Form **990** 

Department of the Treasury Internal Revenue Service

## **Return of Organization Exempt From Income Tax**

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

private **ZU** I

2013

OMB No 1545-0047

DLN: 93493321016984

Open to Public Inspection

Foundations)

Do not enter Social Security numbers on this form as it may be made public. By law, the IRS

generally cannot redact the information on the form

Information about Form 990 and its instructions is at <a href="https://www.IRS.gov/form990">www.IRS.gov/form990</a>

Fo	r the 2	2013 calendar year, or tax year beginning 01-01-2013 , 2013, and ending 12-31	-2013						
3 Che	ck ıf ap	oplicable C Name of organization DELTA DENTAL PLAN OF NEW MEXICO INC		D Employer	identification number				
- Add	ress cha	ange		85-0224	1562				
– Nar	ne chan	Doing Business As							
_ Initi	al returi	Number and street (or PO box if mail is not delivered to street address) Room/suite	2	E Telephone	number				
Ten	mınated	2500 LOUISIANA BLVD NE NO 600		(505)85	55-7114				
Am	ended re	eturn City or town, state or province, country, and ZIP or foreign postal code ALBUQUERQUE, NM 87110		(303)05	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,				
Арр	lication	pending		<b>G</b> Gross receipts \$ 107,507,959					
		F Name and address of principal officer WALTER S BOLIC		s a group re dinates?	turn for ┌ Yes 🔽 No				
		2500 LOUISIANA BLVD NE NO 600 ALBUQUERQUE,NM 87110	<b>Ц</b> (Ь) А	II lb	tes				
			includ	ll subordinat ded?	tes   Yes  No				
Tax	k-exem	pt status 501(c)(3) 501(c)(4) (insert no) 4947(a)(1) or 527	If "No	o," attach a	list (see instructions)				
W	ebsite	:► HTTP //WWW DELTADENTALNM COM	H(c) Grou	p exemption	n number ►				
<b>(</b> Forn	n of org	anization   ✓ Corporation   ✓ Trust   ✓ Association   ✓ Other   ►	<b>L</b> Year of for	mation 1971	M State of legal domicile				
Pa	rt I	Summary							
		Briefly describe the organization's mission or most significant activities							
	S	SEE SCHEDULE ODELTA DENTAL OF NEW MEXICO'S MISSION IS TO ADVA							
ט		DRAL HEALTH THROUGH PREPAID DENTAL SERVICES, SUPPORT FOR RESE DUTREACH DIRECTED TOWARD SECURING ACCESS TO QUALITY DENTAL			ON, AND COMMUNITY				
GOVEIIIGIICE		·							
1116	-								
Ove	<b>2</b> C	Check this box 🔭 if the organization discontinued its operations or disposed of	more than 2	5% of its ne	et assets				
				<i>-</i> 70 01 100 110					
0	<b>3</b> N	Number of voting members of the governing body (Part VI, line 1a) $\cdot\cdot\cdot$ .		. L	<b>3</b> 8				
Activities &	<b>4</b> N	Number of independent voting members of the governing body (Part VI, line 1b)		· · L	<b>4</b> 7				
ing.	<b>5</b> T	otal number of individuals employed in calendar year 2013 (Part V, line 2a) .		L	<b>5</b> 43				
	<b>6</b> T	otal number of volunteers (estimate if necessary)		· • <u> </u>	<b>6</b> 0				
		otal unrelated business revenue from Part VIII, column (C), line 12			<b>7a</b> 0				
	ЬN	Net unrelated business taxable income from Form 990-T, line 34			<b>7b</b> 0				
			Prio	r Year	Current Year				
<u>a</u>	8	Contributions and grants (Part VIII, line 1h)			0 0				
Revenue	9	Program service revenue (Part VIII, line 2g)		1,021,430					
Нэу	10 11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		79,90					
	12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line		<u> </u>					
		12)		91,824,73	<u> </u>				
	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)			0 0				
	14 15	Benefits paid to or for members (Part IX, column (A), line 4) Salaries, other compensation, employee benefits (Part IX, column (A), lines		(	0 0				
88. 8		5-10)		3,466,129					
Expenses	16a	Professional fundraising fees (Part IX, column (A), line 11e)		(	0 0				
শ্ৰ	b 17	Total fundraising expenses (Part IX, column (D), line 25) •0  Other expenses (Part IX, column (A), lines 11a-11d, 11f-24a)		85 707 20	7 05 560 074				
	17 18	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)  Total expenses Add lines 13-17 (must equal Part IX, column (A), line 25)		85,797,28	<u> </u>				
	19	Revenue less expenses Subtract line 18 from line 12		2,561,310					
χ φ.		NOTOLIGO COSO EXPONDES OUDERGOOMING TO HOM MICE TO 1 1 1 1 1 1 1 1	Beginning	of Current					
- See				ear	End of Year				
net Assector Fund Balances	20	Total assets (Part X, line 16)	33,360,589						
18 E	21	Total liabilities (Part X, line 26)		4,638,60					
	22	Net assets or fund balances Subtract line 21 from line 20		28.721.98	32.570.682				
Par	t II	Signature Block							

Under penalties of perjury, I declare that I have examined this return, including my knowledge and belief, it is true, correct, and complete Declaration of prepar preparer has any knowledge

	**	****								
Sign	Sıç	Signature of officer								
Here	GC GC	DRAN JURKOVIC CHIEF FINANCIAL OFFICER								
	Ту	e or print name and title								
Paid		Print/Type preparer's name DAVID LOWENTHAL CPA	Preparer's signature							
Prepare	r	Firm's name ► PLANTE & MORAN PLLC								
Use Onl		Fırm's address ► 1111 MICHIGAN AVE								
	J	FAST LANSING MI 4883	23							

May the IRS discuss this return with the preparer shown above? (see instruction

Par		ent of Program Service A Schedule O contains a response	ccomplishments or note to any line in this Part III		ে
1	Briefly describe	the organization's mission			
HEA	LTH THROUGH F		S MISSION IS TO ADVANCE AN UPPORT FOR RESEARCH AND E TY DENTAL CARE FOR ALL		
2	the prior Form 9		ogram services during the year wh		┌ Yes ┌ No
3	Did the organiza	ation cease conducting, or make s	rignificant changes in how it condu		┌ Yes ┌ No
	If "Yes," descri	be these changes on Schedule O			
4	expenses Secti		omplishments for each of its three nizations are required to report the program service reported		
4a	IS TO ADVANCE AI NEEDS OF CUSTO AND ADVANCING CONTINUATIONCO IS AN INTEGRATIC TO WORK ENSURI \$1 1 BILLION IN A INDUSTRY LEADIN FAST, FLEXIBLE SE SERVICE BY INCR ELECTRONICALLY, WERE PROCESSEI PERCENT OF CLAI BEYOND THIS NAT EXPERT TREATME HAS HELPED PRODELTA DENTAL HA HEALTH THE PRODENTAL THIS KIN ADDED PROTECTI OTHER THAN COSUBSCRIBERS WI	TAL CAREDELTA DENTAL PLAN OF NEW MIND PROMOTE THE IMPROVEMENT OF OR, MERS THIS WAS DEMONSTRATED IN 20: THE SCIENCE OF DENTISTRY IN ADDITION OF ACTIVITIES, SUCH AS COST MANA: ADDITION, THE DELTA DIFFERENCE HELP IG TECHNOLOGY PLATFORM, ENTERPRISICATION, THE DELTA DIFFERENCE HELP IG TECHNOLOGY PLATFORM, ENTERPRISICATION ONLINE, REAL-TIME OF EASING THE VOLUME OF CLAIMS THAT AN WHICH REPRESENTS A 2% INCREASE OF WITHIN 10 WORKING AND	,546,854 Including grants of \$ EXICO, INC IS A LEADING PREPAID DENT AL HEALTH THIS IS DONE BY OFFERING I 13 BY PAYING OUT OVER \$89 MILLION IN ON, OVER 550,000 CLAIMS WERE PROCES ENEFIT PLANS ARE COMMITTED TO SAVIN GEMENT POLICIES, FEE REDUCTION AGRE BENEFIT DELIVERY IN 2013, THE DELTA E TECHNOLOGY SOLUTIONS (ETS), HAS BE CLAIMS PROCESSING DELTA DENTAL'S CORE E SUBMITTED ELECTRONICALLY IN 2013 ROM THE PREVIOUS YEAR, AND MORE THE AGD DAYS UNEQUALED ACCESS TO DENTIS SHIP WITH INTERNATIONAL SOS ASSISTAN NCY DENTAL CARE WHEN THEY ARE OUTS ADMINISTERING INNOVATIVE, COST-EFFE OF THAT MEET CUSTOMER COST-OBJECTIVE TIME PARTICIPATING DENTISTS IN FACT PEOPLE TO RECEIVE COST-EFFECTIVE DE RTICIPATING DENTISTS WILL ACCEPT THE ILLED THIS LOWERS CLAIM COSTS FOR CO ICIPATING DENTISTS IN ONE INTEGRATED SET COST	NNOVATIVE, COST-EFFECTIVE PRODUCLAIMS AND BY PROVIDING DENTAL SED FOR OVER 160,000 SUBSCRIBERS G GROUPS AND SUBSCRIBERS MONE EMENTS WITH DENTISTS, AND AN ADIFFERENCE SAVED GROUPS AND SULL INFLATIONARY TREND IN DENTAL I SEN INTERNATIONALLY RECOGNIZED INTINUED PRIORITY IS TO REDUCE CO., AN ESTIMATED 80% OF CLAIMS WILL AND 95% OF ALL CLAIMS - ELECTRON ROUGH INTERNAL AUDITS RESULTS ISTHE BENEFITS OF DELTA DENTAL ACCE, INC., DELTA DENTAL ENROLLEES IDE OF THE UNITED STATES FOR FIX CTIVE DENTAL BENEFIT PROGRAMS SES WHILE HELPING TO IMPROVE AND STATED TO STATIONWID STATES FOR PIX CTIVE DENTAL BENEFIT PROGRAMS SES WHILE HELPING TO IMPROVE AND STATIONWID STATES GROUP SERVICLUSTOMERS AND REDUCES OUT-OF-I	JCTS THAT MEET THE BENEFITS FOR THE PUBLIC RS SEE SCHEDULE O FOR EY THE DELTA DIFFERENCE NTI-FRAUD HOTLINE, PUT BSCRIBERS APPROXIMATEL' BENEFITS DELTA DENTAL'S AS PROVIDING THE BEST IN COSTS AND IMPROVE ERE SUBMITTED LIC, ONLINE AND PAPER - INDICATE OVER 96 8 RE NOW AVAILABLE CAN NOW RECEIVE // E DECADES, DELTA DENTAL EXPERTS AT PLAN DESIGN, MAINTAIN ORAL E PARTICIPATE WITH DELTA MEMBERS ARE AFFORDED ES AND THAT NO CHARGES, POCKET COSTS FOR
4b	(Code	) (Expenses \$	including grants of \$	) (Revenue \$	)
<b>4</b> c	(Code	) (Expenses \$	including grants of \$	) (Revenue \$	)
4d	Other program (Expenses \$	services (Describe in Schedule (	•	) (Revenue \$	)
			546.854		,

## Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A	1		No
2	Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)?	2		No
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part $I$	3		No
4	<b>Section 501(c)(3) organizations.</b> Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>	4		
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i>	5		No
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I	6		No
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II	7		No
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i> 2	8		No
9	Did the organization report an amount in Part X, line 21 for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV.	9		No
10	Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? <i>If "Yes," complete Schedule D, Part V</i>	10		No
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable			
а	Did the organization report an amount for land, buildings, and equipment in Part X, line 10?  If "Yes," complete Schedule D, Part VI	11a	Yes	
b	Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII	11b	Yes	
С	Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII	11c		No
d	Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX	11d		No
e	Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X 🕏	11e	Yes	
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X.	11f	Yes	
12a	Did the organization obtain separate, independent audited financial statements for the tax year?  If "Yes," complete Schedule D, Parts XI and XII	12a	Yes	
b	Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional	12b	Yes	
13	Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13		No
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		No
b	Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? If "Yes," complete Schedule F, Parts I and IV	14b		No
15	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If "Yes," complete Schedule F, Parts II and IV	15		No
16	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If</i> "Yes," complete Schedule F, Parts III and IV	16		No
17	Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and $11e^{7}$ If "Yes," complete Schedule G, Part I (see instructions)	17		No
18	Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>	18		No
19	Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III	19		No
20a	Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H	20a		No
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		

Par	t IV Checklist of Required Schedules (continued)			
21	Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or government on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II	21		No
22	Did the organization report more than \$5,000 of grants or other assistance to individuals in the United States on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III	22		No
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J.</i>	23	Yes	
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a	24a		No
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
С	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	<b>Section 501(c)(3) and 501(c)(4) organizations.</b> Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>	25a		No
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I	25b		No
26	Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? If so, complete Schedule L, Part II	26		No
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III </i>	27		No
28	Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions)			
а	A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part			
		28a		No
	A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV	28b		No
c	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? If "Yes," complete Schedule L, Part IV	28c		No
29	Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule $M$	29		Νo
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>	30		No
31	Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I	31		No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>	32		No
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301 7701-2 and 301 7701-3? If "Yes," complete Schedule R, Part I	33		No
34	Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1	34	Yes	
35a	Did the organization have a controlled entity within the meaning of section $512(b)(13)$ ?	35a	Yes	
b	If 'Yes' to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2	35b	Yes	
36	Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? If "Yes," complete Schedule R, Part V, line 2	36		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI	37		No
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19?	20	Yes	

Part V Statements Regarding Other IRS Filings and Tax Compliance

	Check if Schedule O contains a response or note to any line in this Part V			
			Yes	No
<b>1</b> a	Enter the number reported in Box 3 of Form 1096 Enter -0 - if not applicable   1a   4,095			
b	Enter the number of Forms W-2G included in line 1a Enter -0 - if not applicable 1b 0			
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable			
_	gaming (gambling) winnings to prize winners?	1c	Yes	
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?  Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)	2b	Yes	
За	Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a		No
	If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O	3b		
	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial	4a		No
h	account)?			NO
b	If "Yes," enter the name of the foreign country \( \begin{align*}			
	See instructions for filling requirements for Form FD F 30-22 1, Report of Foreign Dank and Financial Accounts			
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a		Νο
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b		No
	If "Yes," to line 5a or 5b, did the organization file Form 8886-T?	75		
Ī	The control of the constant and	5c		
	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a		No
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b		
7	Organizations that may receive deductible contributions under section 170(c).			
	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?	7a		
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to			
	file Form 8282?	<b>7</b> c		
d	If "Yes," indicate the number of Forms 8282 filed during the year			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e		
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f		
_	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h		
8	Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess	7		
	business holdings at any time during the year?	8		
9	Sponsoring organizations maintaining donor advised funds.			
	Did the organization make any taxable distributions under section 4966?	9a		
b	Did the organization make a distribution to a donor, donor advisor, or related person?	9b		
0	Section 501(c)(7) organizations. Enter			
	Initiation fees and capital contributions included on Part VIII, line 12			
1	Section 501(c)(12) organizations. Enter			
	Gross income from members or shareholders			
	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them )			
2-	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a		
	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12d		
3	Section 501(c)(29) qualified nonprofit health insurance issuers.			
	Is the organization licensed to issue qualified health plans in more than one state?  Note. See the instructions for additional information the organization must report on Schedule O	13a		
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans			
c	Enter the amount of reserves on hand			
4a	Did the organization receive any payments for indoor tanning services during the tax year?	14a		Νo
	If "Voc " has it filed a Form 720 to report these payments? If "No " provide an evaluation in Schedule O	T		

Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Check if Schedule O contains a response or note to any line in this Part VI														.[▽
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Se	ection A. Governing Body and Management			
			Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax  1a			
	year			
	If there are material differences in voting rights among members of the governing			
	body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O			
b	Enter the number of voting members included in line 1a, above, who are independent			
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2		No
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?.	3		No
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4		No
5	Did the organization become aware during the year of a significant diversion of the organization's assets? .	5		No
6	Did the organization have members or stockholders?	6	Yes	
_	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or		, 55	
	more members of the governing body?	7a	Yes	
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b	Yes	
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following			
а	The governing body?	8a	Yes	
b	Each committee with authority to act on behalf of the governing body?	8b	Yes	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? <i>If "Yes," provide the names and addresses in Schedule O</i>	9		No
				•
Se	ection B. Policies (This Section B requests information about policies not required by the Internal R	evenu	ie Cod	<u>e.)</u>
Se	ection B. Policies (This Section B requests information about policies not required by the Internal R	evenu	ie Cod <b>Yes</b>	e.) <b>No</b>
	Did the organization have local chapters, branches, or affiliates?	10a		
10a				No
10a b	Did the organization have local chapters, branches, or affiliates?	10a		No
10a b 11a	Did the organization have local chapters, branches, or affiliates?	10a 10b	Yes	No
10a b 11a b	Did the organization have local chapters, branches, or affiliates?	10a 10b 11a	Yes	No
10a b 11a b 12a	Did the organization have local chapters, branches, or affiliates?	10a 10b	Yes	No
10a b 11a b 12a b	Did the organization have local chapters, branches, or affiliates?	10a 10b 11a	Yes	No
10a b 11a b 12a b	Did the organization have local chapters, branches, or affiliates?	10a 10b 11a 12a 12b	Yes Yes Yes Yes	No
10a b 11a b 12a b	Did the organization have local chapters, branches, or affiliates?	10a 10b 11a 12a 12b 12c 13	Yes Yes Yes Yes Yes Yes	No
10a b 11a b 12a b	Did the organization have local chapters, branches, or affiliates?	10a 10b 11a 12a 12b	Yes Yes Yes Yes	No
10a b 11a b 12a b	Did the organization have local chapters, branches, or affiliates?	10a 10b 11a 12a 12b 12c 13	Yes Yes Yes Yes Yes Yes	No
10a b 11a b 12a b c 13 14	Did the organization have local chapters, branches, or affiliates?	10a 10b 11a 12a 12b 12c 13	Yes Yes Yes Yes Yes Yes	No
10a b 11a b 12a b c	Did the organization have local chapters, branches, or affiliates?	10a 10b 11a 12a 12b 12c 13 14	Yes Yes Yes Yes Yes Yes Yes	No
10a b 11a b 12a b c	Did the organization have local chapters, branches, or affiliates?	10a 10b 11a 12a 12b 12c 13 14	Yes Yes Yes Yes Yes Yes Yes	No
10a b 11a b 12a b c 13 14 15	Did the organization have local chapters, branches, or affiliates?  If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?  Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?  Describe in Schedule O the process, if any, used by the organization to review this Form 990  Did the organization have a written conflict of interest policy? If "No," go to line 13  Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?  Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done  Did the organization have a written whistleblower policy?  Did the organization have a written document retention and destruction policy?  Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?  The organization's CEO, Executive Director, or top management official	10a 10b 11a 12a 12b 12c 13 14	Yes Yes Yes Yes Yes Yes Yes	No
10a b 11a b 12a b c 13 14 15 a b	Did the organization have local chapters, branches, or affiliates?	10a 10b 11a 12a 12b 12c 13 14 15a 15b	Yes Yes Yes Yes Yes Yes Yes Yes	No
10a b 11a b 12a b c 13 14 15 a b	Did the organization have local chapters, branches, or affiliates?	10a 10b 11a 12a 12b 12c 13 14 15a 15b	Yes Yes Yes Yes Yes Yes Yes Yes Yes	No

- Section 6104 requires an organization to make its Form 1023 (or 1024 if applicable), 990, and 990-T (501(c) (3)s only) available for public inspection. Indicate how you made these available.
  - Own website Another's website Upon request Other (explain in Schedule O)
- 19 Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year
- 20 State the name, physical address, and telephone number of the person who possesses the books and records of the organization ►GORAN JURKOVIC CHIEF FINANCIAL OFF 4100 OKEMOS ROAD OKEMOS, MI 48864 (517)349-6000

## Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

#### Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed Report compensation for the calendar year ending with or within the organization's tax year

- List all of the organization's current officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation Enter -0- in columns (D), (E), and (F) if no compensation was paid
  - List all of the organization's current key employees, if any See instructions for definition of "key employee"
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations
- List all of the organization's **former** officers, key employees, or highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations
- List all of the organization's former directors or trustees that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations

List persons in the following order individual trustees or directors, institutional trustees, officers, key employees, highest compensated employees, and former such persons

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee

(A) Name and Title	(B) A verage hours per week (list any hours for related organizations below	more pers and	than on is a dir	one bot ect	not check box, unless h an officer or/trustee)			(D) Reportable compensation from the organization (W- 2/1099- MISC)	(E) Reportable compensation from related organizations (W- 2/1099- MISC)	(F) Estimated amount of other compensation from the organization and related
	dotted line)	Individual trustee or director	Institutional Trustee	<u>"</u>	Ke) employee	Highest compensated employee	ĕ			organizations
(1) WALTER BOLIC	45 00	х		х				354,826	0	38,442
PRESIDENT & CEO  (2) MICHELE M BISHOP DDS	5 00									
	5 00	х		х				4,850	0	0
CHAIRPERSON	0 00									
(3) JULIA L PETERS	5 00	x		х				3,750	0	0
SECRETARY/TREASURER	0 00	^		^				3,730	ŭ	<u> </u>
(4) CLOYCE DALE BROWN DMD	5 00	V						2 500	0	
IMMEDIATE PAST CHAIR	0 00	Х						3,500	0	0
(5) STEPHEN B CHREIST	5 00									
VICE CHAIRPERSON	5 00	Х						3,850	26,300	0
(6) MELINDA R HACKER DDS	5 00									
		Х						3,500	0	0
DIRECTOR (7) KIRK W MAGGILLIVEAY BBG	0 00									
(7) KIRK W MACGILLIVRAY DDS	5 00	х						2,250	0	0
DIRECTOR THRU 8/02/13	0 00							,		
(8) ROBERT L SIMMONS	5 00	x						3,500	0	0
DIRECTOR	0 00	^						3,300	0	O
(9) MICHAEL BLOMKER	5 00								_	
DIRECTOR	0 00	Х						1,250	0	0
(10) GORAN JURKOVIC CPA	2 00									
650				Х				0	717,169	345,991
CFO (11) SARA LIMON	48 00 50 00									
	30 00			Х				172,344	0	24,543
CHIEF OPERATING OFFICER	0 00									
(12) JESUS C GALVAN	50 00					x		144,157	0	25,906
CHIEF DENTAL OFFICER	0 00							,		, 
(13) JOHN MAYNARD	50 00					×		136,613	0	19,540
CHIEF INFORMATION OFFICER	0 00					^		130,013	0	19,340
(14) FRANK AMARO	50 00									
VP-SALES	0 00					X		129,812	0	12,789
(15) MARGARET ARNOLD	0 00									
							Х	151,722	0	0
FORMER VP-MARKETING	0 00									
										Form <b>990</b> (2013)

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

	(A) Name and Title	(B) A verage hours per week (list any hours	more t	tion ( han d n is l	ne l both	box, an c	heck unless officer stee)	3	( <b>[</b> Repor comper from organiza	table nsation the tion (W-	(E) Reportable compensation from related organizations (W-		(F) Estima amount o compens from t	ted fother ation he	
		for related organizations below dotted line)	Individual trustee or director	Institutional Trustee	Officei	Key employee	Highest compensated employee	Former	2/1099	-MISC)	2/1099-MISC)	0	rganizati relate organiza	ed	
1b	Sub-Total			•				¥ .							
c	Total from continuation sheet	•	ection A	١.	•	•	•	<b>F</b>		1 115 024	743,4	60		467,211	
d 	Total (add lines 1b and 1c) .  Total number of individuals (in	cluding but not		to the	•	listo.	d abov	- N	ho receive	1,115,924		09		467,211	
2	\$100,000 of reportable compe						u abov	e) w	no receive	id more th	ia ii				
													Yes	No	
3	Did the organization list any <b>f</b> o	<b>ormer</b> officer, dir	ector o	r trus	tee,	key	emplo	yee,	, or highes	t compen	sated employee		1.00		
	on line 1a? If "Yes," complete S	Schedule J for suc	ch indivi	dual	•	•		•				3	Yes		
4	For any individual listed on line organization and related organ individual											4	Yes		
5	Did any person listed on line 1									janization	or individual for	-	1		
	services rendered to the organ	nization? <i>If "Ye</i> s	," compl	ete S	chea	ule J	forsu	ch pe	erson .			5		No	
Se	ction B. Independent Co	ntractors													
1	Complete this table for your fiv	ve highest comp											tav ucc-		
	compensation from the organiz	(A)	-	acion	101	ine C	arend	arye	ar enaing		(B)	ion s	(C)		
MANU	N AL LUJAN INSURANCE INC PO BOX 372	lame and business 27 ALBUQUERQUE N								Des COMMISSIO	cription of services DNS	$\dashv$	Comper	205,798	
		- *												<u> </u>	
												+			

2 Total number of independent contractors (including but not limited to those listed above) who received more than

\$100,000 of compensation from the organization 🕦

Part V			ule O contains a respoi		(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514
ag ag	1a	Federated cam						
Contributions, Gifts, Grants and Other Similar Amounts	b	Membership du						
s, G Am	C	Fundraising ev	ents <b>1c</b>					
Signal Par	d	Related organiz	zations 1d					
ž į	е	Government grant	s (contributions) <b>1e</b>					
tion S	f	All other contribute	ons, gifts, grants, and <b>1f</b>					
電影	g	Noncash contributi	ons included in lines	i				
ont nd (	h	1a-1f \$ <b>Total.</b> Add line:	c 1 a_1 f					
ರ ಕ	"	Total. Add fille:	5 1 4 - 1 1	· · · •				
E e	2a	DENTAL CARE REV	/ENLIE	Business Code	101 224 267	101 224 267		
ever	b Za	DENTAL CARE REV		524114	101,234,367	101,234,367		
ъ Б	c							
¥.	d							
Program Serwce Revenue	e							
_ra_	f	All other progra	am service revenue					
Š	g	Total. Add line:	s 2a-2f		101,234,367			
	3		ome (including dividen					F3F (37
			ar amounts) stment of tax-exempt bond		525,627			525,627
	4 5			proceeds -				
		ito y artico	(ı) Real	(II) Personal				
	6a	Gross rents						
	Ь	Less rental expenses						
	С	Rental income or (loss)						
	d	Net rental inco	me or (loss)					
		Gross amount	(ı) Securities	(II) O ther				
	7a	from sales of assets other than inventory	5,632,335					
	b	Less cost or other basis and	5,513,624					
	c	sales expenses Gain or (loss)	118,711					
	d	Net gain or (los	ss)		118,711			118,711
une	8a	Gross income fevents (not inc	from fundraising luding					
Other Revenue		of contributions See Part IV, lir	s reported on line 1c) ne 18           a					
the	ь		penses <b>b</b>					
O	C		(loss) from fundraising	events 🛌				
	9a		from gaming activities ne 19 a					
	ь		penses <b>b</b>					
	10a	Net income or Gross sales of	(loss) from gaming acti	vities				
	104	returns and allo						
			а					
	Ь		oods sold <b>b</b>	entory :				
	С	Miscellaneou	(loss) from sales of inv s Revenue	Business Code				
	11a	DISCOUNT CA		900099	115,630	115,630		
	ь							
	С							
	d		ue					
	e	Total. Add line:	s 11a-11d		115,630			
	12	Total revenue.	See Instructions .	🕨	101,994,335	101,349,997	0	644,338

Part IX Statement of Functional Expenses Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A) .マ Check if Schedule O contains a response or note to any line in this Part IX (D) (B) Do not include amounts reported on lines 6b, (A) Program service Management and Fundraising 7b. 8b. 9b. and 10b of Part VIII. Total expenses expenses general expenses expenses Grants and other assistance to governments and organizations in the United States See Part IV, line 21 Grants and other assistance to individuals in the United States See Part IV, line 22 Grants and other assistance to governments, organizations, and individuals outside the United States See Part IV, lines 15 and 16 Benefits paid to or for members Compensation of current officers, directors, trustees, and 915,356 610,945 304,411 key employees Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) . . . Other salaries and wages 1,512,186 1,423,094 89,092 Pension plan accruals and contributions (include section 401(k) 154,206 146,511 7,695 and 403(b) employer contributions) . . . . Other employee benefits . . . . 320,023 280,949 39,074 10 155,601 132,772 22,829 11 Fees for services (non-employees) Management . . . . 3,364 2,354 1,010 19,966 19,966 Legal . . . . . . . . Accounting . . . . . . . . . . . . . 73,327 73,327 Professional fundraising services See Part IV, line 17 Investment management fees . . . . . 6,484 6,484 Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on 89,936,990 89,765,422 171,568 Schedule O) . . . . . . . Advertising and promotion . . 139,148 28 12 139,120 13 Office expenses . . . 533,092 486,451 46,641 188,889 147,185 41,704 14 Information technology . . 15 Royalties . 96,833 13,035 83,798 16 Occupancy . . . . . . **17** 190,055 143,893 46,162 Travel . . . . . . . 18 Payments of travel or entertainment expenses for any federal, state, or local public officials . . . . . 19 Conferences, conventions, and meetings . 15,126 13,474 1,652 20 135 101 34 Payments to affiliates . . . . . . 21 22 Depreciation, depletion, and amortization . 48,347 34,329 14,018 23 25,390 2,085 23,305 24 Other expenses Itemize expenses not covered above (List miscellaneous expenses in line 24e If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O) a COMMISSIONS 1,840,621 1,840,621 PROCESSING FEES 1,307,228 1,307,228 PREMIUM TAXES 774,650 774,650 d COMMUNITY AFFAIRS 190,709 190,709 e All other expenses 170,620 91,926 78,694 Total functional expenses. Add lines 1 through 24e 25 98.618.346 97,546,854 1,071,492 0 Joint costs. Complete this line only if the organization 26 reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ► [ if following SOP 98-2 (ASC 958-720)

Form 990 (2013) Page **11** Part X **Balance Sheet** Check if Schedule O contains a response or note to any line in this Part X . . . . . . . . . . . . . . . . . . (A) (B) Beginning of year End of year 8,633,652 8,972,995 1 1 2 2 Savings and temporary cash investments . . . . . . 3 3 4 4.644.641 4 4.560.554 5 Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part II of 5 Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions) Complete Part II of Schedule L Assets 6 7 8 8 9 58,941 9 43,635 10a Land, buildings, and equipment cost or other basis Complete 1,306,897 10a Part VI of Schedule D 943,844 h Less accumulated depreciation . . . . 10b 55,637 10c 363,053 16,487,786 17,567,037 11 11 12 2,992,305 12 5,096,695 Investments—other securities See Part IV, line 11 . . . . . . 13 13 Investments—program-related See Part IV, line 11 . . . . . . 14 14 487,627 707,151 15 15 16 Total assets. Add lines 1 through 15 (must equal line 34) . . . . . . 33,360,589 16 37,311,120 1,057,996 **17** 884,088 **17** 18 18 19 687,240 19 552,787 20 20 21 21 Escrow or custodial account liability Complete Part IV of Schedule D . . . \_iabilities 22 Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified 22 23 23 Secured mortgages and notes payable to unrelated third parties . . 24 24 Unsecured notes and loans payable to unrelated third parties . . . . 25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24) Complete Part X of Schedule 2,893,370 25 3,303,563 26 **Total liabilities.** Add lines 17 through 25 . . . . . . . . . 4,638,606 26 4,740,438 Organizations that follow SFAS 117 (ASC 958), check here ▶ 🔽 and complete Fund Balances lines 27 through 29, and lines 33 and 34. 27 Unrestricted net assets . . . . . . 28,721,983 27 32,570,682 28 28 29 29 Organizations that do not follow SFAS 117 (ASC 958), check here ▶ □ and complete lines 30 through 34. ŏ 30 Capital stock or trust principal, or current funds . . . . . . . . . 30 Assets 31 31 Paid-in or capital surplus, or land, building or equipment fund . . . . . 32 32 Retained earnings, endowment, accumulated income, or other funds š 28,721,983 32,570,682 33 33

Total liabilities and net assets/fund balances . . . . . . . . . . .

37,311,120

33.360.589

Pai	Reconcilliation of Net Assets Check if Schedule O contains a response or note to any line in this Part XI		_		
	The control of the co		•		• • •
1	Total revenue (must equal Part VIII, column (A), line 12)	1		101,9	994,335
2	Total expenses (must equal Part IX, column (A), line 25)	2		98,6	518,346
3	Revenue less expenses Subtract line 2 from line 1	3		3,3	375,989
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A)) $\cdot$ .	4		28,7	721,983
5	Net unrealized gains (losses) on investments	5			103,569
6	Donated services and use of facilities	6			
7	Investment expenses	7			
8	Prior period adjustments	8			
9	Other changes in net assets or fund balances (explain in Schedule O)	9			69,141
10	Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10		32,!	570,682
Par	rt XII Financial Statements and Reporting				
	Check if Schedule O contains a response or note to any line in this Part XII				. ᅜ
				Yes	No
1	Accounting method used to prepare the Form 990				
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?		2a		No
	If Yes,' check a box below to indicate whether the financial statements for the year were compiled or revie a separate basis, consolidated basis, or both	wed on			
	Separate basis Consolidated basis Both consolidated and separate basis				
b	Were the organization's financial statements audited by an independent accountant?		2b	Yes	
	If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a separasis, consolidated basis, or both	arate			
	Separate basis Consolidated basis 🔽 Both consolidated and separate basis				
С	If "Yes," to line 2a or 2b, does the organization have a committee that assumes responsibility for oversig audit, review, or compilation of its financial statements and selection of an independent accountant?	ht of the	2c	Yes	
	If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O	n			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in th Single Audit Act and OMB Circular A-133?	ne	За		No
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits		3b		

DLN: 93493321016984

OMB No 1545-0047

**SCHEDULE D** 

(Form 990)

Department of the Treasury

**Supplemental Financial Statements** 

► Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b ▶ Attach to Form 990. ▶ See separate instructions. ▶ Information about Schedule D (Form 990) and its instructions is at <a href="https://www.irs.gov/form990">www.irs.gov/form990</a>.

Open to Public

emal Revenue Service	and its instruct	ions is at <u>www.irs.gov/form990</u> .		Inspection					
Name of the organ			Emp	oloyer identifica	tion numbe	er			
				0224562					
	izations Maintaining Donor Adv		unds	or Accounts	. Complet	te if th			
organi	zation answered "Yes" to Form 990	(a) Donor advised funds		(b) Funds and	other accou	ınts			
Total number a	at end of year	(a) Boner autilized lands		(2) I alias alia					
	tributions to (during year)								
Aggregate gra	nts from (during year)								
Aggregate valu	ue at end of year								
_	zation inform all donors and donor adviso organization's property, subject to the or	<del>-</del>	nor adv	ısed	┌ Yes	┌ No			
used only for c	zation inform all grantees, donors, and do haritable purposes and not for the benef ermissible private benefit?				Г Yes	□ No			
	rvation Easements. Complete if	the organization answered "Yes"	to Forr	n 990, Part I\	/. line 7.	,			
Preservati Protection Preservati Complete line	conservation easements held by the org on of land for public use (e g , recreation of natural habitat on of open space s 2a through 2d if the organization held a	or education)  Preservation of a Preservation of a	certifie	d historic struc	ture				
easement on t	he last day of the tax year			Held at the	End of the	Vear			
a Total number o	of conservation easements		2a	ricia at the	Lila of the	ı cuı			
<b>b</b> Total acreage	restricted by conservation easements		2b						
Number of con	servation easements on a certified histo	oric structure included in (a)	2c						
	servation easements included in (c) acq ure listed in the National Register	uired after 8/17/06, and not on a	2d						
	servation easements modified, transferr	ed, released, extinguished, or terminat	ed by th	he organization	during				
Number of sta	tes where property subject to conservati	on easement is located ►							
	nization have a written policy regarding t f the conservation easements it holds?	he periodic monitoring, inspection, har	ndling of	f violations, and	│ │ Yes	┌ No			
Staff and volur ►	nteer hours devoted to monitoring, inspe	cting, and enforcing conservation ease	ments	during the year					
•	enses incurred in monitoring, inspecting	, and enforcing conservation easement	ts durın	g the year					
	nservation easement reported on line 2(o70(h)(4)(B)(ii)?	d) above satisfy the requirements of se	ction 1	70(h)(4)(B)(ı)	┌ Yes	┌ No			
balance sheet	escribe how the organization reports cor , and include, if applicable, the text of the on's accounting for conservation easeme	e footnote to the organization's financia							
	izations Maintaining Collection ete if the organization answered "Y		or Ot	her Similar	Assets.				
works of art, h	tion elected, as permitted under SFAS 1 istorical treasures, or other similar asse de, in Part XIII, the text of the footnote t	ts held for public exhibition, education,	, or rese	earch in furthera					
works of art, h	tion elected, as permitted under SFAS 1 istorical treasures, or other similar asse de the following amounts relating to thes	ts held for public exhibition, education,				ıc			
(i) Revenues	ncluded in Form 990, Part VIII, line 1			<b>▶</b> \$					
(ii) Assets inc	luded in Form 990, Part X								
If the organiza	tion received or held works of art, histor ints required to be reported under SFAS								
Revenues incl	uded in Form 990, Part VIII, line 1			<b>►</b> \$					
	•								

Part	Organizations Maintaining Col	lections of Art,	Histor	<u>ical T</u>	reasu	res, or Ot	<u>her</u>	Similar Asse	<b>ts</b> (continued)
	Using the organization's acquisition, accessi collection items (check all that apply)	on, and other records	s, check	any of	the foll	owing that ar	eas	ignificant use of	ıts
а	Public exhibition		d [	Loan	orexcl	hange progra	ms		
b	Scholarly research		е Г	Othe	er				
c	Preservation for future generations								
4	Provide a description of the organization's co Part XIII	llections and explain	how the	ey furth	er the o	organization's	exe	mpt purpose in	
	During the year, did the organization solicit o assets to be sold to raise funds rather than to								Yes
Part	Escrow and Custodial Arrange Part IV, line 9, or reported an am					n answered	"Ye	s" to Form 990	,
	Is the organization an agent, trustee, custodi included on Form 990, Part X?					or other asse	ts no		Yes
b	If "Yes," explain the arrangement in Part XII	I and complete the fo	ollowing	table					
								Amou	nt
c	Beginning balance					1	.c		
d	Additions during the year					1	.d		
e	Distributions during the year					1	е		
f	Ending balance					1	.f		_
2a	Did the organization include an amount on Fo	rm 990, Part X, line	21?						Yes No
b	If "Yes," explain the arrangement in Part XII	I Check here if the e	explanat	ion has	been p	rovided in Pa	art X	III	
Par									
		(a)Current year	<b>(b)</b> Prioi	year	<b>b (c)</b> T	wo years back	<b>(d)</b> Tŀ	ree years back (e)	Four years back
1a	Beginning of year balance								
b	Contributions								
С	Net investment earnings, gains, and losses								
d	Grants or scholarships								
е	Other expenditures for facilities and programs								
f	Administrative expenses								
g	End of year balance								
2	Provide the estimated percentage of the curr	ent year end balance	(line 1	g, colur	mn (a)) l	held as			
а	Board designated or quasi-endowment ►								
b	Permanent endowment ►								
	Temporarily restricted endowment ► The percentages in lines 2a, 2b, and 2c shou	ıld equal 100%							
3a	Are there endowment funds not in the posses	sion of the organizat	on that	are he	ld and a	dministered	for tl	he	
	organization by								Yes No
	(i) unrelated organizations						•	3a(i)	
h	<b>(ii)</b> related organızatıons     .    .    . If "Yes" to 3a(ıı), are the related organızatıor			 dula Pi			•	3a(ii)	
4	Describe in Part XIII the intended uses of th				•	• • •	•		<u> </u>
Part	VI Land, Buildings, and Equipme	<b>nt.</b> Complete if th			n ansv	vered 'Yes'	to F	orm 990, Part	IV, line
	11a. See Form 990, Part X, line 1	.0.	1,	-) Coat a	ar athar	(b)Cost or ot	har T	(a) Assumulated	(d) Pook volvo
	Description of property			a) Cost onsider	estment)	( <b>b)</b> Cost or other		(c) Accumulated depreciation	(d) Book value
<b>1</b> a ∟	and								
b B	uildings					20,	179	3,363	16,816
<b>c</b> L	easehold improvements					177,	726	130,870	46,856
d E	quipment					1,108,	992	809,611	299,381
<b>e</b> 0	ther						1		
	Add lines 1a through 1e (Column (d) must ed	<u> </u>							

See Form 990, Part X, line 12.	npiete if the organization a	inswered 'Yes' to Form 990, Part IV, line IID.
(a) Description of security or category	( <b>b)</b> Book value	(c) Method of valuation
(including name of security)		Cost or end-of-year market value
(1)Financial derivatives (2)Closely-held equity interests	4,546,695	
(3)Other	4,540,075	
(A) SURPLUS NOTES RECEIVABLE	550,000	С
Total. (Column (b) must equal Form 990, Part X, col (B) line 12)	5,096,695	and word Warl to Fours 000 Point IV line 110
Part VIII Investments—Program Related. Co See Form 990, Part X, line 13.	ompiete ir the organization	answered Yes to Form 990, Part IV, line 11c.
(a) Description of investment	(b) Book value	(c) Method of valuation
		Cost or end-of-year market value
	_	
Total. (Column (b) must equal Form 990, Part X, col (B) line 13 )		D 177 1 11 1 C 5 000 D 17 1 15
Part IX Other Assets. Complete if the organizatio (a) Descr		Part IV, line 11d See Form 990, Part X, line 15  (b) Book value
(2) 2 3 3 3		(2)
Total. (Column (b) must equal Form 990, Part X, col.(B) line 1	5.)	
Part X Other Liabilities. Complete if the orga	anızatıon answered 'Yes' to	Form 990, Part IV, line 11e or 11f. See
Form 990, Part X, line 25.		
1 (a) Description of liability	(b) Book value	
Federal income taxes		
CLAIMS RESERVES	2,783,000	
DUE TO AFFILIATE	520,563	
Total. (Column (b) must equal Form 990, Part X, col (B) line 25 )	3,303,563	
2. Liability for uncertain tax positions In Part XIII, provide		organization's financial statements that

Part	Reconciliation of Revenue the organization answered 'Ye	per Audited Financial Sta es' to Form 990, Part IV, line :		ts With Revenue	per R	eturn Complete if
1	Total revenue, gains, and other support				1	102,063,476
2	A mounts included on line 1 but not on F	form 990, Part VIII, line 12				
а	Net unrealized gains on investments .		2a			1
ь	Donated services and use of facilities		2b		1	1
c	Recoveries of prior year grants		2c			1
d	Other (Describe in Part XIII )		2d	69,141	1	1
e	Add lines <b>2a</b> through <b>2d</b>		<del></del>		2e	69,141
3	Subtract line <b>2e</b> from line <b>1</b>				3	101,994,335
4	Amounts included on Form 990, Part VI	III, line 12, but not on line <b>1</b>				
а	Investment expenses not included on F	orm 990, Part VIII, line 7b .	4a			1
b	Other (Describe in Part XIII )		4b			1
c	Add lines <b>4a</b> and <b>4b</b>				4c	0
5	Total revenue Add lines 3 and 4c. (This	must equal Form 990, Part I, line	12)		5	101,994,335
Part	Reconciliation of Expense if the organization answered			nts With Expense	s per	Return. Complete
1	Total expenses and losses per audited t	•			1	98,618,346
2	Amounts included on line 1 but not on F	orm 990, Part IX, line 25				
а	Donated services and use of facilities		2a			
b	Prior year adjustments		2b		1	
C	Other losses		2c		1	
d	Other (Describe in Part XIII )		2d		1	
e	Add lines <b>2a</b> through <b>2d</b>				2e	0
3	Subtract line 2e from line 1				3	98,618,346
4	Amounts included on Form 990, Part IX	, line 25, but not on line <b>1:</b>				
а	Investment expenses not included on F	orm 990, Part VIII, line 7b	4a			
ь	Other (Describe in Part XIII )		4b		1	
c	Add lines 4a and 4b				4c	0
5	Total expenses Add lines 3 and 4c. (Th	ıs must equal Form 990, Part I, lır	ne 18 )		5	98,618,346
Part	XIII Supplemental Information	on				
Part '	de the descriptions required for Part II, li /, line 4, Part X, line 2, Part XI, lines 2d nation					de any additional
	Return Reference	Explanation				
PART	WERE N RECOG LONGE	DECEMBER 31, 2013 AND 2012, OT SIGNIFICANT THERE WERE NIZED DURING THE YEARS OR A R SUBJECT TO TAX EXAMINATI BER 31, 2010	NO SI	GNIFICANT PENALTI ED AT YEAR END TH	ES OR E ENTE	INTEREST ERPRISE IS NO
	XI, LINE 2D - OTHER GAIN O	N RENAISSANCE HOLDING CO	MPANY	INVESTMENT \$69,14	41	

	<u> </u>	
Part XIII	Supplemental Info	ormation (continued)
Ret	turn Reference	Explanation

Schedule D (Form 990) 2013

DLN: 93493321016984

OMB No 1545-0047

**Schedule J** (Form 990)

Department of the Treasury

Internal Revenue Service

**Compensation Information** For certain Officers, Directors, Trustees, Key Employees, and Highest

**Compensated Employees** ► Complete if the organization answered "Yes" to Form 990, Part IV, line 23. ► Attach to Form 990. ► See separate instructions.

► Information about Schedule J (Form 990) and its instructions is at www.irs.gov/form990.

Open to Public Inspection

Name of the organization DELTA DENTAL PLAN OF NEW MEXICO INC **Employer identification number** 

85-0224562

Pai	rt I Questions Regarding Compensation			
			Yes	No
1a	Check the appropriate box(es) if the organization provided any of the following to or for a person listed in Form 990, Part VII, Section A, line 1a Complete Part III to provide any relevant information regarding these items			
	First-class or charter travel  Housing allowance or residence for personal use			
	Travel for companions  Payments for business use of personal residence			
	Tax idemnification and gross-up payments  Health or social club dues or initiation fees			
	Discretionary spending account  Personal services (e.g., maid, chauffeur, chef)			
b	If any of the boxes in line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain	1b		
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, officers, including the CEO/Executive Director, regarding the items checked in line 1a?	2		
3	Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director Check all that apply Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III	I		
	Compensation committee			
	✓ Independent compensation consultant ✓ Compensation survey or study			
	Form 990 of other organizations  Approval by the board or compensation committee	:		
4	During the year, did any person listed in Form 990, Part VII, Section A, line 1a with respect to the filing organizor a related organization	zation		
а	Receive a severance payment or change-of-control payment?	4a	Yes	
b	Participate in, or receive payment from, a supplemental nonqualified retirement plan?	4b	Yes	
С	Participate in, or receive payment from, an equity-based compensation arrangement?	<b>4</b> c		Νo
	If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III			
	Only 501(c)(3) and 501(c)(4) organizations only must complete lines 5-9.			
5	For persons listed in Form 990, Part VII, Section A, line $1a$ , did the organization pay or accrue any compensation contingent on the revenues of			
а	The organization?	5a		No
b	Any related organization?	5b		Νo
	If "Yes," to line 5a or 5b, describe in Part III			
6	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of			
а	The organization?	6a		No
b	Any related organization?	6b		No
	If "Yes," to line 6a or 6b, describe in Part III			
7	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization provide any non-fixed payments not described in lines 5 and 6? If "Yes," describe in Part III	7		No
8	Were any amounts reported in Form 990, Part VII, paid or accured pursuant to a contract that was			
	subject to the initial contract exception described in Regulations section 53 4958-4(a)(3)? If "Yes," describe			
	ın Part III	8		Νo
9	If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulation section 53 4958-6(c)?	ns <b>9</b>		

#### Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported in Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii) Do not list any individuals that are not listed on Form 990, Part VII

Note. The sum of columns (B)(I)-(III) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual

(A) Name and Title		(B) Breakdown of	f W-2 and/or 1099-MIS	SC compensation	(C) Retirement and	(D) Nontaxable	(E) Total of columns	(F) Compensation			
		(i) Base compensation	(ii) Bonus & ıncentıve compensatıon	(iii) Other reportable compensation	other deferred compensation	benefits	(B)(ı)-(D)	reported as deferred in prior Form 990			
(1)WALTER BOLIC PRESIDENT & CEO	(i) (ii)		66,308 0	10,546 0	25,500 0	12,942	393,268 0	0 0			
(2)GORAN JURKOVIC CPA CFO	(i) (ii)		0 358,443	0 14,330	0 323,985	0 22,006	0 1,063,160	0			
(3)SARA LIMON CHIEF OPERATING OFFICER	(i) (ii)	135,492	36,569 0	283 0	17,426 0	7,117 0	196,887 0	0			
(4)JESUS C GALVAN CHIEF DENTAL OFFICER	(i) (ii)	126,237	11,000	6,920 0	14,724 0	11,182	170,063	0			
(5)JOHN MAYNARD CHIEF INFORMATION OFFICER	(i) (ii)	122,310	11,162 0	3,141 0	13,640 0	5,900 0	156,153 0	0			
(6)MARGARET ARNOLD FORMER VP- MARKETING	(i) (ii)	0	0	151,722 0	0 0	0	151,722 0	0			

Schedule J (Form 990) 2013

#### Part III Supplemental Information

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II

Also complete this part for any additional information

Miso complete this part for any c	150 complete this pare for any additional information								
Return Reference	Explanation								
PART I, LINE 3	OUTSIDE COMPENSATION CONSULTANTS ARE USED TO DETERMINE MARKET DATA FOR THE EXECUTIVE POSITIONS AND FOR OTHER OFFICERS AND KEY EMPLOYEES THE POSITIONS COVERED ARE THE CEO AND CFO THE ORGANIZATION CONTRACTS WITH TOWERS WATSON TO DO A COMPENSATION AND REASONABLENESS ANALYSIS EVERY TWO YEARS THE FINAL DETERMINATION OF COMPENSATION IS DONE BY THE EXECUTIVE COMMITTEE OF THE BOARD OF DIRECTORS, WHICH IS MADE UP OF INDEPENDENT PERSONS, AND IS BASED ON THE COMPARABILITY DATA PROVIDED BY THE COMPENSATION CONSULTANTS THE DELIBERATIONS AND DECISIONS REGARDING THE COMPENSATION ARE CONTEMPORANEOUSLY DOCUMENTED IN THE COMMITTEE MINUTES AND APPROVED BY THE BOARD THE COMPENSATION WAS LAST REVIEWED UNDER THIS PROCESS DURING 2012 THE REPORT BASED ON THIS REVIEW WAS THEN ISSUED BY THE CONSULTANTS IN APRIL OF 2013								
PART I, LINES 4A-B	SEVERANCE PAYMENT MADE TO MARGARET ARNOLD \$151,722 THE RELATED ORGANIZATION, DELTA DENTAL PLAN OF MICHIGAN, HAS A SUPPLEMENTAL EXECUTIVE RETIREMENT PLAN (SERP) IN ORDER TO BE ELIGIBLE FOR THE SERP, AN EMPLOYEE MUST BE A SENIOR VICE PRESIDENT OR HIGHER AN OUTSIDE INDEPENDENT ACTUARY CALCULATES THE VALUE ON AN ANNUAL BASIS								

Schedule J (Form 990) 2013

**SCHEDULE 0** 

(Form 990 or 990-EZ)

Department of the Treasury

Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or to provide any additional information.

► Attach to Form 990 or 990-EZ. ▶ Information about Schedule O (Form 990 or 990-EZ) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047

DLN: 93493321016984

Inspection

Name of the organization DELTA DENTAL PLAN OF NEW MEXICO INC **Employer identification number** 85-0224562

990 Schedule O. Supplemental Information

Return Reference	Explanation
FORM 990, PART VI, SECTION A, LINE 6	DELTA DENTAL PLAN OF NEW MEXICO, INC HAS A SOLE MEMBER, RENAISSANCE HEALTH SERVICE CORPORATION
FORM 990, PART VI, SECTION A, LINE 7A	BOARD MEMBERS ARE ELECTED BY THE PRESENT BOARD AND ARE APPROVED BY RENAISSANCE HEALTH SERV ICE CORPORATION, THE SOLE CORPORATE MEMBER OF DELTA DENTAL PLAN OF NEW MEXICO, INC
	ONE NE W BOARD MEMBER, MICHAEL BLOMKER, WAS APPOINTED DURING 2013
FORM 990, PART VI, SECTION A, LINE 7B	AS STATED, THE PRESENT BOARD IS ELECTED BY THE CURRENT BOARD MEMBERS, BUT MUST BE APPROVED BY RHSC
FORM 990, PART VI, SECTION B, LINE 11	THE INFORMATION PRESENTED ON THE FORM 990 IS GATHERED BY THE SENIOR TAX ADMINISTRATOR FOR THE ORGANIZATION THE CFO REVIEWS THE INFORMATION ONCE APPROVED THE INFORMATION IS
	GIVEN TO OUTSIDE TAX PREPARERS WHO PREPARE AND REVIEW THE FORM 990 ONCE COMPLETE AN ELECTRONIC COPY OF THE FORM 990 IS PUT ONTO A WEBSITE FOR THE BOARD TO REVIEW THIS IS DONE BEFORE TH
	E RETURN IS FILED WITH THE IRS
FORM 990, PART VI, SECTION B, LINE 12C	THE COMPANY'S VICE PRESIDENT AND GENERAL COUNSEL IS CHARGED WITH REVIEWING AND MONITORING ANY POTENTIAL CONFLICT OF INTEREST TRANSACTIONS ALL MEMBERS OF THE BOARD OF DIRECTORS, OF FICERS, AND KEY EMPLOYEES ARE REQUIRED TO REVIEW AND EXECUTE A CONFLICT OF INTEREST POLICY
	THIS POLICY REQUIRES THAT ANY CONFLICTS OF INTEREST BE DISCLOSED ON AN ANNUAL BASIS, OR
	AT ANY OTHER TIME THAT THE PERSON EXECUTING THE POLICY BECOMES AWARE OF A SITUATION OR TRA
	NSACTION THAT ACTUALLY OR POTENTIALLY CREATES A CONFLICT OF INTEREST ALL CONFLICT OF INTE
	REST DISCLOSURE FORMS ARE INITIALLY REVIEWED BY THE VICE PRESIDENT AND GENERAL COUNSEL IF
	A PROHIBITED TRANSACTION WERE IDENTIFIED, THE MATTER WOULD BE BROUGHT TO THE CHAIRPERSON
	OF THE BOARD FOR FURTHER REVIEW AND APPROPRIATE ACTION IN THE EVENT OF A CONFLICT OF
	INTE REST INVOLVING A MEMBER OF THE BOARD OF DIRECTORS, SUCH AS A CONFLICT IN WHICH A
	MEMBER HA D AN INTEREST, THE MEMBER IS REQUIRED TO DISCLOSE THE POTENTIAL CONFLICT AND ABSTAIN
	FROM ANY VOTE ON THE MATTER WHETHER FURTHER PRECAUTIONS ARE REQUIRED (E.G., PROHIBITING
	THE IN TERESTED PARTY FROM ENGAGING IN DISCUSSIONS) WOULD DEPEND UPON THE SPECIFIC NATURE AND BAC
FORM 990, PART VI, SECTION B,	KGROUND OF THE CONFLICT  OUTSIDE COMPENSATION CONSULTANTS ARE USED TO DETERMINE MARKET DATA FOR THE
LINE 15	EXECUTIVE POSIT  IONS AND FOR OTHER OFFICERS AND KEY EMPLOYEES THE POSITIONS COVERED ARE THE CEO AND
	CFO THE ORGANIZATION CONTRACTS WITH TOWERS WATSON TO DO A COMPENSATION AND
	REASONABLENESS ANAL
	YSIS EVERY TWO YEARS THE FINAL DETERMINATION OF COMPENSATION IS DONE BY THE EXECUTIVE COM
	MITTEE OF THE BOARD OF DIRECTORS, WHICH IS MADE UP OF INDEPENDENT PERSONS, AND IS BASED ON
	THE COMPARABILITY DATA PROVIDED BY THE COMPENSATION CONSULTANTS THE DELIBERATIONS AND DE
	CISIONS REGARDING THE COMPENSATION ARE CONTEMPORANEOUSLY DOCUMENTED IN THE COMMITTEE MINUT
	ES AND APPROVED BY THE BOARD THE COMPENSATION WAS LAST REVIEWED UNDER THIS PROCESS DURING
	2012 THE REPORT BASED ON THIS REVIEW WAS THEN ISSUED BY THE CONSULTANTS IN APRIL OF 2013
FORM 990, PART VI, SECTION C,	DELTA DENTAL PLAN OF NEW MEXICO, INC (DDNM) FILES ON A QUARTERLY AND ANNUAL BASIS
LINE 19	COMPREH ENSIVE FINANCIAL DOCUMENTS WITH THE NEW MEXICO DEPARTMENT OF INSURANCE (DOI) DOI
	ALONG WI TH THE NEW MEXICO CORP COMMISSION HAVE ON FILE ALL GOVERNING DOCUMENTS. THE DDNM'S
	990 FO RM IS AVAILABLE TO THE PUBLIC UPON REQUEST AT THEIR CORPORATE OFFICE
FORM 990, PART IX, LINE 11G	CONTRACT LABOR PROGRAM SERVICE EXPENSES 596,383 MANAGEMENT AND GENERAL EXPENSES
	171,568 FUNDRAISING EXPENSES 0 TOTAL EXPENSES 767,951 PURCHASED DENTAL SERVICES PROGRAM
	SERVIC E EXPENSES 89,169,039 MANAGEMENT AND GENERAL EXPENSES 0 FUNDRAISING EXPENSES 0 TOTAL EX
FORM 990, PART XI, LINE 9	PENSES 89, 169,039  GAIN ON INVESTMENT IN RENAISSANCE HOLDING COMPANY 69,141
FORM 990, PART XII, LINE 2C	IN REGARDS TO THE COMMITTEE THAT ASSUMES RESPONSIBILITY FOR THE AUDIT AND SELECTION
,	OF AN INDEPENDENT ACCOUNTANT, THE PROCESS HAS NOT CHANGED FROM THE PRIOR YEAR

INDEPENDENT ACCOUNTANT, THE PROCESS HAS NOT CHANGED FROM THE PRIOR YEAR

efile GRAPHIC print - DO NOT PROCESS | As Filed Data SCHEDULE R Related Or

(Form 990)

Department of the Treasury

Internal Revenue Service

Name of the organization

DELTA DENTAL PLAN OF NEW MEXICO INC

**Related Organizations and Unrelated Partnerships** 

► Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.

► Attach to Form 990. ► See separate instructions.

▶ Information about Schedule R (Form 990) and its instructions is at www.irs.gov/form990.

**DLN: 93493321016984**OMB No 1545-0047

2013

Open to Public Inspection

**Employer identification number** 

85-0224562

(a) Name, address, and EIN (if applicable) of disregarded entity	<b>(b)</b> Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	Direct of	(f) controlling		
		or foreign country)			e	ntity		
Part II Identification of Related Tax-Exempt Organization or more related tax-exempt organizations during the	ations Complete if a tax year.	the organization ar	nswered "Yes"	on Form 990, P	art IV, line	34 because it	t had o	ne
(a) Name, address, and EIN of related organization	<b>(b)</b> Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code sect	Public charity (if section 501)	status (c)(3))	<b>(f)</b> Direct controlling entity	Section (13) c er	ontrolle tity?
ee Additional Data Table	<u> </u>						Yes	No
	+							
					l l			

Part III Identification of Related Organization because it had one or more related to the control of the contro							ation ansv	vered "Ye	es" on	Form	990, Par	IV, I	ıne 3	4
(a) Name, address, and EIN of related organization		<b>(b)</b> Primary activity	(c) Legal domicile (state or foreign country)	entity	incor ur excl ta	(e) edominant me(related, nrelated, luded from ax under tions 512-	<b>(f)</b> Share of total income	(g) Share of end-of-yea assets		ortionate	(i) Code V-UB amount in b 20 of Schedule K- (Form 1065	ox managing ov partner? -1		<b>(k)</b> Percentage ownership
						514)			Yes	No		Yes	No	
													-	
												-	+	
												000		<i>-</i>
Part IV Identification of Related Orgaline 34 because it had one or mo									swered	ı "Yes	on Form	1 990,	, Part	1V,
(a) Name, address, and EIN of	(b) Primary activity	(c	)	(d) Direct control		(e) Type of er		(f) of total	( Share o	g)		1) ntage		(i) ection 512
related organization	rimary activity	Leg dom (state or	ıcıle	entity				ome	y	ear sets		ership		(b)(13) ontrolled
		coun				or trust	)		as	sets			_	entity?
(1) RENAISSANCE HOLDING	HOLDING COMPANY	MI		RENAISSANCE		С				4,662,9	70 4 000	) %		<b>es No</b>
COMPANY				HEALTH SERVI CORPORATION										
PO BOX 30381 LANSING, MI 48909														
41-2177193 (2) RENAISSANCE LIFE &	INSURANCE	IN		RENAISSANCE		lc							$\frac{1}{\sqrt{2}}$	es
NEALTH INSURANCE COMPANY OF AMERICA				HOLDING COM										
PO BOX 30416														
LANSING, MI 489097916 47-0397286														
(3) RENAISSANCE HEALTH INSURANCE COMPANY OF	INSURANCE	NY		RENAISSANCE HOLDING COM		С							Y	es
NEW YORK				INOLDING COM	IFANI									
PO BOX 30416 LANSING, MI 489097916														
13-4098096														
(4) FORE HOLDING CORPORATION	EMPLOYEE BENEFITS	TN		DELTA DENTAL TENNESSEE	_ OF	C							l Y	es
240 VENTURE CIRCLE														
NASHVILLE, TN 37228 20-4116122														
(5) DENTAL CHOICE INC	REAL ESTATE HOLDING COMPANY	KY		DELTA DENTAL KENTUCKY	_ OF	С							Y	es
10100 LINN STATION RD 700 LOUISVILLE, KY 402233861														
61-1105118 ( <b>6</b> ) DENTAL CHOICE AGENCY													$\dashv$	es
INC	PRIMARY GENERAL AGENCY	KY		DELTA DENTAL	OF	lc		I						
	PRIMARY GENERAL AGENCY FOR DDKY AND DENTAL CHOICE	KY		DELTA DENTAL KENTUCKY	_ OF									
10100 LINN STATION RD 700 LOUISVILLE KY 402233861	l l	KY			_ OF									
LOUISVILLE, KY 402233861 61-1336003	FOR DDKY AND DENTAL CHOICE			KENTUCKY										
LOUISVILLE, KY 402233861	FOR DDKY AND DENTAL	KY AR				С								es

Note. Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule

Yes

<b>1</b> During the tax year, did the orgranization engage in any of the following transactions with d	one or more rela	ted organizations lis	sted in Parts 11-1V /				
a Receipt of (i) interest (ii) annuities (iii) royalties or (iv) rent from a controlled entity					1a		No
<b>b</b> Gift, grant, or capital contribution to related organization(s)					1b		No
<b>c</b> Gift, grant, or capital contribution from related organization(s)					1c		No
<b>d</b> Loans or loan guarantees to or for related organization(s)					1d	Yes	
e Loans or loan guarantees by related organization(s)					1e		No
f Dividends from related organization(s)					1f		No
g Sale of assets to related organization(s)					1g		No
h Purchase of assets from related organization(s)					1h	-+	No
i Exchange of assets with related organization(s)					1i	_	No
j Lease of facilities, equipment, or other assets to related organization(s)					1j	-	No
j Ecuse of Identices, equipment, of other assets to related organization(s)							
<b>k</b> Lease of facilities, equipment, or other assets from related organization(s)					1k		No
I Performance of services or membership or fundraising solicitations for related organizat	ion(s)				11		No
<b>m</b> Performance of services or membership or fundraising solicitations by related organizat	non(s)				1m	Yes	
n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s	<b>;</b> )				1n		No
• Sharing of paid employees with related organization(s)					10		No
					1		N-
Reimbursement paid to related organization(s) for expenses					1p		No
<b>q</b> Reimbursement paid by related organization(s) for expenses					1q		No
r Other transfer of cash or property to related organization(s)					1r		No
s Other transfer of cash or property from related organization(s)					<b>1</b> s		No
2 If the answer to any of the above is "Yes," see the instructions for information on who m	nust complete th	us line, including co	vered relationships	and transaction thresholds			
(a) Name of related organization	·	(b) Transaction type (a-s)	(c) Amount involved	(d) Method of determining amo	ount ir	nvolved	
1) DELTA DENTAL PLAN OF MICHIGAN INC	М	,, , , , , , , , , , , , , , , , , , ,	1,668,913	ACTUAL COST			
2) DELTA DENTAL OF NORTH CAROLINA	D	1	550,000	ACTUAL COST			

Part V Transactions With Related Organizations Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

Part VI Unrelated Organizations Taxable as a Partnership Complete if the organization answered "Yes" on Form 990, Part IV, line 37.

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships

revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships													
(a) Name, address, and EIN of entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Predominant income (related, unrelated, excluded from tax under sections 512-	(e) Are all partners section 501(c)(3) organizations?		(f) (g) Share of Share of total end-of-ye	(g) Share of end-of-year assets  (h) Disproprtionat allocations?			(i) Code V <sup>2</sup> UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
			514)	Yes	No			Yes	No		Yes	No	
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### Part VII Supplemental Information

Provide additional information for responses to questions on Schedule R (see instructions)

Return Reference Explanation

Schedule R (Form 990) 2013

# Software ID: Software Version:

**EIN:** 85-0224562

Name: DELTA DENTAL PLAN OF NEW MEXICO INC

Form 990, Schedule R, Part II - Identification of	Related Tax-Exempt Or	ganizations					
(a) Name, address, and EIN of related organization	<b>(b)</b> Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c) (3))	<b>(f)</b> Direct controlling entity	(g) Section 512 (b)(13) controlled entity?	
						Yes	No
(1) RENAISSANCE HEALTH SERVICE CORPORATION  PO BOX 30416 LANSING, MI 489097916 38-1675667	PROMOTING DENTAL CARE	MI	501(C)(4)	N/A	N/A		No
(1) DELTA DENTAL PLAN OF MICHIGAN INC  4100 OKEMOS ROAD OKEMOS, MI 48864 38-1791480	PROVIDE DENTAL SERVICE PLANS	MI	501(C)(4)	N/A	RENAISSANCE HEALTH SERVICE CORPORATION	Yes	
(2) DELTA DENTAL PLAN OF INDIANA INC  PO BOX 30416 LANSING, MI 489097916	PROVIDE DENTAL SERVICE PLANS	IN	501(C)(4)	N/A	DELTA DENTAL PLAN OF MICHIGAN INC	Yes	
35-1545647							!
(3) DELTA DENTAL PLAN OF OHIO INC  PO BOX 30416 LANSING, MI 489097916	PROVIDE DENTAL SERVICE PLANS	ОН	501(C)(4)	N/A	DELTA DENTAL PLAN OF MICHIGAN INC	Yes	
31-0685339 (4) DELTA DENTAL OF TENNESSEE INC  PO BOX 30416 LANSING, MI 489097916	PROVIDE DENTAL SERVICE PLANS	TN	501(C)(4)	N/A	RENAISSANCE HEALTH SERVICE CORPORATION	Yes	
62-0812197 (5) DELTA DENTAL OF KENTUCKY INC PO BOX 30416 LANSING, MI 489097916 61-0659432	PROVIDE DENTAL SERVICE PLANS	КҮ	501(C)(4)	N/A	RENAISSANCE HEALTH SERVICE CORPORATION	Yes	
(6) DELTA DENTAL FUND  PO BOX 30416 LANSING, MI 489097916 38-2337000	SUPPORT DENTAL EDUCATION AND RESEARCH PROGRAMS	MI	501(C)(3)	11A TYPE II	DELTA DENTAL PLAN OF MICHIGAN INC	Yes	
(7) DELTA DENTAL OF NORTH CAROLINA  PO BOX 30416 LANSING, MI 489097916 56-1018068	PROVIDE DENTAL SERVICE PLANS	NC	501(C)(4)	N/A	RENAISSANCE HEALTH SERVICE CORPORATION	Yes	
(8) DELTA DENTAL OF ARKANSAS  PO BOX 30416 LANSING, MI 489097916 71-0561140	PROVIDE DENTAL SERVICE PLANS	AR	501(C)(4)	N/A	RENAISSANCE HEALTH SERVICE CORPORATION	Yes	
(9) DELTA DENTAL OF ARKANSAS FOUNDATION  PO BOX 30416 LANSING, MI 489097916 26-1569324	PROVIDE DENTAL SERVICE PLANS	AR	501(C)(3)	PF	RENAISSANCE HEALTH SERVICE CORPORATION	Yes	
(10) RENAISSANCE FAMILY FOUNDATION INC  4100 OKEMOS ROAD OKEMOS, MI 48864 46-1376165	EMPHASIZE DENTAL HEALTH IN COMMUNITIES	IN	501(C)(3)	PF	RENAISSANCE HOLDING COMPANY	Yes	