

Att. 1

Stynt co-endorsement with ADA Member Advantage

At its Sept. 17 meeting, the MDA IFG Committee on Endorsed Services resolved to recommend that the MDA IFG Board consider co-endorsing with ADA Member Advantage, the Stynt temporary services agency for healthcare workers program. Stynt is a national company that matches qualified personnel with practices that require temporary assistance. Like any temp agency, it is possible to hire directly if the individual proves to be a good fit. [Visit stynt.com](http://www.stynt.com).

This program was just endorsed by ADA Member Advantage in response to members' need for assistance in filling personnel vacancies largely precipitated by COVID. MDA members are now free to use the program. By co-endorsing with the ADA, the MDA will receive 40% of total revenues earned by the ADA for business generated by MDA members. While this is not expected to be a big money maker, co-endorsing provides an immediate solution for our members' needs and allow us to capture some of the dollars that would otherwise go fully to the ADA.

Below if the way fees are assessed and calculated:

1. Professional Pay - This is what the professional (the hired staff member) earns for the day that they work. This is calculated by multiplying the number of hours a professional works times the agreed upon hourly rate they were hired at.
2. 20% Direct Cost - Stynt adds 20% to the professional pay to cover direct costs associated with employing the professional. This cost includes: FICA, FUTA, SUTA, Employer Medical Assistance Contribution (EMAC), Payroll Taxes, Worker's Compensation, Professional Liability, General Liability, Cyber insurance, Auto insurance, Payroll Processing & W2 Fee, and Paid Time Off.
3. 25% Connection Fee - Once they add the professional pay and the 20% direct cost together, they get a number that they call Payroll. Stynt's connection fee (their revenue from a job) is 25% of the payroll number.

So the total equation for a temporary job would look like ((Hourly Rate * Hours Worked) + 20%) + 25%.

The ADA royalty is set at 0.25% (*this number is confidential, please don't share it outside our organization*) of the total revenue generated from Stynt's dental business.

RESOLVED

That the MDA IFG Board of Directors recommends to the MDA Board of Trustees that it add the Stynt temporary services program to the existing ADA Member Advantage endorsements.