



Member Spotlight: Dr. Erica Crosta

I am an Oregon native! I grew up in the Portland area and have always loved this beautiful state. I earned my Bachelors of Science from Oregon State University and then transitioned to Oregon Health and Science University for my Doctorate of Dental Medicine. After earning my dental degree, my husband and I moved to Nevada so I could attend the University of Nevada for my Masters of Science and certification in orthodontics.

We couldn't stay away from Oregon so we moved back and lived in Bend for 6 years where I was an associate in a private practice. January 2023, we decided to make the move over the mountains to be closer to family and friends and we are very excited to call Eugene home.

When I am not working at Oregon Family Orthodontics, you will find me spending time with my beautiful family! My husband, Trevor and our two boys, Nash (almost 4 years old) and Knox (almost 2 years old). We are always looking for adventure; hiking, camping, swimming, snowboarding, surfing, pretty much anything outdoors. We are very excited to be a part of the Eugene community and look forward to exploring everything it has to offer!

LCDS SEEKS COUNCILMEMBERS FOR 2024-2025

This is a great time to get involved and join the LCDS Council. Our council provides leadership, helps select our Continuing Education speakers and topics, and ensures that our organization thrives and supports its members' needs.

The council meets in person every other month for about 2 hours. We eat dinner together, go through the organizations financials, discuss previous events (providing feedback and new ideas), plan our future events, and discuss ways to enhance the membership value for our society.

Interested dentists are invited to attend our next council meeting at Dr. Lentfer's office on January 2nd. To attend the council meeting, express interest in becoming a council member, or nominate another member reach out to any of our current council members or contact Nissa, LCDS' Executive Director, at office@lanedentalsociety.org.

New council members will be elected at our membership luncheon and business meeting on February 9th in between our Infection Control and Cultural Competency classes.

In this Issue

- Member Spotlight: Dr. Erica Costa p. 1
- LCDS President's Message p. 2
- Sittner & Nelson p. 2
- Columbia Healthcare Banking p. 3
- The Importance of Keeping your Dental Practice Relevant - Adam Bratland pp. 4 & 11
- Consani & Associates LTD. p. 5
- Refreshing your Pediatric Skills with Dr. Greg Psaltis CE p. 6
- Peri-Implantitis: How to Diagnose & Treat CE p. 7
- Unbreakable Bonds p. 7
- Eugene Sleep Center p. 8
- Digital Systems Integrators, LLC p. 9
- LCC Needs Restorative Dentists p. 9
- Classifieds p. 10
- Omni Practice Group p. 10
- Save the Date 2024 Events p. 11
- White Bird Clinic Update p. 11
- Renew Today and Thrive On p. 12

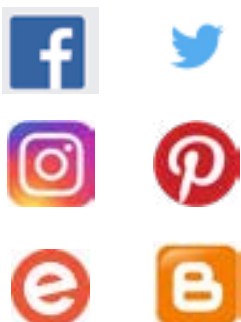
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 11 am - 5 pm
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Follow LCDS on:



President's Message

Mercedes Del Valle, DDS

Dear Esteemed Members of the Lane County Dental Society,

As the chill of winter wraps around us and the rain delicately taps against our windows, we find ourselves enveloped in the festive embrace of the holiday season. It is a time when the air is filled with the shimmer of decorations and the warmth of shared joy. However, as we immerse ourselves in this splendid time of year, I urge us all to remain cautious and vigilant, especially regarding COVID-19, to ensure the health and safety of our community and loved ones.

This holiday season also marks a period of continued growth and learning for our esteemed society. I am thrilled to announce an exceptional lineup of educational opportunities designed to enhance our professional skills and knowledge.

We will commence with a captivating session led by Dr. Greg Psaltis, a renowned name in pediatric dentistry. His lecture, "Refreshing Your Pediatric Dental Knowledge and Skills," scheduled for Friday, December 8, 2023, from 9:00 AM to 4:00 PM, promises to be an enlightening experience, offering fresh perspectives and innovative approaches in pediatric dental care.

As we step into the new year, we shall immerse into the critical topic of "Peri-Implantitis: How to Diagnose and Treat," a session scheduled for Thursday, January 11, 2024, from 5:30 PM to 7:30 PM. This lecture aims to equip us with the latest diagnostic and treatment methodologies, enhancing our ability to offer the best care to our patients.

Furthermore, the importance of "Infection Control & Cultural Competency" in our practices cannot be overstated. Join us on Friday, February 9, 2024, from 12:00 AM to 3:00 PM, for a comprehensive workshop that will expand our understanding and implementation of these crucial aspects in our daily practice.

Lastly, an insightful lecture on "How to Save for Retirement and Minimize My Taxes" is scheduled for Thursday, March 14, 2024, from 5:30 PM to 7:30 PM. This session is not just about enriching our professional skills but also about ensuring our personal and financial well-being as we navigate through our careers.

As your president, it fills me with immense pride to see our community come together in the pursuit of excellence and continuous learning. I extend my heartfelt wishes for a joyous holiday season and a prosperous New Year to you and your families. May this time be filled with happiness, health, and the warmth of companionship.



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The Importance of Keeping Your Dental Office Relevant and Viable for a Better Sale in the Future

Adam Bratland, Consani Associates LTD.

As a dentist, you've invested time, energy, and resources into building and maintaining your dental practice. While the daily focus is often on providing top-notch care to your patients, it's equally important to consider the long-term viability and eventual sale of your dental office. Staying relevant in the ever-evolving world of dentistry is crucial for securing a better sale in the future. In this article, we will explore why it's vital to keep your dental office up-to-date and appealing to potential buyers.

1. **Attracting a Broader Range of Buyers:** One of the key benefits of keeping your dental office relevant is the ability to attract a broader range of potential buyers when the time comes to sell. A modern and well-maintained practice is more likely to appeal to a variety of prospective purchasers, including younger dentists seeking to establish their own practices and experienced practitioners looking to expand their operations. By having a practice that meets contemporary standards, you create a more attractive proposition, increasing your chances of finding the right buyer. This doesn't mean that you need to go out and buy new equipment. As a matter of fact, I would discourage a doctor who wants to retire within 3 years of making extensive equipment purchases over \$50,000 because it will not necessarily increase the price of the practice. However, I would encourage doctors to make sure that the office colors are modern and trendy and to remodel (paint, flooring, furniture, and fixtures) if they feel that their office is outdated. The offices that sell the quickest tend to be those that have modern paint colors and are crisp and clean in a sterile setting. Since the COVID pandemic, patients are more concerned with the cleanliness of a dental office and are turned off by offices that don't appear to be incredibly clean. If a doctor likes colors and a more lively office décor I would suggest adding art

work on the walls versus multiple paint colors and floor coverings.

2. **Competitive Edge:** Oregon has been experiencing a buyers' market lately in dental office sales. To stand out among the other sellers, you should maintain a high level of production, and maintain a clean, welcoming office environment and have a strong online presence with positive reviews. One of the first things potential buyers do when comparing practices for sale is to look up Google reviews. It's very important to make sure that your online reputation is consistent with your word of mouth reputation.

3. **Increased Valuation:** A dental office that stays relevant and up-to-date is more likely to command a higher valuation when it's time to sell. A practice with modern equipment, a loyal patient base, and revenue of at least \$750,000 will attract more buyers. Buyers are often willing to pay a premium for practices that are well-maintained and positioned for future growth.

4. **Streamlined Transition:** Selling a dental practice can be a complex process, and buyers are often hesitant to take on practices that require extensive renovations, upgrades, or major changes. By keeping your office relevant and viable, you can streamline the transition process. A well-maintained practice is more likely to have smooth operations, an established patient base, and a team of experienced staff in place. This makes the transition easier for both you, as the seller, and the buyer, ensuring a more efficient change of ownership.

5. **Financial Stability:** Maintaining the viability of your dental office ensures financial stability, which

Relevant for a Better Sale continued on pg. 11



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6. The letter of Intent. Understand the process of successfully submitting an offer on a practice.
7. What is the best way to retain the patients and the staff in a transition.

We are a proud, family owned brokerage with over 25 years experience in facilitating successful transitions. Consider working through this with us now to be better prepared and plan for when and if the time comes to own. There is no fee for this process.

Whether you buy a practice through our brokerage firm or not, this will help you prepare. This may also be a significant help in deciding what you may want to look for in a practice and to be ready when that right one comes along. Call us today to get started!

Our brokerage team that works and resides in Oregon:



Broker

adam@mydentalbroker.com

(541) 520-5507

Adam Bratland



President/Broker

paul@mydentalbroker.com

(866) 348-3800

Paul Consani



VP/Broker

joe@mydentalbroker.com

(503) 858-5350

Joe Consani



Refreshing Your Pediatric Dental Knowledge and Skills (6 CE)

December 8, 2024 9:00 am - 4:00 pm
Lane Community College

Free for LCDS Members
\$125 for non-LCDS dentists
\$50 for office staff

Register:
www.bit.ly/LCDSEVENTBRITE



Greg Psaltis, DDS

Speaker sponsored by: Columbia Healthcare Banking
LCDS exclusive banking partner

Dr. Greg Psaltis has been a pediatric dentist for 48 years. While most of his experience has been in private practice in Olympia, Washington, he served three years in the US Navy and in the past 15 years created and ran two volunteer clinics in Mexico. His varied career has included authoring several articles for professional journals, speaking at every major dental meeting in the United States as well as several international meetings that have taken him to Germany, Mexico, Australia, Russia, Canada and Kuwait.

He is the author of the recently published book, Into and Out of the Mouths of Babes, a memoir of his life and career. His engaging speaking style and sense of humor make learning both fun and interesting. Among his honors is the Gordon Christensen Speaker Recognition Award for excellence in dental education.

Attend one or both courses, separate certificates for each course.

Course Objectives

Participants in “So Little Room So Much to See” will understand aspects of the pediatric dental examinations including:

- Recognition of anomalies
- Growth and development
- Symmetry and balance of dentition

Participants in “But Aren’t They Just Baby Teeth?” will be able to answer common questions asked from parents in a way they insures a better understanding of dental issues topics including:

- Anterior trauma
- Stainless steel crowns
- Local anesthesia
- Timing of initial examination

Morning Course 9 am - 12 pm: So Little Room So Much to See The complete Pediatric dental examination (3 CE)

Every pediatric dental examination is like a new patient examination simply because of the dynamics of growth and development. Furthermore, there is much to see in the mouths of children other than caries and loose teeth. This program thoroughly covers all aspects of the pediatric dental examination including recognition of anomalies, growth and development, symmetry and balance of the dentition and other components that make examinations on children far from routine. Both clinical and radiographic photographs illustrate the areas of discussion.

Afternoon Course 1 pm - 4 pm: But Aren’t They Just Baby Teeth? Answers to common questions from parents (3 CE)

You’ve heard these words and can’t help thinking, “Another ignorant parent.” They aren’t really ignorant— they’re working from old beliefs or genuine concerns for their children. The ability to answer common questions insures better understanding of the pediatric dental issues and creates more trust. This program covers questions routinely heard from parents of pediatric patients including a broad spectrum of topics, among them primary anterior trauma, stainless steel crowns, local anesthesia, timing of initial examinations and more. Practitioners who treat children will benefit from this engaging course.

Educational programs are funded, in part, through the generous support of the following sponsors.

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American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry.



LCDS is designated as an Approved PACE Program Provider by the Academy of General Dentistry. The formal continuing education programs of this provider are accepted by AGD for Fellowship, Master-ship and membership maintenance credit. Approval does not imply acceptance by a State or provincial board of dentistry or

AGD Endorsement. The current term of AGD approval extends from 1/16/2023 to 1/15/2027.



Peri-Implantitis: How to Diagnose and Treat

Thursday, January 11, 2024, 5:30 - 7:30 p.m.

Free for LCDS Members

\$125 for non-LCDS dentists

Register: www.bit.ly/LCDSEVENTBRITE

\$50 for office staff

Speaker sponsored by: Columbia Healthcare

Speaker: Dr. Bradley S. McAllister, DDS, Ph.D. Banking -LCDS exclusive banking partner

Dr. McAllister received his DDS from the University of Washington. Since completing his periodontal specialty training and Ph.D. at the University of Texas in San Antonio, Dr. McAllister has practiced the specialty of Periodontics in Oregon. He is both a board-certified Diplomate of the American Board of Periodontology and of the International Congress of Oral Implantology. He is also a Fellow of the International Team for Implantology (iti) and The International Society of Periodontal Plastic Surgeons. Dr. McAllister's research has focused on bone grafting for implant reconstruction, wound healing, and innovative implant designs. He has published numerous research papers and book chapters and lectured extensively locally and internationally on these and other related subjects.

Although implants enjoy exceptionally high success rates, a significant number have peri-implant mucositis or peri-implantitis. Understanding how to diagnose these implant-related diseases, determining the etiology of the disease, and ultimately treating the disease is critical for general dentists and specialists alike. This presentation will cover non-surgical treatment of peri-implantitis, surgical implant repair, and when to consider implant removal and replacement.

Objectives:

To learn how implants suffering from peri-implantitis can be treated with detoxification and bone grafting.

To learn the most common etiologies of peri-implantitis and how to prevent them.

To learn the nonsurgical approaches to managing the early stages of peri-implantitis.



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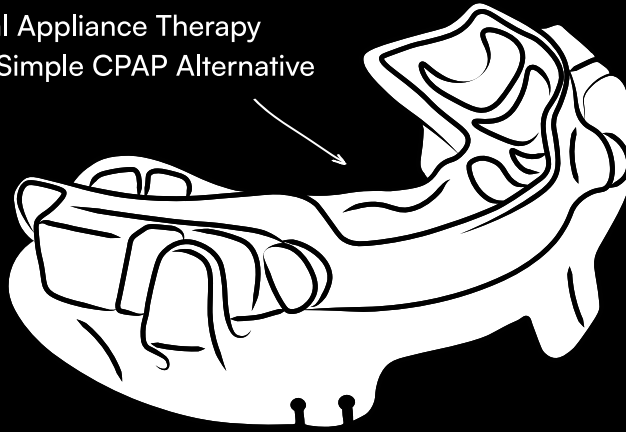
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Lane Community College Dental Clinic Needs Restorative Dentists

The dental clinic at LCC is in urgent need of help from restorative dentists. With the need to bring in more patients to train the dental hygienists, about seven years ago, the dental program at LCC started accepting OHP patients and won a Ryan White grant from the HIV alliance to serve their population. To accept those patients, they needed to provide restorative services and they recruited a healthy roster of retired dentists to help with it. Further, the LCC clinic did become a preceptorship site for senior OHSU dental students on their community rotation. With the COVID 19 pandemic, most of the dentists that were providing services have quit. The dental students are pulling their weight by providing a lot of those restorative services, but licensed dentists are needed to be their preceptors.

The job offers a great deal of variety, switching from placing restorations, doing exams for the dental assisting and hygiene students and preps for their restorative program, overseeing the OHSU students, and providing restorations, extractions, and other services for the clinic's patients.

The clinic urgently needs dentists to fill their roster. Active retired dentists have historically been a great fit, but the clinic's administration is very flexible and can make it work with dentists of all ages and practice modalities. The pay is competitive, but the benefits continue. You can get to know future dental hygienists and associates, get out of the loneliness of the private practice, and have more variety in your work week. You can get more integrated into the dental community of Lane County, mentor future dentists, and provide care for underserved populations. If you become a preceptor, you will be recognized as a clinical faculty at the OHSU Division of Public Dental Health.

You can follow the link to the job posting: <https://jobs.lanecol.edu/postings/12253> or contact Michelle Cummins at cumminsm@lanecol.edu for more information.

Classified Ads

NSK Ti-Max X95L, Low Speed Attachment Contra Angle (2)

New in box, list price \$1280.00, asking \$1000.00

Don Dexter, DMD

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Toothbrush, Paste, and Floss Donations Needed for Bags of Love

Bags of Love is a nonprofit serving children in crisis due to abuse, neglect, poverty, moving into foster care, or one without a home at all. In 2022, Bags of Love helped over 4,600 local Lane County children in crisis. Donations can be dropped off Monday - Thursday from 10:00 - 2:00 pm at 1052 Green Acres Rd or pick up can be arranged by calling the office at 541-357-4957.

It is Membership Renewal Season! Renew Today:
www.oregondental.org/member-center/join-renew

Commission on Dental Accreditation at LCC

The Commission on Dental Accreditation (CODA) will be conducting a site visit for review of the Dental Hygiene and Dental Assisting Programs at Lane Community College from November 15 through November 17, 2023. Interested parties may submit third-party comments using guidelines found here: www.bit.ly/CODALC

Don Dexter Gallery Events

Vision and Vessels - Don Dexter Gallery hosts Eastern Band Cherokee artist Christy Long 'Galvol' for a limited exhibition of her carved bowls featuring Southeastern Indigenous Iconography through December 11.

A Quiet View - Don Dexter Gallery hosts notable Portland-based photographer and printmaker Ray Bidegain for a solo exhibition of his recent photography editions through December 29.

dondextergallery.com

Local Eugene Pediatric Dentist looking for position, share space or sick and vacation coverage 1-2 days a week. Will travel up 60 miles from Eugene. Please send inquiry to mike@mikedds.com.

2024 Sponsorships and Advertising Opportunities

Businesses can support Lane County Dental Society by sponsoring CE events, advertising in the newsletter or society directory, becoming Business Associate Members, or submitting articles for the newsletter. Find out more email office@lanedentalsociety.org or visit our webpage: www.lanedentalsociety.org/lcdsoopportunities

LCDS Members can view council minutes online with their ADA login:

www.bit.ly/LCDSMINUTES

Multiple dental practices for sale in Oregon

Eugene/Springfield, Oregon Practice and Building for Sale (ORD157)

Dental Building for Sale in Salem (ORR105)

5 Op Building for Sale in Salem, in great location (ORCM162)

Healthcare Building For Sale in Southern Oregon (OR104)

For more information on the above contact Megan Urban for information: 503-830-5765; megan@omni-pg.com and also visit us at www.omni-pg.com



LCDS News November/December 2023

Published bi-monthly by the Lane County Dental Society (LCDS) and distributed to members of the society as a benefit of membership. Statements of opinion in the LCDS news are not necessarily endorsed by LCDS. Contributions to the newsletter are welcome in the form of articles, photos, announcements, or other items of interest for our membership. Notice of errors and corrections are appreciated. Deadline for January/February Newsletter is December 15, 2023. Send all items to office@lanedentalsociety.org.

SAVE THE DATE - 2024 EVENTS**Peri-Implantitis (2 CEs)****Dr. Brad McCallister**

January 11, 2024, 5:30 - 7:30 PM
Lane Community College, Eugene, OR
Free for LCDS Members,
\$125 nonmember dentists, \$50 Staff

Infection Control (2 CEs)**Cultural Competency (2 CEs)****Healthcare Compliance Associates & Membership Luncheon**

February 9, 2024, 9:00 AM - 3:00 PM
Lane Community College, Eugene, OR
Free for LCDS Members,
\$125 nonmember dentists, \$50 Staff

Retirement Planning Strategies for Dentists (2 CEs)

Nathan Ricks, CFP

Lane Community College, Eugene, OR
March 14, 2024, 5:30 - 7:30 PM
Free for LCDS Members,
\$125 nonmember dentists, \$50 Staff

Spring Social

3/28/2024, 5:30 - 8:00 p.m.

Location TBD

Free for all dentists, \$40 guests of dentists

Soft Tissue and Radiographic Pathology (6 CEs) Dr. Bryan Trump

April 19, 2024, 10:00 am - 2:00 PM

Free for LCDS Members,
\$125 nonmember dentists, \$50 Staff

LCDS Golf Scramble

Shadow Hills Country Club

May 10, 2024, 1:00 PM

\$100 LCDS Member/ Staff/ Associate members, \$140 Nonmember Dentists and General Public

LCDS Retiree Luncheon

Roaring Rapids Pizza Co.W

June 4, 2024, 12:00 - 2:00 pm

Price \$25 per person - includes pizza, salad, beverages, and beer

Hop Valley Dentist Fall Social

September 17, 2024, 5:30 - 8:00 p.m.

Hop Valley Brewery (990 W 1st- Eugene)

Free for all dentists, \$40 guests of dentists

Suturing for Success

Dr. Nabeel Cajee

October 18, 2024,

Lecture (3 CEs) 9 am- 12 pm

Hands On (limited to 30 participants) (2 CEs) 1-3 pm

Lane Community College, Eugene, OR

Free for LCDS Members

\$125 nonmember dentists, \$50 Staff

Advances in Dental Pharmacotherapy (3 CEs)

Karen Baker RPh, MS

December 6, 2024, 9 am - 12 pm

Lane Community College, Eugene, OR

Free for LCDS Members

\$125 nonmember dentists, \$50 Staff

Event Registration Page: www.bit.ly/LCDSEVENTBRITE**Relevant for a Better Sale continued from pg. 4**

is attractive to potential buyers. A profitable practice with a consistent revenue stream is less risky for buyers, and they are more likely to secure financing for the purchase. Most young associates have \$300,000 to \$400,000 in student loan debt and need a practice that support their \$4000 a month student loan payment as well as their personal living expenses. Most buyers can't afford to buy a practice with a low net profit nor can they get financing from a bank. Banks will only approve buyers for a practice if they believe there is enough net income to support their financial needs.

In conclusion, keeping your dental office relevant and viable is not only essential for your current success but also for securing a better sale in the future. A modern and well-maintained practice attracts a wider pool of potential buyers, commands a higher valuation, streamlines the

transition process, and ensures financial stability for the seller and the buyer. It also safeguards your reputation and future-proofs your investment. As a dental practitioner, it's vital to recognize the importance of staying current and relevant in the ever-evolving field of dentistry to reap the rewards when the time comes to sell your practice.

**White Bird Dental Clinic Update**

Itzel Ornelas

We provide restorative dental care Monday through Friday by appointment. Each week we provide two emergency walk-in clinics to see patients in pain. They are half day clinics based on a nominal fee if you have no insurance. Income is determined by who can be claimed on a tax return. Thank you to all local dentist that support and donate to our organization.

Lane County Dental Society

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November/ December 2023

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Treasurer: Carly Peterschmidt, DMD

Past President: Jordan Lentfer, DMD

Directors at Large:

Matt Bahen, DMD

Evan Harpster, DDS

Executive Director: Nissa Newton

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