



**2019**  
**DENTAL TRADE**  
**ALLIANCE FOUNDATION**  
**ANNUAL REPORT**

WE DO WHAT WE DO BECAUSE OF YOUR SUPPORT



**Be a part of the legacy that supports a healthy smile for all through funding of innovative projects designed to increase access and utilization of oral health care.**

Because we know oral health impacts overall health. Help us create a healthy smile for all.

LETTER FROM 2020 DTA  
FOUNDATION BOARD CHAIR

# Rick Cohen Legacy Gifts



**Special thank you to our  
Inaugural DTA Foundation  
Legacy Founder Circle  
Donor **The Robert J Sullivan  
Family Foundation** for their  
**\$1,000,000 gift in 2019****

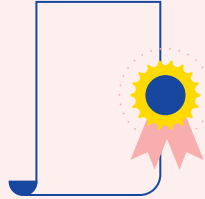
In 2017, the Dental Trade Alliance (DTA) Foundation Board took the first steps towards establishing a Legacy Gift program that would provide grateful DTA members with the opportunity to give back to an industry that has given much to them.

In 2019, The Robert J. Sullivan Family became the inaugural Legacy Founders Circle donor with a gift of \$1,000,000!

This \$1,000,000 gift is an endowed fund (only interest earned may be spent...never principal). Each year the DTA Foundation will spend up to 5% of the interest earned from this gift to support one \$25,000 scholarship for a dental student with a strong commitment to community service. The remaining \$25,000 will fund an innovative grant project designed to increase access to and utilization of oral health care by broadening literacy of oral health's impact on overall health.

Legacy Gift donations like this allow the donor to be recognized in perpetuity by their peers while their funds continue to grow and impact change in oral health care in America.

Thank you to The Robert J. Sullivan Family Foundation for being the inaugural DTA Foundation Legacy Founders Circle donor.



**2012**

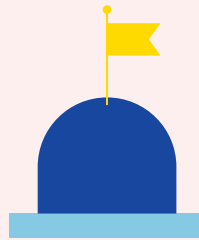
**First scholarships were awarded**

**2 STUDENT SCHOLARSHIP AWARDEES**

**2009**

**First established a multi-year grant to create a partnered program**

This multi-year grant provided funding through 2019



**2014**

Dinner in DC with recipients, members of the Sullivan Family were present

**9 STUDENT SCHOLARSHIP AWARDEES**



**2010**

First meetings to discuss development of what would become the dental student scholarship program

**2013**

**4 STUDENT SCHOLARSHIP AWARDEES**



## 2016

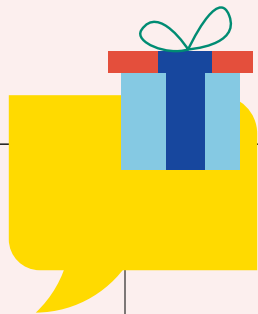
### Fund-A-Future Paddle Raiser introduced to raise scholarship funds at DTA Annual Meeting

Scholarship program is continuing to grow and operate, each year raises more funds than the previous year

**10 STUDENT SCHOLARSHIP AWARDEES**

## 2019

### \$1,000,000 awarded to Foundation from Robert J. Sullivan Family Foundation



**2015**

**10 STUDENT SCHOLARSHIP AWARDEES**

**2018**

**34 STUDENT SCHOLARSHIP AWARDEES**

## 2017

First meeting with members of the family to discuss a possible major gift contribution from the Robert J. Sullivan Family Foundation

**27 STUDENT SCHOLARSHIP AWARDEES**



## MISSION

Increase access to and utilization of oral health care by **broadening literacy of oral health's impact on overall health.**

## VISION

A Healthy Smile for All

## OUR VALUES



Oral Health



Stewardship



Enduring Positive Impact

**2019 DONATION HIGHLIGHTS**

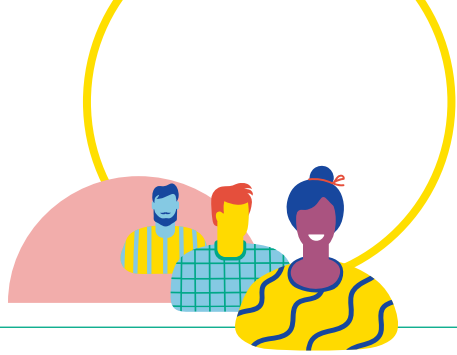
First Ever Legacy Donor

**Robert J. Sullivan Family Foundation**

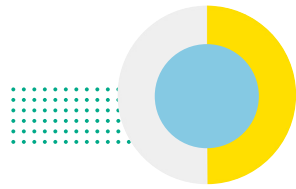
**\$1,000,000**



YOU GIVE. WE GIVE.  
THEY GIVE. THE  
CYCLE OF GIVING  
STARTS WITH YOU.

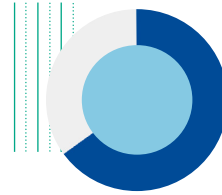


## 2019 Donors



**65%**

of all DTA Member Companies donated



**55%**

of all Fund-a-Future donors gave at the Named Donor level of \$5k or more

Total Pledges and Donations in 2019

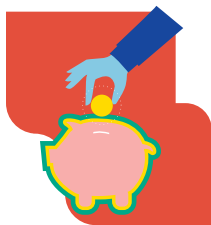
# \$1,792,779



Founders Legacy Circle  
**\$1,000,000**



2019 DTA Foundation Auction  
**\$70,469**

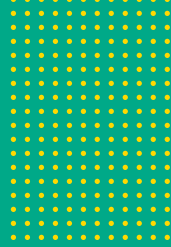


Annual Fund  
**\$536,725**



2019 Fund-A-Future  
**\$185,585**





# Meet Our 2019 Scholarship Recipients

Listed in alphabetical order:



**Anthony Acuña**  
Marquette University  
School of Dentistry



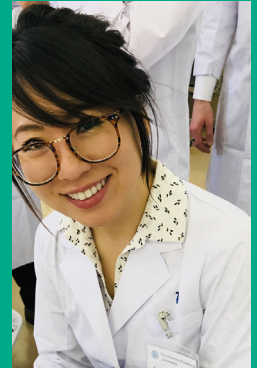
**Casandra Barnes**  
The University of Texas  
School of Dentistry  
at Houston



**Briana Brazile**  
University of North  
Carolina at Chapel Hill



**Morgan Celistan**  
Case Western Reserve  
University School of  
Dental Medicine



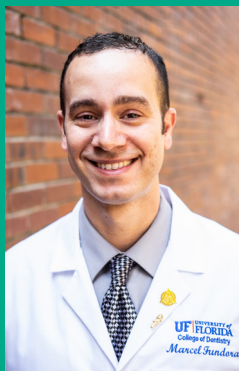
**Tiffany Chang**  
University of California,  
Los Angeles



**Marie-Elena Cronin**  
University of  
Pennsylvania School of  
Dental Medicine



**Crystal Fuller**  
Meharry Medical  
College School of  
Dentistry



**Marcel Fundora**  
University of Florida  
College of Dentistry



**Rumman Hossain**  
University at Buffalo  
School of Dental  
Medicine



**Jessica Latimer**  
University of  
Washington School  
of Dentistry



**Monica Lobo**  
University of Maryland  
School of Dentistry



**Karishma Manji**  
Tufts University School  
of Dental Medicine



**Caitlin Melvin**  
East Carolina  
University School  
of Dental Medicine



**Jaiden Mercer**  
Arizona School of  
Dentistry and Oral  
Health



**Albert Ngo**  
University of California,  
San Francisco School  
of Dentistry



**Cody Novotny**  
Touro College of Dental  
Medicine at New York  
Medical College



**Christina Nuñez**  
Columbia University  
College of Dental  
Medicine



**Reisa Rara**  
Western University of  
Health Sciences CDM



**Madison Riggs**  
University of Missouri -  
Kansas City



**Julia Shelbourn**  
University of Nevada -  
Las Vegas School of  
Dental Medicine



**Vanessa Short**  
Ohio State College  
of Dentistry



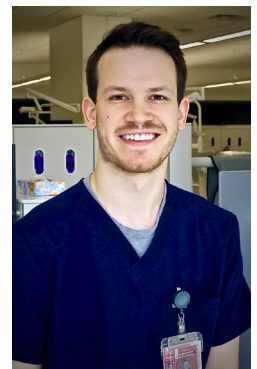
**Alyssa Spilski**  
University of Iowa  
College of Dentistry  
and Dental Clinics



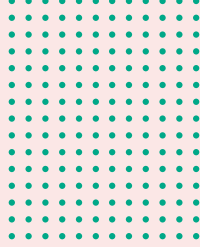
**Christy Tran**  
Midwestern University -  
College of Dental  
Medicine



**Steven Vassell**  
Rutgers School of  
Dental Medicine



**Mitchell Westberg**  
Indiana University  
School of Dentistry



# Meet our 2019 Grant Recipients



**CHORDS-DM**  
National Commission on  
Correctional Health Care



**Mobile App Platform to Improve Oral  
Health Care Outcomes for Individuals  
with Autism Spectrum Disorder (ASD)**  
The Viscardi Center, Inc.



**Recommending the HPV Vaccine:  
New Skills for a New Recommendation  
in Oral Health**  
Regents of the University  
of Minnesota



**Inclusive Dental**  
Kids Smiles



**Dental Hygiene Therapist Pilot — An  
Innovative Approach to Expanding  
Dental Care Access**  
Penobscot Community  
Health Center, Inc.



**Medically Integrated Oral Health  
Program for Medically Complicated  
Dental Patients**  
The University of Texas Health Science  
Center at Houston



**Innovative Oral Health  
Education Initiative**  
KinderSmile Foundation



**Apple Tree Dental Health Information  
Exchange Project (HIE Project)**  
Apple Tree Dental

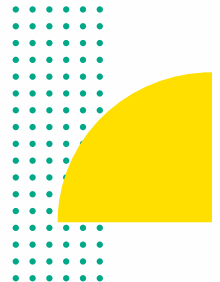


**Integrating oral assessment and  
education into pediatric wellness visits  
at a Federally Qualified Health Center,  
Community Action Partnership of  
Western Nebraska Health Center:  
Pilot Project**

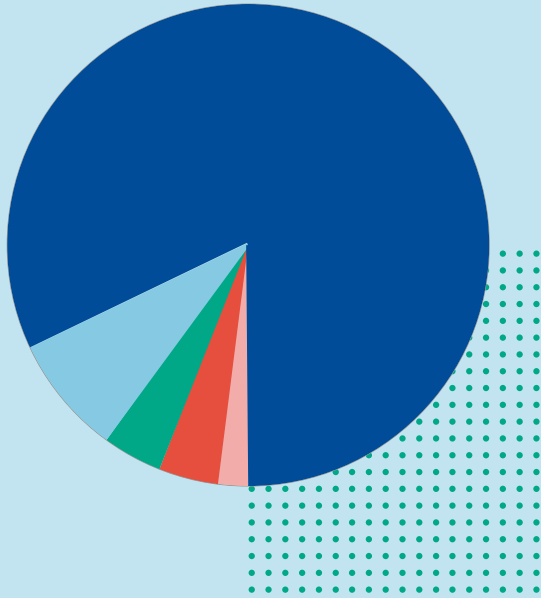
University of Nebraska Medical Center,  
College of Dentistry



**Improving Data Interoperability Across  
Oral and Medical Health Domains to  
Improve Value-Based Care**  
Michiana Health Information Network  
(MHIN)

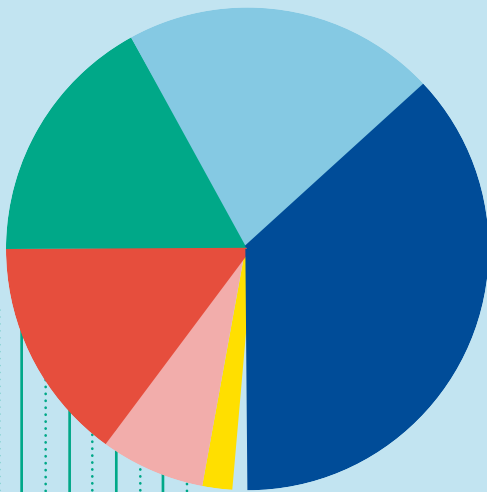


## YEAR END FINANCIALS



### Revenue\* \$1,710,509

● Pledge Donations & Receipts	\$1,409,925
● Fund-A-Future	\$133,135
● Auction Proceeds	\$65,189
● Investment Income	\$74,146
● Other Income	\$28,114



### Expenses\* \$707,652

● Grants	\$297,048
● Scholarships	\$171,496
● Fundraising	\$138,699
● General & Administrative	\$117,955
● Auction	\$53,225
● Community Relations	\$19,229

\*Cash-basis

# Company Donors



## LEGACY DONORS

Robert J. Sullivan Family Foundation

## PLATINUM DONORS

3M Oral Care  
Henry Schein Dental  
Patterson Dental  
Septodont, Inc

## GOLD DONORS

A-dec  
Aseptic Inc  
Benco Family Foundation  
Colgate Oral Pharmaceuticals  
Darby Dental Supply  
Dentistry Today  
GC America, Inc  
Hu-Friedy Manufacturing Company, Inc.  
Ivoclar/Vivadent  
Midmark Corporation  
Midway Dental Supply  
NSK Dental

## SILVER DONORS

Air Techniques, Inc.  
Aurum Group  
Bank of America Practice Solutions, Inc.  
CareStream Dental  
Coltene Whaledent  
Crosstex International, Inc.  
Dental City  
Dental Tribune America, LLC  
DentalEZ Integrated Solutions  
P&R Dental Strategies  
Planmeca, Inc  
Safco Dental Supply Company  
SciCan Inc

The Dental Advisor  
Ultradent Products, Inc.  
W&H North America Inc  
Young Innovations, Inc.  
Zirc Company  
Dr. Edward B. Shils Entrepreneurial Fund  
Ohio Dental Association Foundation  
Treloar & Heisel

## BRONZE DONORS

Acteon, Inc.  
Aegis Communications/Aegis Publications  
AMD Medicom, Inc  
American Dental Association  
Bisco, Inc.  
Brasseler  
California Dental Association  
Centrix, Inc.  
Chicago Dental Society  
Clinician's Choice Dental Products, Inc.  
Crown Seating, LLC  
Dental Products Shopper / Integrated Media Solutions  
DMG America LLC  
Elevate Oral Care  
Hinman Dental Society  
Integrated Dental Systems (IDS)  
J. Morita USA, INC  
Keystone Industries  
Kuraray America, Inc  
Pac-Dent International  
Preventech  
SDI North America  
Share Moving Media  
Shofu Dental Corporation  
Solmetex  
Tuttner USA Company

VOCO America, Inc.  
Water Pik, Inc.  
Whip Mix Corporation  
Zyris, Inc.

## PATRON DONORS

AM-Touch Dental Supply  
Bausch Articulating Papers  
Bien Air USA  
CAO Group  
DC Dental  
Drake Precision Dental Laboratory, Inc.  
Endoco / Ultimate Dental  
Flow Dental Corporation  
J&J Instruments, Inc  
Justi Group Inc  
Kettenbach USA  
L&R Manufacturing, Inc  
Massachusetts Dental Society  
Meisinger USA  
Microcopy  
National Distribution & Contracting, Inc.  
Palmero Health Care  
Parkway Dental Services  
Premier Dental and Medical Products Co.  
PSA, Inc.  
Richmond Dental  
Vennli

## FRIEND DONORS

G&H Orthodontics  
Handler Manufacturing Company  
ITL Dental  
Kommet USA  
Anterior Quest  
Burkhart Dental Supply Company



# Individual Donors

## DIAMOND DONORS \$10,000

Bergman, Stan & Marion  
Hinsch, Paul & Krista

## GOLD DONORS \$2,500 - \$9,999

Breslawski, Jim & Debbie  
Wolfe, George

## SILVER DONORS \$1,250 - \$2,499

Thomas, Kevin & Patti  
Steinberg, Gary & Deborah

## BRONZE DONORS \$500 - \$1,249

Parrilli, Dan & Diane  
Doyle, Laura & Ken  
Dixon, Dan  
Garrick, Dan  
Price, Gary & Lois  
Shirley, Eric  
Hamilton, Tyrette  
Nordquist, Robert  
Suh, Julie  
Meyers, Elizabeth  
Persichetti, Joe  
Niessen, Dr. Linda  
Miller, Alex  
Koch, Jonathan

## PATRON DONORS < \$500

Powers, John  
Bucher, Jeff  
Winters, Bill & Monica  
Paulson, Lori

## 2019 BOARD OF DIRECTORS

### EXECUTIVE COMMITTEE

**George Wolfe,**  
Chair  
*DMG America, LLC*

**Rick Cohen,**  
Vice Chair  
*Benco Dental Company*

**Lorene Kent**  
Treasurer  
*Belmont Publications*

**Paul Hinsch**  
Immediate Past Chair  
*Hinsch Produces LLC*

**Gary Price**  
CEO, Secretary  
*Dental Trade Alliance*

**Laura Fleming Doyle**  
Executive Director  
*DTA Foundation*

### DIRECTORS AT LARGE

**Nicolle Campion**  
1st Term  
*Zirc Company*

**Kevin Thomas**  
2nd Term  
*Elevate Oral Care*

**Daniel Thomas**  
2nd Term  
*W&H North America*

**Joseph Persichetti**  
1st Term  
*Bank of America*  
*Practice Solutions*

**Daniel Dixon**  
1st Term  
*Envista*

**Alex Miller**  
2nd Term  
*Meisinger USA*

**Karen Neiner**  
1st Term  
*Hu-Friedy Manufacturing Company*

**Tim Rogan**  
1st Term  
*Patterson Dental Supply*

**Rob Cherkas**  
1st Term  
*Parkway Dental*

**Liz Meyers**  
1st Term  
*Darby Dental Supply*

**Dan Garrick**  
2nd Term  
*Young Innovations*

**Steve Knight**  
2nd Term  
*Crown Seating, LLC*


**Eric Wenzel**  
1st Term  
*3M Oral Care*



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 DTA Foundation



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