

Exceeding Expectations



American Association of Endodontists

2012-2013 ANNUAL REPORT



Dear Colleagues,

I started my term as AAE President with the promise and challenge that the Association would lead the charge in Exceeding Expectations. I vigorously encouraged endodontists to start thinking beyond the possible – imagining what's never been, and bringing it to life – so that everyone can share in the fruits of our work and commitment to excellence in the art and science of endodontics. I believe that our Association is doing its part to deliver on that promise, and it's been my great pleasure to serve you in the 2012-13 membership year.

It was a very productive year for your AAE; our many activities and initiatives are chronicled in these pages. As we all know, the world we live in is a world of motion, and we want the AAE to continue on a course of directed and positive evolution. I want to personally encourage all of us to continually evaluate, change where and when necessary, implement, assess, and then begin the process anew. Let's all work together to maximize the success of our future!

Sincerely,

A handwritten signature in black ink, appearing to read "James C. Kulild". The signature is fluid and cursive, with a large initial "J" and "K".

James C. Kulild, D.D.S., M.S.
2012-13 AAE President

2012-13 Leadership



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DISTRICT VII



Stefan I. Zweig

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Jeff Durbeck	Michael B. Lindemann	Paul A. Rosenberg	
Paul D. Eleazer	Jeffrey W. Linden	Louis E. Rossman	
Jonathan Espel	Kimberly A.D. Lindquist	Richard L. Rubin	
Chris Ettrich	Sandra Madison	Richard A. Rubinstein	

The annual audit of AAE finances, conducted by Selden Fox, Ltd., was completed in September 2013. The financial information presented below is taken from the audited financial statements. The net operating surplus is \$240,412 which is \$277,194 more than the budgeted net operating deficit of \$(36,782)

The net operating surplus does not include any unrealized gains or losses on investments. At the end of the year, the auditors do include the unrealized gains or losses on investments as part of the Total Net Operating Surplus. This year, there was an unrealized gain of \$193,361; therefore, the net surplus would be \$433,773.

The AAE Reserve Fund was \$6,122,814 in June 2013, compared to \$5,581,285 in June 2012, a 9.7% increase, due to ongoing market activity.

Questions about the AAE financial position may be directed to Treasurer Dr. Linda G. Levin, the AAE Budget and Finance Committee, or Chief Financial Officer Jerry McDonald at 800/872-3636 (U.S., Canada, Mexico) or 312/266-7255.

Audited Statement of Financial Position

June 30, 2013

ASSETS	
Current Assets:	
Cash and Cash Equivalents	\$1,532,472
Accounts Receivable	57,750
Accrued Income	173,309
Prepaid Expenses	183,284
Inventory	127,705
Total Current Assets	\$2,074,520
Investments: CDs, Corporate Bonds, Mutual Funds	\$6,122,814
Equipment & Furniture - net	\$665,399
TOTAL ASSETS	\$8,862,734

LIABILITIES AND NET ASSETS	
Current Liabilities:	
Accounts Payable	\$523,077
Accrued Expenses	514,903
Affiliate Dues	79,244
Deferred Income	1,586,685
APICES	147,902
Lease Incentive	41,853
Total Current Liabilities	\$2,893,664
Long-Term Liabilities: Lease Incentive, less current portion	\$198,803
Net Assets:	
Unrestricted	\$5,336,495
Profit (Loss) YTD	433,773
Total Net Assets	\$5,770,268
TOTAL LIABILITIES AND NET ASSETS	\$8,862,734

Audited Statement of Activities

For the 12 months ending June 30, 2013

	Actual	Budget
REVENUE		
Membership Dues	\$3,488,723	\$3,515,792
Annual Session	2,099,417	2,590,925
Journal of Endodontics	799,558	746,731
Continuing Education	1,089,222	848,060
Professional Relations Products	191,326	266,200
Royalties	335,111	275,400
Other Income	492,925	486,165
Investment (realized)	185,291	120,000
TOTAL REVENUE	\$8,681,572	\$8,849,273

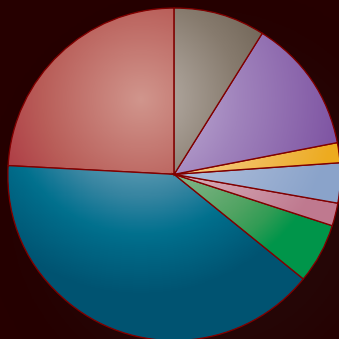
	Actual	Budget
EXPENSES		
General Operating	\$4,203,194	\$4,226,805
Annual Session	1,620,431	2,013,991
Awareness Campaign	322,087	341,572
Journal of Endodontics	514,709	498,515
Board of Directors	435,382	468,902
Committees	348,994	406,368
Continuing Education	853,750	744,161
Professional Relations Products	142,614	185,741
TOTAL EXPENSES	\$8,441,161	\$8,886,055

Net Operating Surplus (Deficit)	\$240,412	(\$36,782)
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Unrealized Gain/Loss	\$193,361	not included
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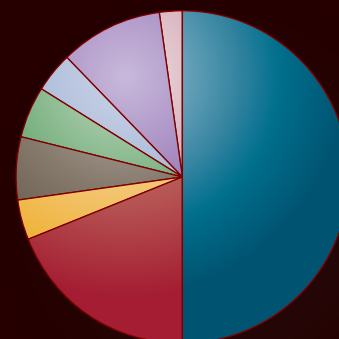
Total Net Operating Surplus (Deficit)	\$433,773	(\$36,782)
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Revenue Fiscal Year 2012-2013



40% Membership Dues	6% Other Income
24% Annual Session	4% Royalties
13% Continuing Education	2% Professional Relations Products
9% Journal of Endodontics	2% Investments

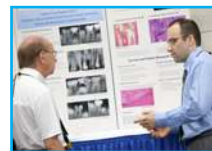
Expenses Fiscal Year 2012-2013



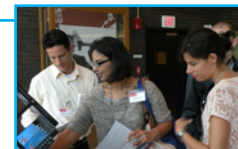
50% General Operating	6% Journal of Endodontics
19% Annual Session	4% Awareness Campaign
10% Continuing Education	4% Committees
5% Board of Directors	2% Professional Relations Products

CE Meetings

Roughly 2,670 people attended the **2013 AAE Annual Session in Honolulu** in April. Nine tracks, including Endo 2025, Imaging, Pain and Pharmacology, and Systematic Health, covered topics at the forefront of our specialty. The new Exhibit Hall Continental Breakfast and *To The Point...* product demos offered enhanced opportunities to interact with vendors.



More than 150 residents enjoyed **APICES 2012 in Boston**. This program, generously supported by the AAE Foundation, gives residents the chance to interact with peers and volunteer leaders within the specialty. APICES received a record amount of corporate support, with 27 sponsors in attendance.



Approximately 900 people—record participation—attended the **Joint Symposium with the American Academy of Pediatric Dentistry**, *Contemporary Management of Traumatic Injuries to the Permanent Dentition*, in November. Proceedings from the symposium are available online in a special March supplement to the *Journal of Endodontics*.



All major meetings now make use of a mobile app, paperless CE verification, and session recordings available on demand via the Live Learning Center, members' primary source for online CE. The Live Learning Center platform was upgraded this year to allow continued growth and future implementation of webinar and other learning formats

Educational Affairs



Our Educational Affairs Committee developed the 2012 **Predoctoral Directors Educator Workshop**, where predoctoral directors spent a day and a half discussing competencies, measurements, and how to best ensure endodontists teach endodontics to predoctoral students. The AAE Foundation supports this yearly educator workshop. The EAC also worked with a research firm to conduct a survey of endodontic faculty in the United States. Data from the



survey is helping the AAE to understand and respond to the challenges and opportunities of endodontists in academia.

The ADA's Commission on Dental Accreditation approved AAE's proposed revisions to the *Accreditation Standards for Advanced Specialty Education Programs in Endodontics* for implementation January 1, 2014. One of the revisions includes adding revascularization/regenerative endodontics to the curriculum, another step forward in the AAE's strategy to establish a leadership role in this developing and exciting field.

The Association continues to advocate for endodontics with the American Dental Education Association and American Dental Association, particularly with respect to the impact of rising student debt on the profession, both at the graduate and undergraduate level.

Governance/Leadership

The AAE Board appointed special committees comprised of endodontists from a variety of backgrounds to study timely issues:

- Changing practice models, demographics, and debt, and the impact of these and other forces on endodontic practice.
- Ways to identify, train and nurture new and existing researchers in order to ensure and facilitate the future of successful endodontic research.
- Ways to identify and equip future leaders interested in service to local, regional, state and national dental organizations.
- Changing member demographics, their impact on member needs, and what the AAE needs to do to maintain its relevance to its members.
- Practice management needs of AAE members in various career stages and practice settings.

The Association has been using the *Baldrige Criteria for Performance Excellence* as a guideline for optimal organizational performance. Members of the Board of Directors completed an organizational assessment to identify areas of strength and opportunities for improvement, and appointed a special committee to oversee this initiative. The areas of communication and measurement have been identified as organizational priorities where improvement efforts will be focused, and the development of an Organizational Profile detailing the AAE's strategic position in the marketplace is underway.



This figure is used with permission of the Baldrige Performance Excellence Program, 2013. 2013-2014 Criteria for Performance Excellence. Gaithersburg, MD: U.S. Department of Commerce, National Institute of Standards and Technology. Obtain a copy of the full criteria at www.nist.gov/baldrige/publications/criteria.cfm

Membership

Total membership for 2012-2013 ended with 7,650 members. International membership increased by 18%, as compared to the previous year.

Our online portal, myAAE, now includes a platform for members to interact with each other online; the

myCommunities feature was adopted by all standing and special committees and the Board of Directors as a way to facilitate document sharing and communication. It is anticipated that additional member-generated communities will be formed in the coming year using the myAAE platform.

Communications

The *Communiqué* member newsletter was redesigned to deliver more substantive news in a more contemporary print and electronic format. The Membership Services Committee now serves as the newsletter Editorial Board, guiding the selection of dental professional topics and expert authors. The newsletter was recognized with a Gold EXCEL award by Association Media & Publishing for its improvements in design and content.



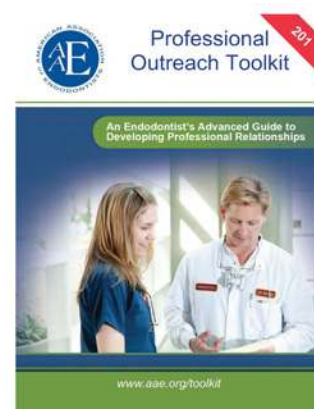
JOE

The *Journal of Endodontics* is now available through the HealthAdvance mobile app offered by Elsevier. The JOE continues to be one of the most frequently cited

publications in the dental profession worldwide, and delivers online-only content, monthly podcasts, and a one-of-a-kind Online Product Directory to serve the needs of endodontists and others in the profession.

The AAE awareness campaign, *Partners in Patient Care*, also released advanced practice marketing content for members in the *Professional Outreach Toolkit 201*, and

offered the AAE's first paid webinar series titled *Mastering Your Marketing*, which exceeded its capacity. Media monitoring efforts resulted in letters from AAE officers to the editors of the *Journal of the American Dental Association*, *Wall Street Journal*, *New York Times*, and *Oprah Magazine*, among other publications. A second round of market research data was collected from dental educators, students and general dentists, with new statistics about the drivers of referral to an endodontist identified and incorporated into AAE campaign efforts.



Thanks to the awareness campaign, the AAE continues to maintain a leading social media presence among dental specialties, with more than 4,000 Facebook followers, two active Twitter feeds, a YouTube channel featuring videos for dentists and the public, and a LinkedIn page. Social media allows the AAE to address patient inquiries, respond to requests for membership and resources from dentists around the world, and interact with endodontic practices, corporations and other organizations online.



Corporate Partnership

The **2012 Corporate Community Conference** attracted greater participation than ever before, with 59 people in attendance. The meeting has become a tremendous platform for educating the industry about the needs of members, the importance of endodontics and the critical role endodontists provide in preserving the natural dentition. As a result, corporate partners are more confident about investing in endodontic outreach and supporting AAE activities.



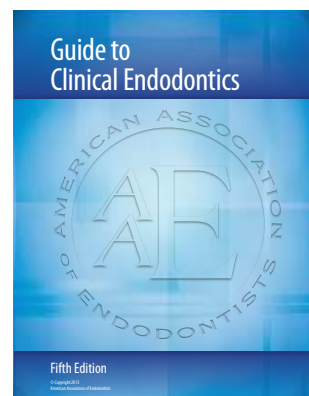
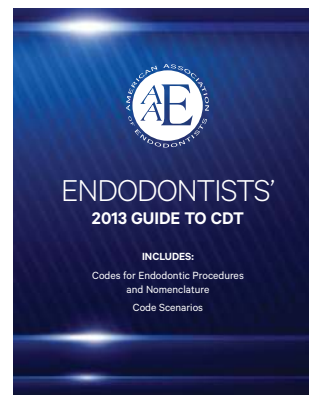
More than 40 guests came to visit the AAE Headquarters to learn about the AAE during our second annual **Corporate Open House** held during the Chicago Dental Society Midwinter Meeting.

Professional Affairs

The AAE successfully advocated for a revised post removal code in the ADA's *Current Dental Terminology* that can be used in conjunction with endodontic therapy (effective January 1, 2013) and new bone graft codes (effective January 2, 2014). The Association revised its *Endodontists' Guide to CDT* to reflect these changes.

In addition, the AAE supported ADA advocacy efforts to exclude dental devices from the new medical device excise tax as well as the ADA's work to ensure that health exchanges created through the Affordable Care Act provide reasonable dental benefits.

The AAE published position statements supporting the inclusion of implants, extractions and regenerative endodontics in the scope of practice endodontics. Revised editions of the *Guide to Clinical Endodontics* and the *AAE Recommended Guidelines for the Treatment of Traumatic Dental Injuries* were also developed and published.



Research/Scientific Affairs

The AAE began collaboration with the National Dental Practice Based Research Network by encouraging AAE member participation, and interactions through the AAE's Research and Scientific Affairs Committee (RSAC).

Because of the changing face of endodontic research, a Special Committee was formed to evaluate the processes and procedures of the RSAC to help ensure optimal use of limited AAE resources.



Dear Colleagues,

I want to take a moment to offer my special thanks to you for our past success. Raising money is a leap of faith, and you have once again demonstrated that our trust in the memberships' generosity is well placed.

At the Leadership Donor Reception in Hawaii, we celebrated reaching the 2012-13 goal of \$1 million. Our 2013 budget called for investing \$1.5 million in a diverse portfolio of grants. Your commitment to excellence makes this significant level of giving possible.

There was a time when I could summarize all the Foundation's grants on a single sheet of paper. We are now involved in so many different activities that a short list is impossible. However, I would like to highlight a couple of new ventures that are especially exciting:

- Over the last year, the Foundation circulated a Request for Applications for research in the area of regenerative endodontics. A total of \$2.5 million is available to researchers for multi-year studies. The goal is to support the highest quality science and to answer questions that will lead to new treatment options for our patients.
- We want endodontics to be synonymous with leadership. The new AAE Foundation/DENTSPLY Excellence in Research Award is designed to help departments build their research initiatives. The AAE Foundation and DENTSPLY will provide two \$25,000 grants each year for the next four years to reward outstanding performance in research and to grow start-up programs.

The Foundation belongs to you, and I encourage you to become familiar with all of our initiatives and to share your thoughts and ideas for how we can improve. Visit the AAE's website or contact any Trustee or volunteer to learn more. I am always happy to talk with members about our latest plans, so don't hesitate to call me. Your ownership makes the Foundation a success, and we cannot be our best without your feedback.

Sincerely,

Keith V. Krell, D.D.S., M.S.
President

Leadership



PRESIDENT
Keith V. Krell



VICE PRESIDENT
Louis E. Rossman



TREASURER
Jack Burlison



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Kevin M. Keating



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PRESIDENT



Gary R. Hartwell
PRESIDENT-ELECT



William T. Johnson
IMMEDIATE PAST PRESIDENT



Robert S. Roda
VICE PRESIDENT

The AAE Foundation exceeded its 2011-12 fundraising goal, raising \$1.2 million, thanks to AAE members! Its 2013 goal is to raise another \$1.2 million.

The Foundation allocated \$1.6 million in its 2013 budget to invest in endodontic research and education – money that would not have come from any other sources.

The Foundation also restructured its Endodontic Educator Fellowship to enable more members to be eligible for the award and to better ensure the likelihood of success in recruiting and retaining full-time dental educators.

An RFA for regenerative endodontics will provide up to \$2.5 million over six years to fund studies documenting the feasibility of large multi-center clinical trials of various endodontic procedures, or documenting the prevalence/incidence of pulpal regeneration after regenerative procedures.

Fall 2012			
Name	Award	Institution	Project
Anu Bhalla	\$22,000	University of California, Los Angeles	Osteogenic and odontogenic differentiation capacities of induced mesenchymal stem cells
Jennifer Gibbs*	\$16,795	New York University	Thermo-sensitive TRP receptor signaling in human pulpal nociceptors
Haytham Sabri Jaha	\$13,010	Boston University	Effect of DSP fragment on pulp stem cells
Annie Shrestha*	\$20,059	University of Toronto	Mechanistic study of endotoxin neutralization in infected dentin by photo-activated polycationic bioactive nanoparticles
Emily Lammers	\$7,700	The Ohio State University	A prospective, randomized, double-blind study of the anesthetic efficacy of 3% mepivacaine plus 2% lidocaine with 1:100,000 epinephrine for inferior alveolar nerve blocks
Johnah Galicia	\$17,467	University of North Carolina, Chapel Hill	Genome-wide gene expression profile of inflamed dental pulp in humans: implications in clinical diagnosis and symptoms of pulpitis
Hsin Chen	\$11,935	University of North Carolina, Chapel Hill	Evaluation of a new biomimetic cement (GEMOSIL) for use in endodontic pulp therapy as compared to the widely used mineral trioxide aggregate (MTA)
TOTAL	\$108,966		

Spring 2013			
Name	Award	Institution	Project
Obadah Austah	\$23,107	University of Texas Health Science Center, San Antonio	Effect of neonatal capsaicin treatment on the development of periapical lesion in rats
Jonathan Fu	\$11,822	University of Texas Health Science Center, San Antonio	Characterization of innervation of periradicular cysts and granulomas
Vanessa Chrepa	\$10,000	University of Texas Health Science Center, San Antonio	Use of two different FDA-approved products as scaffolds in the regeneration of the pulp-dentin complex
Xianli Tang	\$11,063	University of Michigan	A randomized controlled clinical trial of regenerative protocols to treat immature necrotic permanent teeth
TOTAL	\$55,992		

American American Association of Endodontists Foundation

Statement of Financial Position

December 31

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	2012	2011
Assets		
Cash and cash equivalents	\$ 501,971	\$ 113,241
Accounts receivable	1,080	2,340
Due from American Association of Endodontists	30,789	54,715
Prepaid expenses	5,646	5,656
Pledges receivable, net	2,709,138	2,576,916
Investments	24,067,887	22,316,921
Property and equipment, net	42,905	13,845
Beneficial interest in charitable remainder trusts		42,312
Total assets	\$ 27,359,416	\$ 25,125,946
Liabilities and Net Assets		
Accounts payable	\$ 53,725	\$ 11,856
Due to American Association of Endodontists	19,921	20,212
Grants payable	496,573	692,203
Total liabilities	570,219	724,271
Net Assets		
Unrestricted	25,519,854	23,276,148
Temporarily restricted	1,269,343	1,125,527
Total net assets	26,789,197	24,401,675
Total liabilities and net assets	\$ 27,359,416	\$ 25,125,946

American Association of Endodontists Foundation Statement of Activities

December 31

Exceeding Expectations

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	Unrestricted	Temporarily Restricted	Total
Revenue and Other Support			
Contributions	\$ 243,537	\$ 1,171,173	\$ 1,414,710
American Association of Endodontists noncash contributions	134,440		134,440
Investment income	2,930,657		2,930,657
Change in value of charitable remainder trusts		1,017	1,017
	3,308,634	1,172,190	4,480,824
Net assets released from restrictions - satisfaction of time restrictions	1,028,374	(1,028,374)	
Total revenue and other support	4,337,008	143,816	4,480,824

Expenses			
Administrative reimbursement-			
American Association of Endodontists	318,880		318,880
Annual session	36,327		36,327
Credit card charges	6,062		6,062
Depreciation	5,684		5,684
Equipment maintenance	1,468		1,468
Grants:			
Educator	210,144		210,144
Fellowships	279,629		279,629
Post graduate fellowship	100,000		100,000
Competitive research	183,862		183,862
Resident research	34,858		34,858
Other	279,561		279,561
Insurance	3,968		3,968
Investment fees	37,893		37,893
Miscellaneous	2,129		2,129
Postage and mail service	21,698		21,698
Printing	21,927		21,927
Professional fees	38,299		38,299
Provision for uncollectible pledges	425,169		425,169
Supplies	2,833		2,833
Telephone	1,287		1,287
Trustee meetings	81,624		81,624
Total expenses	2,093,302		2,093,302
Change in net assets	2,243,706	143,816	2,387,522

Net assets:			
Beginning of the year	23,276,148	1,125,527	24,401,675
End of the year	\$ 25,519,854	\$ 1,269,343	\$ 26,789,197

AMERICAN BOARD OF ENDODONTICS



Exceeding Expectations

AAE 2012-2013 ANNUAL REPORT

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Dear Colleagues,

Board certification is essential to continuing our specialty in the field of dentistry. We are one of just nine specialty boards recognized by the American Dental Association. To continue, we must have a significant number of Board-certified members. Otherwise, we risk losing our distinctive role, and patients with specific functional and pain management needs could have less access to the care they need. Board certification also helps us sustain consistent standards of excellence in the specialty of endodontics. Through certification, we can publicly recognize those who have reached the highest levels of expertise and have fully met the requirements established by the ABE.

While certification showcases excellence in our field, it is not meant for just a few. We welcome all eligible candidates, and we are eager to support you in the process. In this way, Board certification builds community in the field of dentistry, improves our overall ability to serve patients, and is a forum to encourage each other in our daily practice. This process of certification also promotes innovation. The examination rounds emphasize problem solving, decision making, analysis, creativity and evaluation. We not only look for what endodontists have learned, but how they are applying that knowledge to improve what we do and how we do it, for the benefit of those we serve.

The steps to becoming Board-certified are more streamlined than ever. The ABE website is rich with resources and detailed instructions on how to start and navigate the process. We offer helpful tips, best practices and mentoring support.

Ultimately, Board certification is about developing personally and professionally. It means that we achieve the highest skill levels, that we continually pursue new knowledge and experiences, that we apply research and advances to the practice of endodontics and, most importantly, that we deliver the highest possible quality of care for the patient.

The number of Candidates participating in our exams continues to increase – 210 participated in the 2013 written examination, 95 submitted their case history portfolios, 116 came to St. Louis to challenge the November 2012 oral exam and 28 sat for the exam in Hawaii. On April 18, 2013, family members, ABE Directors, program directors, the AAE Executive Committee and other Diplomates gathered on to honor our 86 new Diplomates. Congratulations to each of them!

Yours truly,

Alan S. Law, D.D.S., Ph.D.
President

American Board of Endodontics Board of Directors



PRESIDENT
Alan S. Law



SECRETARY
Patrick E. Taylor



TREASURER
Karl Keister

Directors



Stephen J. Clark



John F. Hatton



Van T. Himel



James D. Johnson



Donna J. Mattscheck



Cindy Rauschenberger



COUNSELOR
Ashraf F. Fouad

The American Board of Endodontics conducted three successful rounds of Oral Examinations this year, a record-breaking number of Candidates went through all phases of the Board certification process, and the ABE had a record-breaking number of new Diplomates.

2012 New Diplomates

Yaser I. Alasowski	Brett E. Gilbert	Kim A. Menhinick	Ernesto G. Trevino
Fawaz T. Alforaih	Jeffrey H. Haag	Marcus R. Miner	Carlene Tsai
Khalid A. Al-Hezaimi	Stephen W. Hansen	Raksha Mirchandani	Mychel M. Vail
Dominick J. Alongi	Robert W. Heydrich	Michael F. Morris	Richard A. VanderWeele
Anthony Alonso	Craig S. Hirschberg	Nermeen M. Moussa	Shawn M. Velez
Mahshid Asrari	Andrea B. Holstein	Pushpak Narayana	I. Emily Wang
Rohit Batheja	Scott H. Horsley	Justin N. Naylor	Curt A. Warren
Ian G. Bennett	Cameron M. Howard	Rosette D. Nguyen	Sarah Jo Welch
Paul Bianchi	Chinchai Hsiao	Stephen P. Niemczyk	John M. Williams
Tatiana M. Botero-Duque	Michael R. Kertes	Marc A. Pacheco	Kenneth B. Wiltbank
Tung B. Bui	Meetu R. Kohli	Rajiv G. Patel	Dentonio E. Worrell
Thaddeus M. Chamberlain	Robert Lee	Niyati Patel	John M. Yaccino
I-Ping Chen	Daniel G. Lester	Joseph A. Petrino	Brandon T. Yamamura
Christine L. Chung	Hong Li	Jonathan S. Rapp	Emina Zaganjori
Nathan T. Decker	Kevin Liang Li	Beatriz Robles	
Gael M. Delany	Garrick Liang	Brett A. Rosenberg	
Annapurna S. Deshpande	Adam Lloyd	Karina A. Roth	
Bethany A. Douglas	Karen F. Lovato	Alexander N. Royzenblat	
Scott W. Edgar	Rachele Luciano	Paulene K. Salter	
Paula G. Elmi	Nathan R. Lund	Maria D. Santos	
Shahin Etemadi	Edward M. Mack	Bruce D. Schulman	
Denny Y. Fang	Jonathan J. Madras	Jeffrey T. Stewart	
Stephen N. Ferraro	Charles T. Maupin	John M. Sullivan	
Jorge F. Garcia	Jeffrey A. Meckler	Steven T. Swager	



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