MEMBERSHIP CRITERIA 2027

Dental Plan Membership

Full (Voting) Members

Full Voting Members are companies providing dental benefits through one or more of the following products:

Dental HMO: Products provide comprehensive dental benefits to a defined population of enrollees and pay for general dentistry services from a contracted network of dentists primarily under capitation arrangements. This term includes point-of-service dental HMOs that provide an enrollee the opportunity to opt-out of the HMO provider network at the point-of-service and obtain dental services on a fee-for-service basis.

Dental PPO: Products have two key characteristics. First, dental plans enter into contracts with providers for the expressed purpose of obtaining a discount from overall fees. Discounts may be negotiated on a provider practice basis or through use of a schedule of fees. Second, enrollees receive value from these discounts when using contracted providers. Dental PPO products do not include participating provider agreements based on fee-for service where the provider and plan do not intend to reduce fees.

Dental Discount / Dental Savings Plans: These are products in which a group of participating dentists agrees to perform services for enrollees at a specified discounted price, or discount off their usual charge. This product provides access to participating dentists; however, the insurance carrier, third-party administrator or dental support organization does not assume underwriting risk. Therefore, payment under this product is made by the enrollee directly to the dentist based on the negotiated price/fees. These plans are not insurance. The definition of this product excludes concierge, direct primary care, pay-as-you-go and plans offered by solo dental offices.

Dental Indemnity: Products are dental benefit plans where providers are reimbursed on a fee-for-service basis and there are no discounted provider contract arrangements whereby the provider agrees to accept a fee below their customary fee.

A full voting member of the National Association of Dental Plans must be in good standing with the appropriate regulatory authority in its state/s of operation.

- *All categories are eligible to serve on volunteer groups appointed by the Board and may attend meetings of such groups.*
- *Members admitted under prior dues criteria will be grandfathered as full voting NADP members.*
- *These criteria will be reviewed annually by the Membership WorkGroup and the Board of Directors as necessary.*

Adopted by NADP Board of Directors
8/17/2023

MEMBERSHIP CRITERIA 2027

Dental Plan Membership Dues Calculations

Dues Calculations

The Membership year is January through December and dues are prorated according to the month joined. *Prorated membership dues are for new members only. Members with lapsed renewal dues are not eligible for prorated dues in the same year the membership lapsed.*

Dues are based revenue (earned premium + fees collected for ASO and dental savings/discount plans.)

Dues Categories

There are four categories of membership dues for dental plan members as follows for 2027:

		Min Revenue	Max Revenue	Min Dues	Max Dues
	Base	$ -	$ 10,000,000.00	$ 6,550.00	$ 6,550.00
0.0001580	Mid	$ 10,000,000.01	$ 380,000,000.00	$ 6,550.01	$ 65,440.00
0.000012400	Cap	$ 380,000,000.01	$ 2,392,000,000.00	$ 65,440.01	$ 90,179.99
	MegaCap	$ 2,392,000,000.01		$ 90,180.00	$ 90,180.00

In 2027, NADP membership dues invoices will include a suggested Foundation contribution of the greater of 2% of dues or $500 minimum.

Request an estimate from Membership Services at membershipservices@nadp.org.

MEMBERSHIP CRITERIA 2027

Additional Membership Categories

Associate Membership (Dental Service Organizations, DSOs/Dental Group Practices)

Associate Members are legal entities (or divisions or departments of legal entities) involved in the dental practice management industry but do not provide dental benefits as defined for full voting members e.g., companies providing management support to dentists and dental group practices or companies involved in the organization of dental networks for the purpose of management support, representation or contracting with companies providing dental benefits. To qualify for Associate membership, these companies may not be involved in the direct provision of dental benefits to employers or individuals.

Associate Member Annual Dues:

NUMBER OF PRACTICES	ANNUAL MEMBERSHIP DUES *	SUGGESTED FOUNDATION CONTRIBUTION	SUGGESTED TOTAL
25 or less	$2,400	$500	$2,900
26-100	$4,200	$500	$4,700
101 – 250	$5,250	$500	$5,750
More than 250	$6,550	$500	$7,050

***Prorated to 50% on July 1.** Members with lapsed renewal dues are not eligible for prorated dues in the same year the membership lapsed.

Supporting Organization

Supporting Organizations are legal entities such as partnerships, corporations, or other institutions or organizations involved in the dental industry as providers of professional services or products to companies defined as NADP full voting members.

*Supporting Organization Annual Dues: $2,100 / On July 1, dues are prorated to $*1,050.00. Prorated membership dues are for new members only. Members with lapsed renewal dues are not eligible for prorated dues in the same year the membership lapsed.

Membership must be paid in full by January 31 to receive member pricing on exhibit booths, sponsorships, registrations and all member benefits.

Individual Membership

Individual Members are *solo* agents*, independent* consultants, university personnel, dentists, dental office personnel, dental students or other persons who are not otherwise employed by a company qualifying in any other level of membership.

Individual Annual Dues: $270 / On July 1, dues are prorated to $135. Members with lapsed renewal dues are not eligible for prorated dues in the same year the membership lapsed.