidate receiving a majority of the votes cast for any office on any ballot shall be
 46 considered elected. In the event no candidate receives a majority of the votes cast on any ballot, the
 47 candidate receiving the least number of votes shall be eliminated and an additional ballot or ballots
 48 shall be held until one candidate receives a majority of the votes cast for that office.

49 A candidate for the trustee at-large position shall not formally announce for office until the
 50 final day of the ISDS Annual Session House of Delegates meeting immediately preceding their

- 51 candidacy. Candidates announcing after the final day of ISDS Annual Session House of Delegates
52 must inform the Secretary of the House of their intent to run for the trustee at-large position.
53 Campaign activities for the trustee at-large position will be limited to only a three-minute speech at
54 the Opening Meeting of the House of Delegates in the year of the election.
55
56 **Board Recommendation:** Adopt

1 **Res. # 6 (Bylaws change)**
 2 **Student Liaisons to Serve on the Diversity, Equity, and Inclusion**
 3 **Committee as Non-voting Members**

4
 5 *Submitted by:* ISDS Diversity, Equity, and Inclusion (DE&I) Committee
 6 *Financial Impact:* \$1,000 increase in expenses (per diem, mileage, meeting costs)
 7

8 **Background:** The Diversity, Equity, and Inclusion (DE&I) Committee was formed in 2022 to give
 9 guidance and make recommendations to the Board of Trustees on matters related to diversity, equity,
 10 and inclusion. To do that, they monitor ISDS policies and bylaws and recommend amendments and
 11 public policy that ensure alignment with the Society’s diversity, equity, and inclusion efforts. In an
 12 effort to promote the voices of the next generation of dentistry, the committee proposes that one
 13 student from each of the three Illinois dental schools serve as a non-voting committee member. The
 14 ISDS Membership Committee and Committee on New Dentist and Leadership Development both
 15 have students serving in this similar role, with this same language below.

16 **Resolved:** That the Constitution and Bylaws be amended as follows (additions underscored; deletions
 17 ~~stricken~~):

<p>Current: CHAPTER IV – STANDING COMMITTEES Section 11. Duties: G. Committee on Diversity, Equity, and Inclusion. The duties of the committee shall be:</p> <ol style="list-style-type: none"> a. To give guidance and make recommendations to the Board of Trustees on matters related to diversity, equity, and inclusion. b. To monitor ISDS policies and bylaws and recommend amendments and public policy that ensure alignment with the Society’s diversity, equity, and inclusion efforts. c. To collaborate with component societies on behalf of the ISDS Board of Trustees to offer assistance to promote diversity, equity and inclusion. d. To provide leadership training and mentorship. 	<p>Proposed: CHAPTER IV – STANDING COMMITTEES Section 11. Duties: G. Committee on Diversity, Equity, and Inclusion. In addition to the voting members of the committee, <u>each Illinois dental school shall have one non-voting dental student member serving one two-year term. Dental student members shall not be counted to determine a quorum. Non-voting dental student members shall have all the privileges of committee membership other than the right to vote.</u> The duties of the committee shall be:</p> <ol style="list-style-type: none"> a. To give guidance and make recommendations to the Board of Trustees on matters related to diversity, equity, and inclusion. b. To monitor ISDS policies and bylaws and recommend amendments and public policy that ensure alignment with the Society’s diversity, equity, and inclusion efforts. c. To collaborate with component societies on behalf of the ISDS Board of Trustees to offer assistance to promote diversity, equity and inclusion. d. To provide leadership training and mentorship.
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18
 19 **Board Recommendation:** Adopt

1 **Res. #7 (Bylaws change)**
2 **Investment in Early Career Dentists**

3
4 *Submitted by:* ISDS Membership Committee
5 *Financial Impact:* \$100,000 decrease in dues revenue
6

7 **Background:**
8

9 As part of the ongoing American Dental Association's (ADA) Membership & Engagement Model
10 Pilot Program actively in the works, much research has been conducted regarding the "Early Career
11 Dentist" segment of membership. By definition, Early Career Dentists encompass those who are 0
12 (year of graduation) through their fifth full calendar year of membership. In 2019, the ADA House of
13 Delegates voted in favor of streamlining the association's dues, which included dues for new dentists,
14 thus eliminating two years of discounts for this member group. The ADA officially eliminated the
15 25% and 75% discounts for recent graduates starting the 2021 membership year. ISDS followed suit,
16 but it is becoming increasingly difficult to recruit and retain this group with a shortened discount
17 window.
18

19 Research now indicates that dentists in their first five years after graduation are the most sensitive to
20 membership pricing. The tripartite experiences the largest drop-off in early career membership when
21 dues go from 0% to 50%, and then from 50% to 100%. By year 3 now, market share is at 50% or
22 below, with the cost of dues being the overwhelming reason cited by those who do not renew their
23 membership (please see Appendix A graphic from the ADA for more detail). After year 3 (year when
24 full dues are owed) the market share tends to stabilize or only very slightly decline, which means
25 retention rates are high as the value of membership has been realized. However, only half of all
26 dentists currently make it to that point, meaning our market share percentage, and therefore voice for
27 the profession, will continue to diminish without change.
28

29 The ADA's Membership & Engagement Model Pilot Program is proposing a reduction of dues for
30 membership years 2-5 after graduation. Instead of steadily increasing dues each year as has been done
31 in current and past membership structures, the new goal is to establish a lower and consistent dollar
32 amount of dues that can remain continuous throughout this 2-5 year period. If all three levels of the
33 tripartite (ADA-ISDS-local components) were able to implement this change, overall tripartite dues
34 for this demographic of our membership could be a very palatable amount, particularly for those who
35 may pay in monthly installments.
36

37 The Membership Committee believes that by reducing dues for early career dentists, these members
38 will have more time to establish their careers and experience the benefits of membership. These more
39 involved dentists will have experienced organized dentistry and have had more time to foster
40 relationships, attend meetings, experience advocacy for the profession, programs offered, and have a
41 better understanding of the profession, overall – making them much more likely to renew. The current
42 value proposition offered by the tripartite is truly more geared towards dentists who own a practice,
43 which does need to change, but the current and future trends point towards early career dentists
44 starting first in associate positions before transitioning into ownership, if desired. ADA data and
45 research still shows that the overwhelming majority of dentists do desire practice ownership, just not
46 so immediately after graduation. This lower price point and at the initial phase of one's career would
47 help better justify and align the tripartite value proposition at this time.
48

49 Under the Membership & Engagement Model Pilot Program, the ADA is intending to pilot the
50 decreased dues for the 2-5 year from graduation membership group in all states. While the ADA is
51 exploring a specific dollar amount, versus some percentage of full active dues, ISDS membership
52 categories have historically functioned as some percentage of full active dues. The dollar amount the
53 ADA has potentially referenced equates to approximately 25% of its full active dues. To align with
54 providing decreased dues to this important early career demographic of our membership, the ISDS

55 Membership Committee is proposing that this group owe 25% of the full active dues for years 2-5
56 after graduation. Years 0-1 would remain the same at \$0.

57
58 Understandably, this change will result in less dues revenue to ISDS in the short-term, with the
59 ultimate goal of increased membership and strengthening the profession in the long-term. There are
60 currently members in year 2 of membership who would go from paying 50% of active dues to 25% of
61 active dues, and then years 3-5 of membership who would go from paying 100% of active dues to
62 25% of active dues. It is very possible that ISDS add many members in this 0-5 year range as the dues
63 are lowered significantly, but a conservative gain of 60 members is being projected as the financial
64 impact is calculated. The Membership Committee is supportive of an overall dues increase to offset
65 the loss in revenue, but the amount of dues proposed is put forward by the Board of Trustees to the
66 House of Delegates for consideration and a vote. A dues increase of \$27 would offset the \$100,000
67 financial impact.

68
69 The Membership Committee believes this would be a strong and direct show of support by the
70 Society's "established" dentists for its early career dentists. Obviously, early career dentists are
71 entering the workforce today with far more obstacles than many have faced in the past, such as
72 increasing student debt, high interest rates, and changing practice models. If successful, this approach
73 will lead to overall increased membership for ISDS, which strengthens the profession for all dentists.
74 The Membership Committee is viewing this resolution as an investment in our future and hopes the
75 House of Delegates views it in the same manner.

76
77 **It is important to note that the background language of this resolution may change as the ADA's
78 Membership & Engagement Model Pilot Program is being finalized.**

79 **Resolved:** That the Constitution and Bylaws be amended as follows (additions underscoring; deletions
80 ~~stricken~~):

81 Chapter I – Membership
82 Section 6. Membership Dues and Assessments

83 L. Temporary Dues Exemptions. Certain members of this Society shall be granted temporary
84 exemption from payment of dues.

85 a. Members on Relief. A member of this Society, while receiving assistance from the Relief
86 Fund of the Society, shall be granted temporary exemption from payment of dues.

87 b. Members in Federal Dental Service. An active member of this Society, temporarily on
88 active duty with a federal dental service on a non-career basis, shall be exempt from payment of dues
89 during the period of such duty.

90 c. ~~New Graduates~~ Early Career Dentists. On a one-time basis, the dentist, when awarded a
91 D.D.S. or D.M.D., shall be exempt from payment of active member dues for the balance of the year of
92 graduation and for the first full calendar year following the year in which the degree was awarded;
93 ~~fifty percent (50%) of active member dues in the second year, and one hundred percent (100%) of~~
94 ~~active member dues in the third year, and thereafter. In the second, third, fourth, and fifth full years~~
95 following, the dentist shall pay twenty-five percent (25%) of active member dues.

96 d. Members Suffering Hardship. A member of this Society in good standing who has suffered
97 a significant financial hardship that prohibits payment of full dues may be excused from the payment
98 of fifty percent (50%), seventy-five percent (75%) or all of the current year's active member dues as
99 determined by the member's component dental society. The component society secretary shall certify
100 the reason for the waiver, and the component society shall provide the same proportionate waiver of
101 dues as that provided by this Society.

102 e. Disabled Members. A member of this Society in good standing who has been certified by
103 the component society as totally disabled shall be exempt from payment of dues during the period of
104 total disability.

105 f. Initial Membership. On a one-time basis, a licensed dentist who has never been member of

106 the ADA applying for initial membership and not otherwise eligible as a ~~New Graduate~~ Early Career
 107 Dentist under this section of the Bylaws, shall pay reduced dues at the rate of fifty percent (50%) of
 108 active member dues in the first year, and one hundred percent (100%) in the second year and
 109 thereafter.

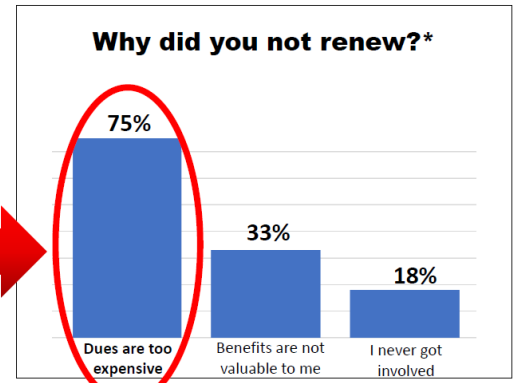
110 Appendix A

Early Career Dentists

Dentists in their first five years after graduation are the most sensitive to membership pricing. A low, flat rate would provide an opportunity to demonstrate value and build engagement and loyalty until they can afford to pay more.

Class	New Dentist Market Share									
	New Grad	1st	2nd	3rd	4th	5th	6th	7th	8th	9th
2014	91.8%	71.8%	61.7%	57.7%	58.0%	54.9%	51.3%	49.9%	48.7%	48.1%
2015	99.3%	92.5%	61.6%	58.7%	56.7%	51.3%	49.0%	47.0%	46.8%	
2016	99.8%	92.8%	67.7%	59.6%	53.8%	49.7%	47.4%	47.7%		
2017	98.2%	92.9%	65.0%	56.3%	49.9%	46.9%	46.6%			
2018	99.4%	97.0%	63.4%	54.2%	47.7%	46.1%				
2019	100%	98.8%	60.3%	49.8%	47.5%					
2020	99.8%	96.9%	60.0%	50.5%						
2021	99.6%	97.1%	61.3%							
2022	99.6%	98.1%								
2023	99.7%									

↑ First year free
↑ Second year 50% discount
↑ Third year full dues
Market share declines to 50% and below



*Top 3 responses in a 2023 survey to nonrenewing new dentists. They could select multiple answers.

111
 112
 113

Board Recommendation: Adopt

1 **Res. # 8**
 2 **2025 Proposed Budget**

3
 4 *Submitted by: Board of Trustees*
 5 *Financial Impact: \$2,460,305 Revenue*
 6 *\$2,766,981 Expense*
 7 *\$306,676 Transfer from reserves*
 8

9 **Background:**

10
 11 **Annual Audit and Historical:**

12 It is a Board of Trustees policy of the Society that all accounts are to be audited annually by a certified public
 13 accounting firm. The annual audit report of the Society reflects the overall financial results of the Society
 14 each year, including both operating and reserve activity together. The Society does not budget investment
 15 performance in its annual operating budget, however, with the budget gap growing significantly over the last
 16 three years, it is no longer feasible to rely on investment earnings to be able to cover the budget shortfall
 17 between revenue and expenses. As such, in 2024 the Board of Trustee's amended the ISDS Reserve Policy,
 18 now called the ISDS Reserves, Budget and Dues Calculation Policy. This policy evaluates budgeted
 19 revenues vs. budgeted expenses and factors in a 9% return on our investment balance. Under the revised
 20 calculation, investment returns are considered in covering any potential gap between budgeted revenues and
 21 budgeted expenses. However, if the 9% projected investment returns Inveare not adequate to cover the entire
 22 gap, a dues increase is to be proposed to cover the remaining gap. This new calculation also removes any
 23 one-time expenses during the year to not increase dues for such an event that is singular or sporadic in
 24 nature. This calculation for 2025 and amended policy is contained later in this writeup.

25 **2023 Audit Results:**

26 The 2023 financial audit of the Society showed that the net assets increased \$496,008 to \$4,194,416. This
 27 \$496,008 increase is comprised of two key areas of the Society's financials:

28
 29 \$ 399,680 Reserve activity
 30 96,328 Net Operating Surplus in 2023
 31 \$ 496,008 2023 Audit Report increase in Net Assets
 32

33 **Reserve Activity:**

34 After a very poor year in the stock market in 2022, where ISDS saw investment losses of \$561,688, 2023
 35 was a good bounce back year with investments gains of \$389,922, which was a 12.6% return. To date in
 36 2024, investment performance has been positive, although very volatile. ISDS maintains a balanced
 37 investment portfolio that is managed by PNC Institutional Asset Management with a 65% equity and 35%
 38 fixed income asset allocation, set by the Society's Investment Policy Statement as adopted by the Board of
 39 Trustees. The 9% anticipated investment return under the revised reserve policy mentioned previously was
 40 based on the higher end of historical returns of a similar investment portfolio composition.

41
 42 During 2023, the "new" ISDS headquarters building at 3100 Montvale Dr. was leased by ISDS to a tenant
 43 through October 2023, providing ISDS with rental revenue. After factoring in expenses related to this
 44 property, the net income associated with leasing the "new" building to a tenant was \$15,236 during 2023. A
 45 failed sale of the "old" headquarters building at 1010 S 2nd St. resulted in ISDS retaining \$6,573 of escrow
 46 money, net of legal fees. Additionally, there was a loss on the disposal of furniture not moved to the new
 47 building of \$10,381. Staff moved to the property at 3100 Montvale Dr. in November 2023.
 48

49 **Net Operating Surplus in 2023:**

50 The 2023 budget was passed with an expected deficit of \$249,158, which would be covered using earnings
51 from reserves. The actual operating results came in at a surplus of \$96,328, which was added to the total
52 reserves.

53
54 Total revenue was \$19,622 underbudget. Mentionable variances that were underbudget on revenue
55 (unfavorable) were \$35,340 underbudget on Dentist Membership Dues, \$15,699 underbudget on Illinois
56 Dental News revenue, and \$19,186 underbudget on Annual Session sponsorships. Mentionable variances that
57 were overbudget on revenue (favorable) were \$57,076 overbudget on interest income and \$12,099 on dental
58 education.

59

60 **Dentist Membership Revenue:**

61 For 2023, dues revenue was budgeted flat compared to 2022 actual revenue. 2023 ended underbudget a total
62 of \$35,340 or 2.15%. The net drop in active members was 57 members, with the split being 51 CDS
63 members and 6 downstate. Although total ISDS membership increased in 2023 over 2022, full dues paying
64 members are retiring at a rate faster than early career dentists are joining in membership. This trend has been
65 true now for a number of years.

66

67 **Dental Education Revenue:**

68 For 2023, dental education revenue totaled \$262,099 against a budget of \$250,000. This includes both the in-
69 person dental auxiliary courses and online courses.

70

71 **Illinois Dental News (IDN) Revenue:**

72 After a strong rebound in 2022, we saw a pull back again in 2023. Companies have cut back on advertising
73 in the Illinois Dental News, and ISDS finished the year \$15,699 under budget (which was a decrease of
74 \$31,470 over 2022). Overall, there has been a downward trend in sponsorships and advertising by
75 companies, particularly in publications. New digital advertising and sponsorship opportunities are being
76 explored in an effort to mitigate these losses and provide a new avenue of potential interest, but many
77 companies appear to have cutback in this space in light of rising inflation and other economic factors.

78 Total expenses were \$365,108 underbudget, which is what led to the net operating surplus. Mentionable
79 variances that were underbudget on expenses (which is favorable) were \$107,931 on staffing costs (salary,
80 payroll taxes, 401(K) match, health insurance premiums), \$149,999 on meetings, per diem and travel, and
81 \$79,842 on postage and printing.

82

83 **Meeting expenses:** For 2023, meeting expense totaled \$390,092. Despite being under budget, actual
84 expenses increased \$52,438 over 2022. Approximately \$25,000 was due to the Board's triennial strategic
85 planning session with a facilitator, which will not occur again until 2026. With the turnover at the
86 Membership Manager position in 2023, there were fewer Membership and New Dentist events than the year
87 prior. Overall, the cost of holding the same meetings in 2023 compared to 2022 increased approximately
88 10% due to inflation.

89

90 **Per Diem:** For 2023, per diem expense totaled \$137,034 against a budget of \$162,965 (\$25,931 under
91 budget). Most departments were under budget, but major drivers include the ISDS House of Delegates
92 \$9,100, Board of Trustees \$4,990, and ADA Annual Meeting \$2,550.

93

94 **Staff Travel:** For 2023, staff travel totaled \$49,622 against a budget of \$75,142 (\$25,519 under budget).
95 Major drivers include the Communications \$7,836 (Editor position), Membership \$4,032, ISDS Annual
96 Session \$3,682, Government Affairs \$3,041.

97

98 **Employee expense:** For 2023, employee expense totaled \$1,155,739 against a budget of \$1,263,671
 99 (\$107,932 under budget). We had some employee turnover in 2023, both expected (retirement) and
 100 unexpected. There was savings while positions took time to fill and also means fewer employees are eligible
 101 for the 401k match, which has a waiting period to become eligible. Savings from budget at this amount are
 102 not expected going forward as a full staff is implemented.

103
 104 **Illinois Dental News:** For 2023, we saw significant savings by requiring members to opt-in in order to
 105 receive a printed version of the IDN. Printing and postage came in \$79,842 under budget, of which \$61,000
 106 is directly from the IDN. The overwhelming majority of ISDS members did not desire a print version of the
 107 IDN and instead read the electronic version.

108
 109 **Donations and Honorarium:** Donations and honorarium came in \$34,575 under budget for 2023. This is
 110 due to the Board decision to discontinue paying 1/3 of the student ASDA dues and repurpose those funds for
 111 directly supporting student events going forward.

112 113 114 115 **2025 Proposed Budget and Budgeted Revenue:**

116
 117 The proposed 2025 budget assumes a dues increase of \$54, which would increase active and active life dues
 118 from \$396 to \$450. The dues increase is comprised of two major factors. The first \$27 dollars of the increase
 119 is to fund a resolution being submitted by the ISDS Membership Committee that, if passed, will create an
 120 extended dues discount for members in years 2-5 after graduation. These individuals would receive a 75%
 121 discount during that time on active dues. Currently, year 2 members are receiving a 50% discount, while
 122 years 3-5 are receiving no discount. In order to fund that discount for early career dentists specifically, dues
 123 would have to increase \$27 in order to have no overall revenue impact to ISDS. Members in the 2-5 year
 124 range after graduation would pay approximately \$100,000 less in total dues, which would be equally offset
 125 by a \$27 dues increase. This lower threshold of dues would provide much greater opportunity to recruit
 126 nonmembers in this demographic, particularly as full active dues can be difficult to justify at times for many
 127 early career dentists working as an associate/employee dentist. The ISDS Board of Trustees fully supports
 128 the belief that this is an investment in our future by lowering the financial burden of membership for many
 129 early career dentists, while asking more established dentists to pay a little bit more in dues, as desired by the
 130 Membership Committee in Resolution #7. Ultimately, the goal is a long-term payoff in the form of increased
 131 membership, which makes ISDS and the profession of dentistry stronger.

132 The second factor, which is an additional \$27 increase, will provide an additional \$100,000 in revenues to be
 133 used to reduce the budget shortfall to a sustainable level where earnings from investments can make up the
 134 difference, rather than take from reserves. This \$27 dues increase is intended to preserve the fiscal reserves
 135 that ISDS has worked diligently to build up and in line with the ISDS Board of Trustee's strategic initiative
 136 to ensure long term financial stability. The budget gap for 2025, assuming no dues increase, would be nearly
 137 \$405,000, which exceeds what ISDS can reasonably expect to earn from our investments. This proposed
 138 dues increase would reduce that number down to \$306,676, which is closer to the transfer number of
 139 \$325,082 in the 2024 budget and more in-line with expected earnings on investments.

140 As mentioned previously, the ISDS reserves policy was amended in June 2024 to create the ISDS Reserves,
 141 Budget and Dues Calculation Policy, which a more comprehensive calculation and policy to ensure long
 142 term ISDS financial stability. This full policy is shown below in Appendix A, and the calculation for a
 143 proposed dues increase is on the next page for 2025:

ISDS Budget Analysis		
Draft 2025 Dues Calculation Example		
Total 2025 Budgeted Revenues	\$ 2,359,512	
Total 2025 Budgeted Expenses	2,766,981	
Initial Shortfall in Operations before Anticipated Investment Earnings	(407,469)	
Anticipated Return on Investments (9.0%) of 12/31/23 Investment Balance	315,463	
	(92,006)	
One-time Factors to Exclude:		
- None	-	
		Corresponding Dues Increase Amount
Remaining Shortfall requiring a dues increase to offset	\$ (92,006)	\$27
Projected Financial Impact of Resolutions that Pass the 2025 HOD:		
Financial Impact of Membership Committee Resolution on 2-5 Year after Graduation Discou	\$ (100,000)	\$27
		\$54
	2024 Full ISDS Dues	\$396
	Proposed 2025 Dues	\$450

144

145 Proposing a dues increase was highly examined and investigated as the 2025 draft budget was being
146 prepared. Even with dues at \$450, ISDS would still rank in the bottom 15% percentile of what all state dental
147 societies/associations charge for dues. Simply factoring in consumer price index (CPI) increases on the
148 current amount of \$396 of dues since 2017 (the last membership year that ISDS dues were increased) would
149 put 2025 dues to an amount over \$500. The national average of state dues increases from 2018-2024 was
150 \$55. Worth noting as well, the American Dental Association decreased its active dues by \$30 for the 2024
151 membership year, with the stated intent that state dental societies/associations who had been forgoing needed
152 dues increases would have an opportunity to do so with the ADA dues going down. While the ADA dues
153 decreasing is not the reason for the proposed dues increase being put forward by ISDS, it is simply worth
154 mentioning as a factor to consider. The ISDS Board of Trustees has very prudently managed its budget and
155 finances, and has been very tactful and mindful in avoiding any dues increases for what has been nearly a
156 decade, but economic factors have led to a need to increase dues to preserve our financial condition and
157 invest in our early career dentists.

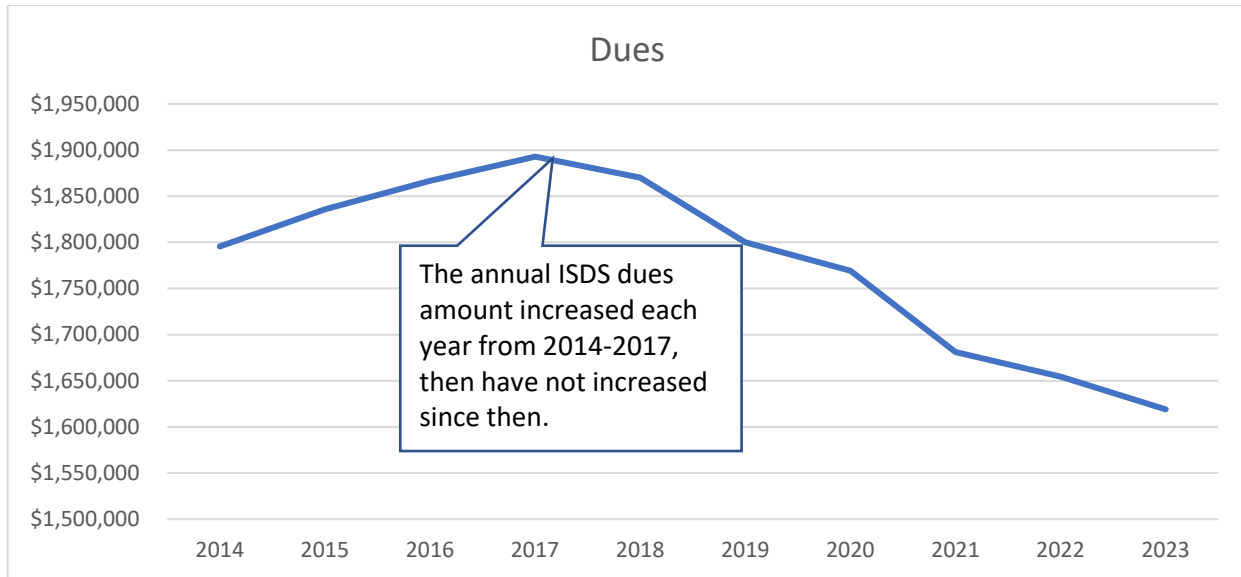
158 Total membership revenue for 2025 is budgeted to increase 4.1% compared to the 2024 budget amount,
159 which is being driven primarily by the proposed increase in dues. Early indications are that ISDS will not
160 meet the 2024 budgeted membership revenue by approximately \$15,000. If dues were not increased in 2025,
161 we would anticipate approximately a 1% decrease in dues revenue as the retirement wave of dues paying
162 members continues.

163 Overall proposed revenue, excluding the transfer from reserves of \$306,676, totals \$2,460,305, up 0.73%
164 from 2023 actual and up 0.33% from the 2024 budget. Based on 2025 proposed budgeted revenue as
165 compared to the 2024 budget, we are assuming an increase of \$66,772 in dues revenue, and a decrease in
166 non-dues revenue of \$58,650. The budgeted amount transferred from reserves in the 2025 draft budget
167 decreased \$18,406 over 2024.

168 Under non-dues revenue, we are expecting an increase in endorsed company revenue of approximately
169 \$33,000. We are anticipating decreases in continuing education revenue of \$60,000 compared to the 2024

170 budgeted amount. It is important to remember continuing education revenue operates on a 3-year cycle
 171 where the license renewal year typically has significantly higher revenue than the first year after a license
 172 renewal year. We are also anticipating a decrease in revenues from the Illinois Dental News and Annual
 173 Session. Overall, non-dues revenue is budgeted to be down 7.1% as compared to the 2024 budget.

174 Total ISDS dues revenue over the past 10 years can viewed in the following graph, which highlights how
 175 well the finances have been managed given this decline but need to implement a change in policy and dues in
 176 looking to the future. ISDS has become incredibly efficient operationally and from a staffing perspective to
 177 be able to operate at such a declined level of dues, but the revenue side of the equation must start to increase
 178 in order to ensure our long-term financial stability.



179

180

2025 Budgeted Expenses

181 On the expense side of the equation, expenses are expected to decrease \$10,284 (0.40%) over 2024 to
 182 \$2,766,981. For 2025, three additional budget lines have been created, Software & Technology, Marketing,
 183 and Credit Card Processing Fees, in order to better classify and present where budgeted expenses are actually
 184 being spent. These are not new expenses being added to the budget, we are simply providing greater detail
 185 and classification than before. Funds were moved from the Supplies account and Printing account to better
 186 represent how they are actually being spent amongst these areas.

187 **Meetings & Per diem:** The meetings & per diem budget has decreased \$25,695 in 2025. Due to significant
 188 inflation in 2022 & 2023, the budget for meetings was increased significantly for 2023. Now that we have
 189 seen a leveling off in costs, we are able to better estimate future costs and have adjusted accordingly.

190 **Staffing:** The total staffing budget for all employee-related expenses in 2025 is approximately \$1,378,000,
 191 which is \$52,500 more than the 2024 budget, representing a 3.95% overall increase. This factors in increased
 192 costs in health insurance, and a general salary adjustment of 3%.

193 **Building Operations:** On July 18th, 2024, ISDS closed on the sale of the 2nd St. property, resulting in an
 194 accounting gain of \$59,500 versus the amount listed on the “books” for accounting purposes. After the

195 special board meeting on August 19th, 2024, the Board amended the budget to exclude all expenses
196 associated with the 2nd St. building for 2025.

197 Moving forward with the building on Montvale Drive will help keep down costs as well and avoid significant
198 outlays needed for capital improvements. With a smaller footprint, it costs approximately \$8,000 less per
199 year to operate than the building on 2nd St. Additionally, the building at 2nd St. was going to need significant
200 capital improvements over the next 5 years as some major components of the building hadn't seen updates
201 over the last 30 years. During the sale process of the 1010 S. 2nd St. property, it was discovered that the
202 company that originally manufactured the elevator has been out of business for a couple decades, so even
203 some minor repairs could have required the elevator be entirely retrofitted, which would have nearly equated
204 to the total sales price of the property.

205 **Resolved:** That the 2025 proposed budget of \$2,460,305 in revenue and \$2,766,981 in expenses and a
206 transfer from reserves of \$306,676 be adopted.

207

208 **Board Recommendation:** Adopt

209

210

Appendix A

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VIII. ISDS Reserves, Budget and Dues Calculation Policy

ISDS Reserves and Budget

Board of Trustees defines the reserves of the Society as total net assets minus fixed assets (property/building) to determine the liquid assets. Annual expenses divided by the liquid assets determines the reserve percentage.

The Board will develop annual budgets and manage the Society's finances and reserves in accordance with the goal of long-term financial stability.

The Reserves, Budget and Dues Calculation Policy will be continually reviewed by the Executive Committee to ensure the Society is achieving its intended goal of long-term financial stability.

Dues Calculation

From a fiscal perspective in the ISDS Constitution and Bylaws, the ISDS Board of Trustees is entrusted with and responsible for supervising: fiscal policies, investments and expenditures, preparation of the annual budget for presentation at the annual business meeting, and future policy procedure and long-range planning not otherwise specified. A major consideration in preparing the annual budget is the proposed dollar amount of membership dues, even though the budget and dues are technically considered independently via two separate resolutions. It is ideal for these to be considered in tandem as much as possible, so this Board Policy establishes how this calculation is determined annually.

Ultimately, the ISDS House of Delegates considers and votes upon the budget put forward to it by the Board of Trustees, the membership dues, as well as any other resolutions that may or may not have a financial impact on ISDS. The board's policy on Reserves, Budget and Dues clarifies the board's procedures to prepare such information for presentation.

In calculating the need for an annual dues increase, the ISDS Board of Trustees shall calculate the need for a dues increase as follows and present it to the ISDS House of Delegates for consideration.

Definitions

Total Budgeted Revenues: The amount of revenue that the Board of Trustees factors in as it prepares the annual operating budget. "Total budgeted revenues" may factor in any financial impact from resolutions to be considered by the House of Delegates, or action taken by the House of Delegates that impacts the budget. This approach offers a wholistic look at the potential operating budget, rather than a parliamentary/procedural approach that is oftentimes more piecemeal in nature.

Total Budgeted Expenses: The amount of expenses that the Board of Trustees factors in as it prepares the annual operating budget. "Total budgeted expenses" may include any financial impact from resolutions to be considered by the House of Delegates, or action taken by the House of Delegates that impacts the budget. This approach offers a wholistic look at the potential operating budget, rather than a parliamentary/procedural approach that is oftentimes more piecemeal in nature.

Anticipated Return on Investments: The Board of Trustees shall use a figure of 9.0% as the anticipated return/earnings on the ISDS investment balance as of the end of the most recent calendar year. This number will be factored into the budget to offset any shortfall between budgeted revenue

255 and expenses. The 9.0% figure is based upon average historical returns on a 60% equity, 40% bond
 256 allocation of investments, which is consistent with the ISDS Investment Policy Statement. The Board
 257 of Trustees approves the Investment Policy Statement, so will revisit this 9.0% figure if the allocation
 258 is ever revised. A 60%/40% allocation is a common and appropriate allocation for most associations.

259 **One-Time Factors to Exclude:** As no policy is ever all-encompassing and ISDS does have
 260 cyclical/non-permanent expenses on occasion, the Board of Trustees may exclude non-permanent
 261 expenses from this calculation, as doing so may lead to elevated dues in a future year where the
 262 expense(s) are not present. For example, ISDS may have expenses that only occur once every three
 263 years, or on random occasion, so excluding these expenses could prevent a dues increase from being
 264 triggered under this calculation. Any One-Time Factors to Exclude would therefore be spent out of
 265 ISDS reserves.

266 **ISDS Dues Calculation for the Proposed Budget:**

267 Total Budgeted Revenues

268 Less: Total Budgeted Expenses

269 = Initial (Shortfall)/Surplus

270

271 Add: Anticipated Return on Investments

272 Add: One-Time Factors to Exclude (Optional)

273 = Remaining (Shortfall)/Surplus

274 Any remaining (Shortfall) shall be offset by the Board of Trustees proposing a corresponding dues
 275 increase, with the proposed amount of dues rounded up to the nearest \$5 increment.

276 (Board: 22, 24)

277

1 **Res. # 9**
2 **2025 Proposed Dues**

3
4 *Submitted by: Board of Trustees*
5 *Financial Impact: \$1,672,240 Dentist Members' Dues*

6
7
8 **Background:** The Board of Trustees has recommended that the 2025 active and active life dues be increased
9 from \$396 to \$450. This is the first dues increase proposal since 2017 and is calculated based on the Board of
10 Trustees' ISDS Reserves, Budget and Dues Calculation Policy.

11
12 **Resolved:** That the 2025 dues of active and active life members be established at \$450.

13
14 **Board Comment:** Adopt

1 **Res. #10 (House of Delegates Policy Change)**
2 **Hiring/Retaining Contract Lobbyist in Chicago Tri-County Area**

3
4 *****Resolution Will Not Be Considered*****

5
6 Delegate/Alternate Delegate,

7 Resolution 10 is the property of the House of Delegates. As Delegates, you must dispose of the
8 resolution in some way. Resolution 10 was labeled “will not be considered” as is common in the
9 case of a resolution that the Speaker has concerns about. The Speaker cannot say “has been
10 withdrawn from consideration,” as that would indicate that the makers of the resolution withdrew
11 it, and the House accepts that in a vote. The Speaker can only state that an issue concerning
12 Resolution 10 has been identified. The House is not seated yet; therefore, the Speaker does not
13 have a body to explain the reason for the ruling. Until the House is in session and has heard the
14 decision of the Speaker the resolution will be labeled “will not be considered.”

15 Once the House is in session and at the appropriate time the Speaker will state the ruling to the
16 delegation regarding Resolution 10 and an explanation of the ruling will be given. The parliamentary
17 procedure after that will determine if the Resolution is forwarded to the reference committee or
18 not. Until that time delegates should prepare for a discussion at the reference committee about the
19 merits of Resolution 10 as if it will be presented.

20 Dr. Chad Reedy
21 ISDS Speaker of the House

22 Submitted by: Drs. David Lewis Jr., Denise Hale, Victoria Ursitti, Philip Schefke, Mark Ploskonka,
23 and Joseph Baldassano

24
25 Financial Impact: Up to \$32,500 annual increase in expenses (annual contractual expenses) to ISDS,
26 please see proposed policy language and background information for details regarding the expense
27

28 **Background:** The Illinois State Dental Society membership (6,286 as of 8/20/24) is composed of
29 approximately 66% of members (4,120 as of 8/20/24) from the Illinois tri-county boundaries of Lake,
30 Cook and DuPage counties. While the legislative priority is primarily focused in Springfield, at times,
31 legislation originates locally prior to affecting statewide law. To address future tri-county dental
32 legislation, retaining a lobbying presence within the area would proactively identify and address
33 legislative dental issues that could complement our current Springfield lobbying efforts.
34

35 **Resolved:** That a House of Delegates Policy be created as follows (additions underscored; deletions
36 ~~stricken~~):
37

38 That the Chicago Dental Society and Illinois State Dental Society work collaboratively in retaining a
39 shared contract lobbyist that would benefit dentists and patients locally and statewide with the cost to
40 be shared equally between CDS and ISDS up to and not exceed \$65,000 annually with the cost not to
41 exceed \$32,500 per organization.

42
43 That the objectives and direction of this lobbyist position will address issues affecting Chicago and
44 surrounding cities, local and county levels, meet with state representatives and local commissioners
45 advocating on behalf of the patient population and safety and advising the Chicago Dental Society and
46 Illinois State Dental Society whether we need to act on an identified issue(s).

47
48 The contract lobbyist will serve the interest of all dentists, local and statewide.

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The contract lobbyist will have knowledge of dental practices: private practice, DSO - multi- group practice, Medicaid practice, Federally Qualified Clinics (FQC), and patient care.

The qualified lobbyist should be registered in Cook County including relationships in the Tri-County area along with county boards and various mayor's offices in the county and the city. Additionally, this individual should have the political knowledge/relationship with the city and counties to be able to engage these different officials.

Board Recommendation: Not adopt

Board Comment: The Board of Trustees unanimously voted to not adopt this resolution