1	SUPREME COURT OF THE STATE OF NEW YORK
2	COUNTY OF ONONDAGA: CIVIL PART
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4	RJI No. 33-11-1413 Index No. 2011-2128
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6	KELLY VARANO, As Parent and Natural Guardian Of Infant JEREMY BOHN; et al.,
7	Plaintiffs,
8	vs.
10	FORBA HOLDINGS, LLC, FORBA, LLC n/k/a LICSAC, LLC; DD MARKETING, INC.; SMALL SMILES DENTISTRY, PLLC.
11	Including: MAZIAR IZADI, DDS;
12	LAURA KRONER, DDS; LISSETTE BERNAL, DDS;
13	NAVEED AMAN, DDS; KOURY BONDS, DDS; YAQOOB KHAN, DDS; JANINE RANDAZZO, DDS;
	TOG TITM THILL DDG at all
	LOC VIN VUU, DDS, et al.,
14	LOC VIN VUU, DDS, et al.,  Defendants.  Jury Trial
14 15	Defendants.
14 15 16	Defendants. Jury Trial
14 15 16 17	Defendants. Jury Trial
14 15 16 17 18	Defendants.  Jury Trial  X  September 24, 2013  Onondaga County Courthouse
14 15 16 17 18 19	Defendants.  Jury Trial x  September 24, 2013
14 15 16 17 18 19 20 21	Defendants.  Jury Trial  X  September 24, 2013  Onondaga County Courthouse 401 Montgomery Street
14 15 16 17 18 19 20 21 22	Defendants.  Jury Trial  X  September 24, 2013  Onondaga County Courthouse 401 Montgomery Street
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2	THE COURT: Ready for the jury?
3	Mr. LEYENDECKER: Yes, your Honor.
4	THE COURT: Do they know what exhibits you were
5	planning
6	Mr. LEYENDECKER: No, they do not.
7	THE COURT: Maybe we'll have a conversation
8	about how to do this to make it just a little easier
9	again with the videos, I think it would be helpful, so
10	we can just get that done in advance.
11	Mr. LEYENDECKER: But not for Mr. DeRose right
12	now?
13	THE COURT: No.
14	Mr. LEYENDECKER: For upcoming videos
15	THE COURT: For all counsel, my preference would
16	be if you would give me the list of exhibits you're going
17	to use with any witness before they're going to testify,
18	it makes it easier because I can look through them, have
19	an idea where I'm leaning before I do arguments, so I
20	don't have to study the exhibit.
21	(Whereupon, the jury was then brought back into
22	the courtroom)
23	THE COURT: Good lunch?
24	JUROR MEMBER: A fun lunch.
25	THE COURT: That's good. Are we ready to

1 proceed? 2 Mr. LEYENDECKER: Yes, your Honor. THE COURT: Before we call the first witness, we 3 4 did have some exhibits that were -- that the Plaintiffs seek to introduce. Those are Exhibits 94, 95, 96, 97, and 5 98, as well as Exhibit 772. The Court did review those 6 7 exhibits over the lunch hour and will receive Exhibit 94, 95, 96, 97, and 98. The Court will sustain the objection 8 with respect to Exhibit 772. 9 (Exhibits 94, 95, 96, 97, and 98 received in 10 evidence) 11 12 THE COURT: All right? 13 Mr. LEYENDECKER: Thank you, your Honor. The Plaintiffs call Mr. Danny DeRose. 14 15 16 DANIEL DeROSE, having been called as a witness, being duly 17 sworn, testified as follows: 18 DIRECT EXAMINATION BY Mr. LEYENDECKER: 19 20 Q. Good afternoon. We just heard your name. Would you 21 mind introducing yourself to the jury? 22 Α. I am Dan. 23 Mr. Dan DeRose? Ο. 24 Α. Yes, sir. 25 Ο. Mr. DeRose, I would like to hand you your deposition

- you gave in this case, in case you need to refer to it. I
  may ask you to do so from time to time, and I want you to
  feel free to look at it if you feel the need.
- 4 A. Okay.
  - Q. You are one of the founders of FORBA?
- 6 A. Yes.

- 7 Q. One of the owners?
- 8 A. Yes.
  - Q. You were the president; you were in charge --
- 10 A. I was president, yes.
- 11 Q. And you were in charge of day-to-day activities?
- 12 A. I was the president. I don't know if I'd say I was in charge. We did things as a group, took votes.
- Q. Am I right that you have no education in the area of dentistry?
- 16 A. I do not, no.
- Q. And you made \$100 million when Old FORBA sold these clinics?
- 19 A. Yes.
- Q. Is it fair to say that Old FORBA absolutely ran the clinics pursuant to a FORBA way or highway line?
- 22 A. Say your term again.
- Q. Is it fair to say that Old FORBA absolutely ran the clinics pursuant to a FORBA way or highway model?
- 25 A. It's not fair to say that, no.

- 1 Q. Let's look at Page 239 of your deposition, please.
  - A. Would that be in the first book or second book?
- Q. Probably the first book.
- 4 A. 239?

- 5 Q. Yes, sir.
- 6 A. Got it.
- 7 Q. And I want to orient you to page 239, Line 18.
- 8 A. Okay.
  - Q. Are you with me?
- 10 A. Yes.
- Q. The question there is: "It was the FORBA way or the highway is the way you ran these clinics; isn't that right?"
- 13 And your answer was: "Oh, absolutely, as far as the
- 14 non-dental goes."
- 15 A. As far as the non-dental goes, yes.
- Q. So let's just stick with that. It was absolutely the
- 17 FORBA way or the highway, as far as all non-dental matters?
- 18 A. Right.
- 19 Q. And your testimony is that it was absolutely the FORBA
- 20 way or the highway, but that your 200 dentists and your 50
- 21 clinics were free to do whatever they wanted in their
- 22 discretion, as long as they worked hard; is that your sworn
- 23 testimony?
- $24 \parallel A$ . I would -- the answer to that question would be yes.
- 25 MR. LEYENDECKER: Chuck, will you please put up

- 1 Exhibit Number 511? It's in evidence.
- Q. Now, Mr. DeRose, FORBA had developed a turnkey operation as it relates to this FORBA model, right?
  - A. As it relates to the non-dental, yes.
  - Q. The fact is that turnkey operation included specific dental procedures and how they should be performed, didn't it?
- 8 A. No, sir.

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- Q. Would you like me to hand you the Exhibit 511 or --
- 10 A. I can try to look at it there.
- Q. Let me do both. Please feel free to use it as you need it.
- 13 A. Okay.
- Q. What I would like to orient you to is would you turn to Page 2, please?
- 16 A. Page 4?
- 17 Q. Page 2.
- 18 A. Okay.
- 19 Q. This Exhibit 511 was prepared by you, was it not, sir?
- 20 A. What year is this, sir? 2003?
- Q. My question is: Did you prepare this children's
- 22 Medicaid dental clinic overview?
- 23 A. I can't honestly say.
- $24 \parallel Q$ . Do you see the second page where it says prepared by?
- 25 A. I do, yes.

- 1 Q. And who does it say it was prepared by?
- 2 A. By myself.
  - Q. If you turn back to the first page of the Exhibit, Mr.

    DeRose, we see it's an e-mail, you're forwarding along this

    document that you prepared?
  - A. Okay.

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- Q. Is that true?
- A. It's from me, yes.
- Q. So now we know that you prepared this FORBA document.

  Let's turn to Page 3 on company strategy, just orienting you

  here. The second page of this company strategy, that's what
- I want to ask you some questions about. Down here in this second -- this middle paragraph, this document that you prepared says: "We have basically developed a turnkey
- 15 operation, " and that's true, right?
- 16 A. For the non-dental, yes, sir.
- Q. What to look for in an office location, that was part of the turnkey operation, right?
- 19 A. Yes.
- Q. What specific equipment is needed for the clinic, that was also part of the turnkey FORBA model?
- 22 A. Yes, sir.
- Q. How the clinic should be staffed was part of the turnkey FORBA model?
- 25 A. Yes.

- Q. The work requirements demanded of the staff was part of the FORBA model?
  - A. Yes.

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- Q. All those were parts of the our way or highway model, true?
  - A. They were part of our model, yes.
  - Q. And the specific dental procedures and how they should be performed were also part of the FORBA way or highway model, were they not, sir?
- A. They were not, no.
- Q. You certainly agree, Mr. DeRose, that whether to restrain a child with a papoose board is a matter for the dentists, right?
- 14 A. Yes.
- Q. As is the risks and benefits that ought to be
  explained before a papoose board is used is a matter for the
  dentists?
- 18 A. Yes.
  - Q. Yet isn't it true, Mr. DeRose, that the very first thing FORBA did when it hired a dentist was to get them to agree in writing that they were going to use whatever forms FORBA told them to use?
- 23 A. The first thing they were told to do?
- Q. When you had them sign an agreement, isn't that the first thing that you asked them to do, part of the agreement

1 you asked them to sign? 2 It may have been; I'm not sure. I can't remember the 3 employment agreement. (Discussion off the record) 4 Mr. DeRose, I want to hand you what's been marked as 5 0. Defendant's Exhibit 1037 and ask if you can identify this as 6 7 the employment agreement with Dr. Koury Bonds that you 8 signed? 9 Yes, March 22nd, 2006. Α. 10 Mr. LEYENDECKER: Your Honor, I would move 11 Defendant's Exhibit 1037. 12 THE COURT: Any objection? 13 Mr. FIRST: May we approach? THE COURT: Yes. 14 15 (Discussion off the record at the bench) 16 THE COURT: All right, Exhibit 1057 is --Mr. LEYENDECKER: 1037 --17 18 THE COURT: 1037, sorry, is received, subject to 19 any agreed-upon redactions. 2.0 (Whereupon, Defendant's Exhibit 1037 is received in evidence) 21 22 BY Mr. LEYENDECKER: 23 Okay. Mr. DeRose, do you recognize your signature on 24 the last page of this? 25 Α. I do, yes. Yes.

- 1 Q. So you're familiar with this agreement?
  - A. I re-become familiar with it, yes.
  - Q. You signed a number of these each time with each of the lead dentists?
    - A. I think with all the dentists.
  - Q. Okay. So you actually signed the employment agreement with each and every dentist that worked --
    - A. I think so. I'm not sure, but I think so.
    - Q. Let me direct your attention to the page --

THE COURT: It seems like the afternoon voices

are a little soft --

- Mr. LEYENDECKER: It's the hamburger.
- Q. Can I get you to turn to Page 6?
- 14 A. Six, sure.
- 15 Q. Paragraph Number 8.04, please.
- 16 A. Okay.

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- Q. In Paragraph 8.04, Mr. DeRose, you say: "Employee shall use and follow all established forms and records and procedures provided by employer." And one of those forms, as you know, was the consent form in connection with the papoose board?
- 22 A. Okay.
- Q. Is that right?
- A. If they were going to use the papoose, would we -- did
  we suggest they use the form? Yes.

- Q. Did you get their agreement that they had to use it?
  - A. I guess so, yes.
  - Q. So this issue over here on the risks and benefits, which you understand are a dental issue --
    - A. Uh-huh.

- Q. -- the first thing you did was get the dentist to agree they were going to say what you wanted them to say, right?
- A. Not -- I didn't know what they were going to say. I couldn't get them to agree to that. I would get them to agree to use the form that we offered them, but we expected them also to talk to the parent.
- Q. And what you expected them to tell the parent is what you have on the form that you insisted they use, which is that there were no known risks, right?
- A. No, I mean each patient is so much different. I would expect them -- and I'm not a dentist, but I would expect them in common sense to tell the Mom or the Dad, "Here's the reasons I'm deciding to do this or that," and just have a direct conversation with the parent. You know, I think that was a courtesy we provided, was we talked to every parent before we did any procedures was: "Here's what we see.

  Here's what we would like to do with your child. We would like you to give consent." So, I didn't know what they were going to say or how they were going to say it, but we wanted

1 | them to communicate.

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- Q. And you provided the form?
- A. We provided the form as a guide, yes.
- Q. Did you think you were doing the parents a courtesy by telling them there were no known risks when the A.A.P.D. had revealed a number of serious risks? Were you doing them a courtesy by concealing that from them?
  - A. I never considered that.
- Q. Is it fair to say in addition to telling the dentists what to say about the risks, you also wanted dentists to aggressively use the papoose board, right?
- 12 A. No.
- Mr. LEYENDECKER: Your Honor, do you have the plaintiff's exhibits?
- THE COURT: These are my copies of the exhibits.

  The plaintiff's exhibits are there.
- 17 Q. Mr. DeRose, you know Dr. Andrus, don't you?
- 18 A. Dr. Andrus?
- 19 Q. Yes, sir.
- 20 A. Yes. Yes.
- Q. From time to time you asked Dr. Andrus to go to clinics and give you some feedback on his observations?
- 23 A. Seldom, yes.
- Q. But you did do that?
- 25 A. Once or twice.

1 Ο. And on occasion after doing that, he would give you 2 some written feedback, wouldn't he, sir? A. I think it came in all forms. I'm sure part of it was 3 4 written, sir. I'm going to hand you Exhibit 44 and ask you if these 5 are some of the examples of written feedback Mr. DeRose would 6 7 give you after you sent him out to look at a clinic? 8 It says it went to my brother, Mike DeRose. Α. Who is it addressed to? 9 Q. 10 Α. It says "Dear Dan." And that's you? 11 Ο. 12 Α. That is me. 13 Ο. And it's from? 14 Α. Dr. Bob. And that's Dr. Andrus, right? 15 Q. 16 Α. Yes. 17 Q. And this relates to his going to the dental clinic, right? 18 19 Α. I don't know. 20 Q. Look at the very first line. 21 Α. Yes. 22 Mr. LEYENDECKER: Plaintiff's offer Exhibit 44, 23 your Honor.

THE COURT: Any objection?

Mr. FIRST: Yeah, I object to the materiality

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1 and relevancy of the exhibit. 2 THE COURT: Anybody else? 3 Mr. HULSLANDER: Same objection. 4 Mr. STEVENS: Same. THE COURT: Overruled. Exhibit 44 received. 5 (Whereupon, Plaintiff's Exhibit Number 44 was 6 7 received in evidence) Mr. LEYENDECKER: Chuck, may I have Exhibit 44 8 9 on the screen, please? 10 Q. Okay. I want to zero you in right now on Item Number 7, Mr. DeRose. 11 12 Α. Okay. 13 Ο. Chuck, may I please have 7 highlighted? Before I go there, let's make sure we're oriented. If I go back to the 14 top, it says: "Dear Dan, here are some of my observations 15 16 from Denver, " right? Do you see that? And Denver was one of the FORBA clinics? 17 18 Well, we had three in Denver. Α. 19 Denver, Aurora, and what was the other one at the Q. 20 time? 21 Α. Smile High was one; Thornton. 22 Okay. Ο. 23 Α. And Aurora. 24 Q. Okay. So let's look at the observations he made to 25 you about those dental clinics, and I want to focus you on

1 Number 7.

- A. All right.
- Q. Number 7 says: "Dan, they need lots of work on the proper way to do this business," and "they," you understand he's referring to the dentists, right?
  - A. Or the clinics. I'm not sure what he's referring to.
- Q. "And the proper way to do this business is the FORBA model," right?
  - A. He doesn't say FORBA model, no.
- Q. "Dan, they need lots of work on the proper way to do this business or we're going to get in trouble. They use sub-quality X-rays all of the time and they are way too paranoid about the pedo wrap." And the pedo wrap is the papoose board, right?
- 15 A. Yes.
  - Q. "Hell, they only have two small wraps. They need five total." What he was saying to you is that the Denver clinics were not using the papoose board aggressively enough, right?
  - A. I don't know what clinic he was talking about specifically, but his comment is in -- he felt they were way too paranoid about the pedo wrap.
  - Q. And you understood that to mean that the dentists at these clinics don't want to use it and they need to use it more and that's why they need five instead of two small ones?
    - A. Is that what I understood him to say? Is that what

you're asking?

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- Q. That's what you understood him to say, isn't it?
- A. I mean, I can read the words and that's his opinion, yes.
  - Q. He was working for FORBA when he went to see those clinics?
  - A. No, I don't think he was working for FORBA in '03. He was working for my father. He was an associate dentist in Pueblo.
- Q. Wasn't the clinic in 2003 in Pueblo part of the FORBA organization?
- 12 A. I don't think it was in '03, Pueblo, no. Pueblo was 13 run by my father.
- Q. Let me ask it this way: Was the Pueblo clinic part of the FORBA organization at any point in time?
  - A. That's a great question, Kevin. I don't know for sure. It sold with all the other clinics.
- Q. When you all sold for \$435 million, part of what you sold was that clinic, right?
  - A. We sold that clinic, yes.
- Q. Let me hand you what has been marked as Exhibit Number 22 59.
- 23 A. All right.
- Q. Recognize 59 as another report back to you in writing from Mr. Andrus?

1 Α. Okay. 2 Regarding observations of clinics; do you see that? Ο. 3 Α. I'm starting to. 4 Mr. LEYENDECKER: Your Honor, Plaintiffs offer Exhibit 59. 5 THE COURT: Any objection? 6 7 Mr. FIRST: I would object as immaterial and irrelevant. It also appears to be a draft, and it's 8 undated. 9 10 THE COURT: Okay. No foundation for it. 11 Mr. FIRST: 12 THE COURT: The last part was not a legal 13 objection. Not doing speaking objections. It's either relevancy and --14 15 Mr. FIRST: No foundation is the reason why I --16 THE COURT: I'm going to sustain the objection 17 on foundation right now. 18 You've seen this document before, haven't you, Mr. Ο. 19 DeRose? 20 Α. I have no idea. 21 You have no idea if you've seen this document before? Q. 22 Well, I haven't even read it. Let me see. 23 really don't have any idea. I've been hit in the head a lot 24 throughout my life. Let's see. It does not ring a bell, 25 sir.

- Q. Let me ask you, was it your practice at the time when you asked Dr. Andrus to go review these clinics and to report back -- I think you said sometimes he does so in writing; sometimes he does orally. It was your practice to ask him to do that, report back to you?
- A. I think when Bob went, it was probably my father asked him.
  - Q. Okay. And your father was certainly a board member and founder of Old FORBA?
- 10 A. He was, yes.
- Q. And it was a practice for when you asked Dr. Andrus to go out in the field, whether it was you or your father --
- 13 A. Right.

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- Q. -- to report back and the company would keep those materials, would they not?
  - A. I don't think the reporting process was that formal or we would have done something a little more formal than this.

    But he would go and then come back and tell us what he thought, yeah.
- Q. And in this case, he told you what he thought in writing, correct?
- 22 A. In this last case here?
- 23 Q. Yes, 59.
- 24 A. Can I read it? What clinic is this about, sir?
- 25 Q. The question to you, Mr. DeRose, is consistent with

1 the practice you described, reporting either orally or in 2 writing, does this document refresh your recollection that on 3 this occasion Dr. Andrus was reporting back to FORBA in 4 writing about observations on the clinics? Let me check. Give me a second. So the first page is 5 to me, okay. It appears that he's reporting back on a 6 7 clinic. I can't tell which one it is. Mr. LEYENDECKER: Your Honor, Plaintiffs would 8 offer Exhibit 59. 9 10 Mr. FIRST: Object. No foundation. Mr. LEYENDECKER: As to the first page, your 11 12 Honor, I'm offering the first page as Exhibit 59. May I 13 see that, Mr. DeRose? THE WITNESS: Uh-huh. 14 Mr. LEYENDECKER: I'm going to take out the 15 16 rest, and since he's identified the first page, I'm going 17 to offer the first page of 59. 18 THE COURT: Would counsel like to approach, 19 please? 2.0 All right. I'm going to overrule the objection 21 and receive Exhibit 59 subject to completion of the foundation through Dr. Andrus when he testifies. 22 23 (Exhibit 59 received in evidence) 24 Mr. LEYENDECKER: Chuck, may I please have 59 on 25 the screen?

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- Q. Okay, Mr. DeRose. Let's look at this letter that Dr. Andrus sent you, and he starts off by saying: "Going into a new start-up clinic," and you understood he was giving you his observations about what FORBA should be doing in its start-up clinics, correct?
- A. He says: "Going into a new start-up clinic, I need a list of names and their positions in the clinic."
- Q. Let's focus you on the paragraph that's really the heart of 59. Starting with the word "we," "We need to get all of the crying and restraint and basic --" what he told you as it relates to these start-up clinics, "We need to get all of the crying and restraint and basic pedo restraint issues taken care of up front," and the pedo restraint is a reference to the papoose board?
  - A. That would be my assumption, yes.
- Q. "Taken care of up front first thing and let them know that they will need to decide to do it our way or go find another place to work." And the "our way" was the FORBA way, right?
  - A. Those were Dr. Bob's words, not my words.
- Q. What's your understanding of the way he was referring to when he said "our way"?
  - A. I think maybe his perception of the way he thought they did it in the clinic where he worked.
  - Q. And that was the clinic, as you just told this jury,

that your father ran in Pueblo, right?

A. Yes.

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- Q. So your understanding of what Dr. Andrus was telling you was we need to get all of the new dentists at the new clinics to do it the way that Dr. Eddie does it and the way I do it at the clinic that served as the model for this whole business, right?
- A. I would be guessing what he meant but -- I mean, it's hard for me to interpret what someone else meant.
- Q. "Or go find another place to work." That's his concept of doing it our way or the highway, is it not, Mr. DeRose?
- A. That's Bob's words, not my words.
  - Q. He says: "I don't need A-holes trying to reinvent the wheel," and the A-holes he's referring to are the dentists you hired --
- 17 A. I have no idea.
  - Mr. FIRST: Objection. He's asking him to interpret somebody else's document.
    - THE COURT: You can ask the witness the question. The witness seems to be able to answer if he doesn't know what was meant by it, so overruled. It's essentially cross-examination.
  - Q. Mr. DeRose, who did you understand Dr. Andrus was referring to when he said: "I don't need A-holes trying to

- reinvent the wheel"? Who were the A-holes, as you understood it?
  - A. I haven't thought about it. What's the date of the document?
  - Q. I don't know. Let's look at the top. That's a fax up there, right -- excuse me, that's 44.
  - A. I have no idea. I haven't thought about what he meant. You want me to guess what Dr. Bob meant about "we don't need A-holes." I have no idea. Maybe he meant the front office manager, maybe the janitor crew. He might have meant the dentists. I'm not sure, sir.
  - Q. FORBA didn't want its dentists using papoose boards the way they believed in their own independent judgment;

    FORBA wanted the dentists to do it the FORBA way and that's what you understood Mr. Andrus was reporting back to you about what they should be doing with the new clinics, right?
    - A. I think I've answered that question. Not right.
  - Q. "Once they are hip to how to handle the worst patients, then we need to move on" -- excuse me. Let me go back to that. "I don't need A-holes trying to reinvent the wheel." The wheel, Mr. DeRose --
  - A. Yes.

- Q. -- was the FORBA way or the highway, when it came to use of papoose boards, right?
  - A. I have no idea what Bob meant by the wheel.

1 Ο. It is fair to say that in addition to telling them 2 what they should disclose about the risks of restraint or should not disclose and how they should use the papoose 3 4 board, you felt like FORBA needed to teach the dentists how to do dentistry, right? 5 Α. I felt like that? 6 7 You certainly did. Ο. Absolutely not. 8 Α. Let me hand you what's been marked as Plaintiff's 9 Q. 10 Exhibit Number 390. Mr. DeRose, do you recognize Exhibit 390 as an e-mail you sent on July 17th, 2005, to Mike Roumph, 11 Rich Lane and Dr. Ken Knott? 12 13 Α. It appears so, yes. Mr. LEYENDECKER: Plaintiffs offer Exhibit 390, 14 15 your Honor. 16 THE COURT: Any objection? Mr. FIRST: I need to find it first. 17 18 I have no objection. 19 Mr. HULSLANDER: No objection. 2.0 Mr. STEVENS: No position. THE COURT: 390 received. 21 22 (Whereupon, Plaintiff's Exhibit Number 390 was 23 received in evidence)

There's a couple of e-mails here and I want to start

with the one on the bottom, an e-mail Mr. Roumph sent to you

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- on July 15th, which is a couple of days before you responded.
- 2 The subject of the e-mail is Boise, and that's a reference to
- 3 the Boise clinic, right?
- 4 A. I'm sure it was.
  - Q. And that's one of the FORBA clinics?
- 6 A. It was.

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- Q. What Mr. Roumph was asking Dr. Knott and copied you on was that production in Boise, he wanted y'all's thoughts and input on that, didn't he?
- 10 A. That's what he's asking, yes.
- Q. Let's jump up to the top and see what your thoughts and input were to him. Right there in the middle,
- 13 Regardless of patient flow, third line down --
- 14 | A. Okay.
- Q. "We told him that regardless of patient flow, we need to teach them how to do dentistry." That's what you told
- 17 | him, right?
- 18 A. Right.
- 19 Q. That's what you told him?
- 20 A. That's what is written there, yes.
- 21 Q. Is that what you told him?
- 22 A. I didn't tell him. It was written in an e-mail.
- 23 That's what I wrote in my e-mail, yes.
- Q. And that's what FORBA wanted to do, they wanted to
- 25 teach dentists how to do dentistry so production wouldn't

suck, right?

- A. Well, I think what I meant by that was when there's work to be done, when a treatment plan has been finished and there's work that's been identified by the dentist, that we wanted them to do the work.
- Q. Well, was it FORBA's job to teach them how to do dentistry so that the production wouldn't suck?
  - A. No, to encourage them to do the work.
- Q. But you thought you needed to teach them how to do dentistry, right?
- A. No.
- Q. This last line: "Daily communication and creating an awareness that we are aware of the lack of treatment will in itself help." And by that, you meant "we need to let them know every day that they're not producing enough, and if we do that, perhaps the production won't suck," right?
- A. Daily communication was important to let them know that they weren't operating in a bubble, that, you know, we were aware of what the treatment plans they themselves had done and the work that they had identified and how much of the work was being completed. So we were very aware of that, and it's to the issue that Dr. Rudy and Dr. Bill had talked about, and I can address it now, and then just refer back to it, but, you know, what we wanted from the doctors --
  - Q. Mr. DeRose, I'm not sure I asked you -- I think you

1 answered my question.

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- That's fine. Α. Okay.
- Q. You'll have an opportunity to tell whatever story you want to tell when your lawyer asks you questions.
  - Α. Okay.
- Let's see. It's also fair that FORBA wanted to break the dentists of their old ways and get them on board with the FORBA model, right?
  - Where's it say that? Α.
- Ο. I'm asking you, is that what FORBA was doing, was breaking dentists of their old ways and getting them on board with the FORBA model? That's what you were doing, right?
- 13 Α. No.
- Let me hand you Exhibit 514. 14 Q.
- 15 Α. Okay.
- 16 Exhibit 514, see if you can identify Exhibit 514, Mr. Ο. 17 DeRose, as a February 1st, 2006 e-mail from Rich Lane to you and others.
- 19 Α. It is.
- Mr. LEYENDECKER: Your Honor, Plaintiffs move to 2.0 admit Exhibit 514. 21
- 22 Any objection? THE COURT:
- 23 Mr. FIRST: My objection is it's irrelevant and 24 immaterial, relates to the Albuquerque clinic.
- 25 THE COURT: Any other objections?

1 Mr. HULSLANDER: Same objection. 2 Mr. STEVENS: No position. THE COURT: Exhibit 514 received. 3 4 (Whereupon, Plaintiff's Exhibit Number 514 was received in evidence) 5 Okay, Mr. DeRose --6 Ο. 7 Α. Okay. Q. -- the Albuquerque clinic is one of the clinics that 8 were part of the three, four, five that we have heard 9 10 discussion about Legacy Clinics, right? There was two in Albuquerque. Is this one or two? 11 12 This is the Legacy Clinic, this is one. So that's correct. 13 Q. And that became part of the FORBA model, was sold with the sale? 14 15 A. It was sold with the sale, yes. 16 Ο. And the subject of this e-mail is retraining; do you see that, Mr. DeRose? 17 18 Α. I do, yes. 19 Under Item Number 3, it says: "Treat the training as 20 if it were a new clinic." So he's talking about how FORBA 21 trained new clinics, right? 22 Α. Right. 23 And he wanted to treat the Albuquerque clinic, even Ο. 24 though it had been there for awhile, like a new clinic,

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right?

- Α. It actually just came under DD Marketing. Until this time, there was another company called DeRose Management, which my father ran -- so are you aware of that? -- that ran the Legacy Clinics.
  - Q. Okay.

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- So at this time I think is when DD Marketing got a service agreement with Albuquerque, so we went in and started from the beginning.
  - And DD Marketing was your company? Ο.
- 10 Α. Yes, sir.
- That you owned two-thirds of and Mr. Roumph owned 11 Ο. 12 one-third of?
- 13 Α. That's correct.
- Neither one of you are dentists? 14 Q.
- We're not dentists. 15 Α.
- 16 It's in the FORBA model. Mr. Lane says: "We need to Ο. 17 break the old ways and get them on board with the FORBA model? 18
- 19 A. Right.
- And that was using restraints and get them so that Q. production doesn't suck, right? That's what he was referring 22 to?
  - He was referring to the front office, the way they did billing, chart-keeping, record-keeping, audits. If you see in Number 6, you see it says: "Dr. Knott will focus on the

- doctors, because he was a dentist. We were not dentists, so
  we did not train anything that had to do with dentistry. We
  focused on the non-dentistry. That was our role.
  - Q. Let's explore that for a minute. Dr. Ken, that's Ken Knott, right, and he was the regional director for Old FORBA?
    - A. Right.

- Q. "Dr. Ken will focus on monitoring docs, treatment planning." Isn't treatment planning, Mr. DeRose, for the dentists on the scene, and it's their obligation to use only their judgment and not corporate influence as to what should be the treatment plan?
- A. The treatment plan itself, but there's procedures to treatment plan, how you document it, how you put it on the chart, how you visit with the parent -- for example, Mrs.

  Bohn -- about it, what you tell them about their child. It's not saying that they told them "identify this as a crown and this as a two-surface filling." I mean, it was "Hey, we do treatment plans. You're not going to perform a procedure on a child without a treatment plan."
- Q. He was going to mentor those docs based on the FORBA model as it related to treatment planning, right?
- A. He was going to tell them what was expected as far as having a treatment plan, correct.
- Q. Your understanding of treatment planning refers to what work should be done on a child, if any?

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- A. No, treatment planning refers to -- in my opinion, it refers to the diagnosis that the doctor has made, putting it on a chart. It's -- it's the record.
  - Q. The diagnosis the doctor makes?
- A. And I'm not a dentist. Don't -- I mean, we're not going to publish this in a book, but the way I view a treatment plan is the doctor examines the child, decides what work needs to be done, develops that plan, called a treatment plan. "Here's what needs to happen to Jeremy, based on his mouth and from the chart I saw, the twelve teeth that needed to be addressed. Here's the twelve teeth, and here's what I think should be done." That's a treatment plan.
  - Q. And the truth is that part of the FORBA model was to influence doctors to diagnose in ways so as to not leave money on the table for FORBA, right?
- 16 A. Absolutely wrong.
  - Q. Let's get Exhibit 44 back in front of us then.
- 18 A. Okay. 44... okay.
- 19 Q. I want to zero you in on Item Number 5.
- 20 A. All right.
- Q. This is a memo that Dr. Andrus wrote to you after looking at the Denver clinics?
- 23 A. Okay.
- Q. And he tells you: "I'm going to work in Aurora next month on the 25th." And Aurora is one of the FORBA clinics?

A. Yes, it was our first clinic.

- Q. "Not to bore you with the dental side, but they are leaving money on the table because diagnosis is the most important thing we do in the clinics," and what Dr. Andrus and what FORBA wanted was for these doctors to diagnose and treat the patient in a way that didn't leave money on the table for FORBA, right?
- A. The way I read that is that they wanted them to diagnose the work that needed to be done.
- Q. Okay. Did he put in quotes "the work that needed to be done" or did he put in quotes "diagnose in a way so as not to leave money on the table."
  - A. That's what he put, yes.
- Q. Anything in here in Item 5 that talks about the quality of care or what work needs to be done, or does it all relate to diagnosing so that money is not left on the table?
- A. I mean, I read when he says "because diagnosis" -move your head, please. "Because diagnosis is the most
  important thing we do in the clinics," I think that's a very
  accurate statement. How you diagnose the dental disease of
  that child, and then our part, the non-dental part, we were
  very concerned about the documentation, that the charting was
  done correctly so that the billing could be done correctly so
  that, you know, there were no mistakes that were made. So
  the diagnosis was very, very important.

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- Q. Okay. Very important. And you, I take it, understood and wanted Dr. Knott and others to reinforce with your dentists that if it's important to the treatment, if it's relevant to what they think, that they ought to put it down in that chart, right?
  - A. We encourage charting, yes.
- Q. "First Dr. Mike, 3:16." Is that a reference to the bible or to your brother?
- 9 A. I have no idea. I didn't write this document. I don't know.
- Q. Let's look at Number 10 while we're on 44. He says:

  "Chief, I can make that thing bust ass with Dr. Amir. I just
  think that you and Dr. Eddie need to know that quote,
  unquote, orientation of the new doctors is critical." And
  you're "chief," right?
  - A. I've never been call "chief," but...
- Q. And the thing that he's talking about that can be made to bust ass is the clinic, right?
- 19 A. That would be my assumption.
  - Q. And orienting the new doctors, in quotes, in a way so they understand diagnosing so as to not leave money on the table was the FORBA way, right, sir?
- 23 A. Wrong.
- Q. Another clinical issue that FORBA influenced and interfered with the dentists on was on the subject of whether

1 they could refer a child out to another practitioner, right? 2 Object to the form of the question. Mr. FIRST: 3 THE COURT: I'm sorry, I was writing a note. I didn't hear the question. 4 5 (Whereupon, the question was read by the court reporter) 6 7 Α. My answer would be wrong. Let me hand you Exhibit Number 47 --8 Ο. 9 I'm going to overrule the objection. THE COURT: 10 You need to wait until I rule on the objection --11 THE WITNESS: I didn't know there was one. 12 sorry. 13 Q. Let me hand you Exhibit 37, Mr. DeRose. This is an e-mail you wrote on December 29th, 2004, following an 14 incident in Atlanta. Can you identify that for us, please? 15 16 Α. I'll try to. Okay. 17 Ο. Can you identify that as an e-mail that you wrote on 18 that day, sir? 19 It sure looks like it, yes. Α. 2.0 MR. LEYENDECKER: Plaintiffs would offer Exhibit 21 37, your Honor. 22 Any objection? THE COURT: 23 Mr. FIRST: It's irrelevant, has to do with a 24 different clinic. 25 THE COURT: Any other?

1 Mr. HULSLANDER: Same. 2 Mr. STEVENS: No position. THE COURT: Exhibit 37 received. 3 4 (Whereupon, Plaintiff's Exhibit Number 37 was received in evidence.) 5 You do agree with me, Mr. DeRose, that the subject of 6 7 referrals, whether a dentist should refer a child to a 8 practitioner that has more qualifications or could render care more appropriately, that is exclusively within that 9 10 dentist's judgment, right? 11 Α. Right. 12 Q. Exhibit 37, the e-mail you've written is after there was an incident in Atlanta? 13 14 Α. Okay. 15 You see the subject of your e-mail? Q. 16 Α. Okay. Uh-huh. 17 Ο. You put in all capital letters at the top -- by the 18 way, you sent this to Rich Lane, Mike Roumph, Tom Hillebrand -- who's Mr. Hillebrand? 19 2.0 Α. He was an employee of DD Marketing. And who was Mr. Cruse? 21 Ο. 22 He was an employee of DD Marketing. So was Ryan Root, 23 and Bob, you know Dr. Bob. 24 Q. Bob Andrus, the one that was reporting back to you 25 about other clinics?

- A. Bob owned the Atlanta clinic. He owned the Georgia clinics.
  - Q. Let me ask you, did Bob get the profit from those clinics or did that go to FORBA like the Syracuse clinic?
    - A. Bob got paid from those clinics, yes.
  - Q. Where did the profit go? The money left over after the expenses were paid, did that go to FORBA or Dr. Bob?
  - A. I would have to look at the exact books, but I know he got a fee per clinic per month. Whether that represented the profit, whether it was excess of the profit, whether it was less than the profit, I really couldn't tell you, but he had a fee that he was receiving every month as the owner.
- Q. And who was paying him that fee, FORBA?
- 14 A. The clinics.

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- 15 Q. Did Dr. Andrus practice in Atlanta?
- 16 A. He may have. Yes, he was licensed there.
- Q. I thought you told me he worked at your father's clinic in Pueblo?
- 19 A. He did.
  - Q. Was he working with your father in Pueblo or was he working in Atlanta?
  - A. He would work mostly in Pueblo, yes.
- 23 Q. And you paid him \$5,000 a month --
- 24 A. Per clinic.
- Q. Yes, for each clinic he would agree to certify in the

- state that he was the owner, you paid him \$5,000 a month for each and every one of those, didn't you?
  - A. I couldn't remember the number. I didn't -- I thought it was three, four, five, but five sounds like it could be, yes.
- Q. How many clinics did he play like he was the owner on, 10, 15?
- THE COURT REPORTER: I need you to wait one second.
- 10 THE WITNESS: Okay.
- 11 A. Okay. Where was I? He didn't play?
- (Whereupon, the question was read by the court
  reporter)
- Q. Okay. Let's move on. Let's move on. I'm going to talk to him about his ownership and where he got any profit.

  Okay. We'll clear that up with him.
- 17 A. That's fine.

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- Q. You wrote, "Read this carefully and thoroughly as action items are required"? Is that what you wrote? That's what you told your team, right?
- A. I was concerned about this, you bet.
- Q. I don't want to get into details about the situation
  with the mother and all that happened because that's not what
  I want to talk about, but what I want to focus you on is this
  paragraph "So what to do." Are you with me?

A. I see it now.

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- Q. "So what to do, who to kick the s-out of, where do I start? Start with me. I'll take responsibility." "Atlanta is a mess, a disappointment, a total disaster. I have looked the other way and allowed it to happen. Our employees don't care; our doctors have no leadership and no professional conduct. Our OM" that's office manager, right?
  - A. Yes.
- Q. -- "is a train wreck, an immature little girl with a huge mouth. Our systems are not in place." FORBA systems, right?
- 12 A. Yes.
- Q. "Medical histories are not being signed, X-rays suck,"
  those are dental issue, right?
- 15 A. Quality of X-rays, yes.
- 17 A. It's part of the record. It's probably both.
- Q. "Referrals are being made daily. This is not a FORBA clinic and no one to blame but myself." The subject of referrals is absolutely a dental issue, is it not, Mr.
- 21 DeRose?

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- 22 A. Yes.
  - Q. Okay. And so this Atlanta clinic was not acting like a FORBA clinic because referrals were being made daily and FORBA didn't want its dentists to refer, did it?

- A. That was -- I mean, you read the whole list, and it might be important for the jury to know that the reason for this e-mail -- I mean, you wanted to skip over it, but they actually had a fight in the clinic between a mother and one of our staff, where the mother attacked the staff. And it was just something that could not be tolerated and that could not happen in a professional clinic, so that's what started the situation and I don't -- to make this sentence all about referrals would not be accurate.
- Q. I'm not making it about referrals. I'm saying part of what you identified is not the FORBA way, the our way or the highway, is referrals, and you were upset because referrals were being made daily, right?
- A. I was upset because of the incident.
  - O. And let's just focus on that.
- 16 A. Okay.

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- Q. You say: "The patient's mother is a mess and probably deserved to be decked." That was your view about the patient's mom, right?
- A. I don't remember that but --
- Q. Do you see what you wrote?
- A. I do. It says up above -- we should probably read that part, that the mom said --
  - Q. Here's my question -- okay?
- 25 Mr. FIRST: I'm going to object to --

MR. LEYENDECKER: He' not answering my question. 1 2 THE COURT: The question was answered, so I'm 3 going to overrule the objection. Try to answer the questions that are asked. 4

THE WITNESS: Okay.

- Whatever this patient's mother did, your feeling was that she deserved to be decked?
  - Where do I say that? Let me read it. Α.
- "The patient's mother is a mess and probably deserved Q. to be decked." Is that how you felt about the mothers of your patients when they did things y'all didn't like, however disruptive they may be?
- 13 Α. Well, I think she attacked one of our staff, so, I mean, self-defense, yes, I mean -- I wouldn't encourage our staff to take a beating from a patient's mother, no.
  - Down here you say "Sean," and that's a reference to Ο. Dr. Barnwell, one of FORBA's regional directors?
  - Α. Yes.

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- 19 Working for DD Marketing? Q.
- 20 Α. Right.
- 21 A doctor, correct? Q.
- 22 Sean was a doctor, correct. Α.
  - "Sean will insure by physical presence that no more, absolutely no more corners will be cut, no more ideas that are not FORBA's will be fostered and they -- each and

- everyone" -- in capitals -- "will do it our way or be terminated?
  - A. Okay.

- Q. That's the FORBA way or highway model, right?
- A. That was the Atlanta clinic specifically and the problems they were having and my attitude towards that clinic, yes.
- Q. And your attitude was "it's the FORBA way or the highway," and that relates to both referrals and all the other subjects we've been talking about, doesn't it, Mr. DeRose?
- A. I don't think referrals was the issue, no.
- Q. How about nitrous, is that a non-dental issue, the use or non-use of nitrous? Is that a non-dental issue?
  - A. No, that would be a dental issue.
  - Q. And what did you tell your lieutenants as the action item that was required? You told everyone that "We're at work at 8 a.m. with the f-in' nitrous turned on," right?
  - A. They were not turning the nitrous on in the clinic, which we wanted the nitrous on in all the clinics. If the doctor chose to use it, it had to be turned on or they couldn't even use it.
  - Q. Are you going to tell the jury this is not a reference to they better be in there producing in a way that doesn't suck, diagnosing in ways that don't leave money on the

- table -- that's not what this relates to?
  - A. That's not what this relates to.
- Q. Did you want anybody to ever see this e-mail beyond your little circle?
- A. I don't have a problem with anybody seeing any of my e-mails.
- Q. Let's go to the end of the e-mail and see what you wrote.
- 9 A. I have bad language at times, especially if I'm upset,
  10 and I apologize to the jury for the bad language.
- Q. "This e-mail is not to be forwarded to anyone, printed out or duplicated in any way without my permission." Who's D.D.?
- 14 A. D.D. is me.

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- 15 Q. You didn't want anybody to see this e-mail, did you?
- A. Not until it was finalized. We were going to make changes in Atlanta. You know, we wanted to make those changes.
  - Q. Do you recognize Exhibit 530 as an April 18th, 2005 e-mail from Rich Lane to you, Mike Roumph and Ryan Root. Do you know what that is?
    - A. Yes.
- Mr. LEYENDECKER: Plaintiff -- sorry, 530 is already in. Chuck, can I have it on the screen, please?
- 25 Q. 530 relates to Dr. Knott's promotion to the western

- regional director, right?
- 2 A. Yes.

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- Q. Okay. He'd been working as a dentist in some Arizona clinics?
- A. Tucson.
  - Q. Tucson. And he was being promoted to one of FORBA's western regional directors in 2005, right?
- A. Not to it. We didn't have the position before. We were getting larger. We created the position, actually. So he was the first and only western regional director, from the time we started until when we sold.
- Q. Was he promoted from dentist to regional director or not?
- 14 A. Yes, he was.
- 15 Q. Okay, thank you. Let's look under Item Number 4.
- 16 A. Okay.
- Q. It says: "As the lead dentist, you have the authority to make staffing decisions as necessary. They either buy in or gone," right?
- 20 A. Yes.
  - Q. And the reason they're either going to buy in or gone was "if you feel that Dr. Kerr is not matching up with our philosophy," and that's the FORBA philosophy, right, the FORBA model we have been talking about, the our way or the highway model --

- 1 A. What number are you on?
  - Q. Number 5. "If you feel that Dr. Kerr is not matching up with our philosophy" -- that's FORBA's philosophy?
    - A. Okay.

- Q. Is that right?
- A. Our philosophy... yes.
- Q. So if dentists didn't match up with the FORBA way or highway model, they wouldn't treat the way FORBA wanted them to treat, wouldn't diagnose so as not to leave money on the table, wouldn't do things to not cause production to suck, you wanted them to make a recommendation to terminate them, correct?
- A. We drew a fine line between interfering in the operatory or the dentists' decisions and the dentists' actions. Dentists were employees. They still had to show up to work on time; they still had to put in vacation requests; they still had to treat other employees with respect; they were expected to talk to moms. If they didn't want to talk to moms, that -- we didn't like that. We encouraged them to talk to moms. If they wanted to -- there would be a rotation in the hygiene room, and if they didn't want to take their rotation because they were making personal phone calls on their cell phone -- so it's not -- you're implying that it's dentistry, and our philosophy was: You were a dentist that signed a contract; you show up at eight and you work until

- noon. You take an hour for lunch. You come back at one, not five after one; you come back at one and you work until five, and then all the non-dental services were taken care of by DD Marketing.
  - Q. And that same contract that you asked them to sign, one of the very first things you got them to do was to agree to conceal from parents the risks that were associated with the papoose board, right?
    - A. Absolutely not.

- Q. Okay. Let's look at Exhibit Number 98. Exhibit 98 is an April 18th, 2006 e-mail from Dr. Sean -- you recognize Exhibit Number 98 from Dr. Barnwell to you?
  - A. It appears it is, yes.
- Mr. LEYENDECKER: Plaintiffs offer Exhibit 98.

  THE COURT: Exhibit 98 is already received.
  - Mr. LEYENDECKER: It is, your Honor.
  - Q. Truth is, FORBA viewed their dentists as expendable and they made that very clear to them, didn't they?
  - A. Oh, no. I mean, it was very hard for us to find a dentist, to hire a dentist, to orientate a dentist. We surely didn't want to terminate a dentist. It was costly; it was time-consuming, but we weren't afraid to terminate a dentist if they weren't going to work.
  - Q. Dr. Sean, he was a regional director in charge of the New York clinics and other clinics on the eastern coast?

1 A. Yes.

- Q. And he's sending you this e-mail about this Rochester visit? That's another clinic right down the road?
  - A. Yes.
- Q. And what he says down here at the bottom: "Yesterday over victuals, I discussed with the doctors the need for teamwork, the concept of expendability and adherence to the mission that they signed on for. They all understood my meaning." Right?
- 10 A. Yep.
  - Q. He was telling those doctors if you didn't treat the way FORBA wanted you to treat, you're expendable. If you didn't match up with the our way or the highway philosophy, clinic philosophy, clinic model, we are going to get rid of you; isn't that his message, sir?
    - A. I have no idea what his message was about the dental part, I wasn't there --
      - Q. He's talking to the dentists, right?
    - A. Yeah, but I don't know whether he's talking about being to work on time or treating parents with respect or talking to the parents, which was our philosophy. We talk to every parent -- I don't know what he's talking about.
    - Q. Is it appropriate to sit down with the doctors and say, "if you don't adhere to the mission we sign you on for, we're going to run you off." Is that appropriate?

- 1 Α. I think so. To sit with our employees and say: Here's your contract, here's what we agreed to do. If you're not willing to do it, then you can be terminated.
  - FORBA absolutely had a philosophy about treatment, and Ο. if the dentist didn't treat according to FORBA's philosophy, you got rid of them?
  - Α. Absolutely not.

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- Let me hand you Exhibit Number 68. Can you identify Ο. Exhibit number 68 as a January 29th, 2005 board agenda?
- 10 Α. It appears to be, yes.
- MR. LEYENDECKER: Plaintiffs offer Exhibit 68. 11
- 12 THE COURT: Any objection?
- 13 Α. I can't see that.
- We'll put it on the screen to make it easier. 14 Q.
  - Blow it up, Chuck. I can't see it, man. Α.
- 16 Mr. FIRST: No objection.
- Okay. Exhibit 68 received. 17 THE COURT:
- (Whereupon, Exhibit 68 received in evidence) 18
- 19 You ran the board meetings? Q.
- 20 Α. I did, yes. When I was in town. I wasn't always in 21 town, but when I was in town, I did.
- Over here under Item Number 7, New York practices, if 22 23 you scroll down to the right, please?
- 24 Α. They were long meetings.
- 25 Q. The New York practice is 7v, Syracuse trip update.

- Mike, that refers to your brother?
  - A. It does? I don't know. It might be Roumph.
  - Q. The first --

THE COURT: Would counselors approach, please?

(Off the record discussion at the bench)

## BY MR. LEYENDECKER:

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- Q. I believe you're correct, Mr. DeRose, the Mike is a reference to Mike Roumph, your partner in DD Marketing?
  - A. I have no idea. We had several Mikes.
- Q. Okay. We'll figure that out and we'll eliminate the confusion. We know it relates to Dr. Turner, though, right?
  - A. Yes, it says Dr. Turner.
- Q. On Page 7b, which corresponds with your agenda outline

  -- and this is an e-mail that was shared with the entire

  board of directors of FORBA, was it not, sir?
  - A. It's with the board packet. I'm sure it was, but whether they were all there, I don't know, but I would assume that they saw it.
  - Q. And if we go to the second page, down there at the bottom, there you go, it's an e-mail from Mike Roumph regarding a visit to Syracuse. So now we know that's Mr. Roumph and not your brother, Mike DeRose?
    - A. That helps.
- Q. And you had sent Mr. Roumph to Syracuse because
  Syracuse production wasn't what you wanted it to be?

1 Α. I have no idea why Mike went in '05. 2 Let's see if we can get that oriented. Ο. 3 Α. Okay. On break, we marked Exhibit 101A, part of an original 4 O. compilation that I have taken apart. Exhibit 101A, a 5 6 September 15th, 2001 e-mail that you wrote to Rich Lane and 7 others? 8 To me, to Osterman, myself, Rich and Mike, yes. Α. 9 Mr. LEYENDECKER: Plaintiffs offer Exhibit 101A, 10 your Honor. 11 THE COURT: Any objection? 12 Mr. FIRST: No objection. THE COURT: Exhibit 101A is received. 13 14 (Whereupon, Plaintiff's Exhibit 101A was 15 received in evidence) Okay, Mr. DeRose. This 101A is a December 15th, 2004 16 O. 17 e-mail that you wrote; do you see that? 18 Α. Yes. 19 Q. And it has to do with Syracuse? 20 Α. Okay. 21 Ο. Do you see that? 22 Α. I do. 23 And you wrote: "Syracuse has issues. They think 8k Ο. 24 is acceptable, " and that's a reference to \$8,000 in revenue

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per day?

1 Α. Yes, it is. 2 "I do not know how they were infected, but they are"? Ο. 3 Α. Yes. Your view was -- let me ask you this: Isn't the 4 Ο. amount of revenue that any clinic might generate on a 5 6 particular day, shouldn't that be a function of what --7 (Emergency alarm system sounding) THE COURT: We're going to take our afternoon 8 break now. 9 10 11 (Whereupon, a recess was taken at 3:11 p.m.) 12 13 THE COURT: You can get the jurors. (Whereupon, the jury was then brought into the 14 15 courtroom) 16 THE COURT: Ready to proceed? 17 Mr. LEYENDECKER: Yes, your Honor. 18 19 CONTINUED DIRECT EXAMINATION BY Mr. LEYENDECKER: 20 Q. Mr. DeRose, we were talking about the Syracuse clinic 21 and in particular Dr. Turner, and Dr. Turner was the lead 22 dentist at the Syracuse clinic before Jeremy was treated 23 there? 24 Α. I'm not sure of the dates. 25 Ο. He was the lead dentist at the Syracuse clinic early

- in the Syracuse clinic time frame?
- 2 Α. He was.

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- And then you understand that Dr. Randazzo was the lead Q. at the Syracuse clinic after Dr. Turner?
- I remember that through the documents. I don't have any direct recollection of that.
  - And then Dr. Hahn was the lead after Dr. Randazzo? Ο.
  - Α. I'm not sure.
- You sent Mike Roumph to Syracuse because you felt the Q. production was too low and you wanted him to go make an assessment and figure what was going on, right?
- 12 Α. It probably wasn't just production. The performance of the clinic was off. 13
- You thought the production was too low and you thought 14 0. they were "infected"? 15
- 16 Α. Appeared to be.
- 17 Ο. Infected with too low performance, right?
- 18 The clinic was just not doing well. Α.
- 19 Well, did you say anything about "the clinic is not Q. 20 doing well, " or did you say "they think 8k is acceptable"?
- Α. I think that's what I meant about being infected; they 22 weren't healthy.
- 23 Not doing 8k is infected --Ο.
- 24 Α. That's one representation, yes.
- 25 Ο. You don't know how they were infected but you knew

they were?

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- A. Okay.
- Q. And you sent Mr. Roumph down there to see what he could figure out. And so what I would like to do is look back at that board, the one we were looking at, Exhibit number 68.
  - A. Do I have that one already?
- Q. Yes, sir, I believe you do. Need some help finding it?
- 10 A. I can -- is that 68?
- Q. Yes, sir. This is 68 here. So we sent Mr. Roumph out there in December of 2004; that was the e-mail we just looked at, 101A?
- 14 A. Okay.
- 15 Q. And now we're in January of 2005?
- 16 A. All right.
- 17 Q. And that's about a month later, right?
- 18 A. Okay. Yes.
- Q. And so the FORBA board is getting a report back from
  Mr. Roumph about what's going on with the lead dentist in
  Syracuse, right?
- 22 A. It appears so, yes.
- Q. And this is a month after you had told Mr. Roumph they
  were infected because their production was too low, so now
  the board is dealing with the issue, and we're talking about

- Syracuse, right?
- 2 A. Yes.

- Q. Let's have a look at what Mr. Roumph told you and the board discussion in that January meeting a month later.
- Bottom half of the e-mail, Mr. DeRose, you see the subject there is the visit to Syracuse?
- 7 A. Yes.
  - O. And he writes to Bob Turner -- that's Dr. Turner?
- 9 A. Yes.
- Q. "After returning from Syracuse, I began jotting down all the things I thought needed to be addressed. No matter
- 12 what the issue was, it all seems to end with leadership,
- dental philosophy or work pace of the staff." And FORBA had
- 14 a dental philosophy, did it not, sir?
- 15 A. We did not have a dental philosophy.
- Q. Work pace has to do with how fast a dentist works to provide quality care, does it not?
- A. No, it doesn't refer to speed in my mind. It refers
  to staying busy from 8 to 12 and 1 to 5.
- 20 Q. Let's look at Page 437 of your deposition.
- 21 A. Okay.
- Q. And I'd like to get you focused in on Line Number 16,
- 23 | Page 437.
- 24 A. Okay.
- 25 Q. The question there, you're being asked about this very

- document, right, sir? You recall this testimony?
- A. No.

Q. Okay. This question, "work pace, that's how fast you work, right?" And your answer was: "I think that's what that would be." "And the pace of the clinic?" "Yeah."

So work pace has to do with how fast someone works.

That was your testimony then and that's your testimony today;
isn't it, sir?

- A. That work pace has to do with speed?
- Q. How fast someone works, including a dentist, that's the work pace.
  - A. I think today it means to me staying busy, working.
  - Q. No question the dental philosophy has to do with dental issues. What you're telling us is that the dentists are free to do whatever they want. That's a dental issue?
  - A. Of course.
  - Q. But what he said, "But no matter what the issue, it all seems to end with leadership, dental philosophy and work pace of staff." He says: "I'd like to have an open discussion on Monday to discuss: Do you still feel this job is right for you? Do you think you can meet our expectations," and those were FORBA's expectations, were they not, sir?
- 24 A. Yes.
- 25 Q. Are your philosophies, and that's referring to Dr.

- Turner's philosophies, dental philosophies, correct?
  - A. It doesn't say dental, no.
- Q. He says: "It all seems to end with leadership, dental philosophy"?
  - A. Or work pace.

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- Q. "Are your philosophies regarding treatment in line with ours?" And what he wanted to know was, "Are you going to treat patients in the Syracuse clinic consistent with FORBA's dental philosophies, or are you going to treat them consistent with what you think is right?" That's what he's asking him, right?
- A. I don't know if he's asking him that. I didn't write the e-mail. Hard to say.
- Q. You had a discussion on this with your board members at FORBA, a month after you saw that it was infected because it only had 8,000 a month in production, this board is taking action, wanting to know, "Dr. Turner, are your dental philosophies in line with ours?" Right? That's what he wanted to know,
- A. That would be wrong. The e-mail is from Mike, it's not from the board, and Mike is asking Dr. Turner, not the board asking Dr. Turner.
- Q. He shared his interaction with Dr. Turner with this board and the board is interacting on these various issues, aren't they?

- 1 A. I have no -- I have no idea what the board did.
  - Q. It's on the board agenda, is it not?
- A. Oh, yes. I'm not debating that we didn't talk about it, but I personally cannot recall this discussion. I have no memory of it.
  - Q. Roumph's message to Dr. Turner was: "Are you going to run that clinic using FORBA's philosophies or not?" That was the message here; wasn't it?
  - A. To the board?
- 10 Q. No.

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- 11 A. To Bob?
- Q. The message to Dr. Turner... "Are you going to run this clinic, the Syracuse clinic, pursuant to FORBA's dental philosophies or not?" That was his message, was it not, Mr. DeRose?
  - A. I think his message is clear in his three questions.

    He wanted to know if he felt the job was right for him.

    Apparently his brother was sick and he was caring for him.

    Did he think he could meet the expectations of the management team, and of his role as the lead dentist? And are his philosophies regarding treatment in line with ours?
  - Q. And "ours," is FORBA, right? The "ours" refers to FORBA's dental philosophies, does it not, sir?
    - A. "Ours" is probably referencing FORBA.
  - Q. FORBA's dental philosophies?

1 Α. I have stated numerous times, we didn't have dental 2 philosophies. Let me hand you what's been marked as Exhibit Number 3 Q. 4 69 in this case. Let's see if you can identify Exhibit 69 as a December 9th, 2005 e-mail from a Dr. Covington to you? 5 6 Α. Yes. Mr. LEYENDECKER: Plaintiffs offers Exhibit 69. 7 THE COURT: Any objection? 8 I object that it's hearsay and also 9 Mr. FIRST: 10 relates to something that has nothing to do with Syracuse. 11 THE COURT: Any other objections? 12 Mr. STEVENS: No position. THE COURT: Overruled. Exhibit 69 received. 13 (Whereupon, Plaintiff's Exhibit Number 69 was 14 15 received in evidence.) 16 Q. Mr. DeRose, Exhibit 69 is from an L. Covington. 17 remember that as a Dr. Covington who was a lead dentist in 18 one of your clinics? 19 Α. She was. 20 Ο. And this e-mail that she sent you on December 9th, 21 2005, had to do with orientation of Dr. Rita, right? 22 Α. I don't know. That's what the subject is, yes. 23 And so -- right, "Orientation for Dr. Rita ," and 24 she's writing this to you? 25 Α. She is.

- Q. She's writing that to you because you were in charge of all clinic activity, were you not?
  - A. Non-dental, yes.

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- Q. Anything on that exhibit that Mr. Lane testified to earlier, on Exhibit 24, that identified you as being in charge of all clinic activity, did it say anything between dental and non-dental?
- A. I believe that was the D.D. Marketing staffing plan and we were all non-dental, so there was no reason to say non-dental.
- Q. Dr. Knott and Dr. Andrus were working for DD Marketing, weren't they?
- 13 A. Were they employees of --
- 14 Q. They were working for DD Marketing, weren't they?
- 15 A. I don't remember where they were getting paid.
- Q. Is it your testimony that Dr. Knott's and Dr. Andrus's job was management and not clinical?
- A. No, that's not my testimony. I can't remember who paid them, DD Marketing or FORBA.
- 20 Q. Well, was their job management or clinical, Mr.
- 21 DeRose?

- 22 A. Their job per what?
- Q. As regional directors for FORBA, was Dr. Knott and Dr. Andrus's job a management job or a clinical job?
  - A. Define clinical. I'm not sure what you mean by

clinical.

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- Q. Stuff that has to do with the domain of the dentist?
- A. Overseeing it or -- I mean, actually doing it themselves? Is that what you mean?
- Q. Are you asking me if I think that Dr. Andrus and Knott as regional directors for FORBA were doing treatment on patients, is that what you're asking me?
- A. No, I'm just trying to clarify your question. I want to answer your question directly and I'm not sure I understand your question.
- Q. I'll tell you what; let's get back to Exhibit Number 69, okay?
- 13 A. Okay.
  - Q. Orientation, we have heard from Dr. Mueller, that means the same thing as training, right?
  - A. Does it mean the same thing?
- 17 \ Q. Did you hear him testify to that or not?
- 18 A. I don't know if I did.
- Q. Okay. Fair enough. Let's talk about this orientation for Dr. Rita. "Good afternoon, Dan. Per our conversation on December 7th when Dr. Rita arrives for orientation, some topics to really reinforce are the FORBA philosophy, which concentrates on treatment planning to include stainless steel crowns versus two surface amalgams," and that means do a crown rather than a filling, right? That's what a

- two-surface amalgam refers to, a filling on two surfaces?
  - A. That's my understanding.

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- Q. Okay. "To really reinforce on the FORBA philosophy, which concentrates on treatment planning to include stainless steel crowns versus two surface amalgams, doing all tx," and that refers to treatment?
  - A. That would be my assumption as well.
- Q. "Doing all treatment in one visit safely and doing treatment on patient's treatment planned by other doctors. Patient behavior management on children ages zero to eight, consultation with parents: What to say and what not to say to avoid litigation and speculation." These were all components of the FORBA philosophy, were they not, sir?
- A. These, I guess, were Dr. Lenora's interpretation of what she felt -- it's hard for me to comment on what her feelings were.
- Q. She sent this e-mail to you and she wanted to make sure that orientation for Dr. Rita was going to be consistent with FORBA's philosophies on those treatment issues, right?
  - A. That's what she called it, yes.
- Q. "Behavior management on children ages zero to eight."

  That's whether they ought to be strapped down in a papoose

  board, isn't it?
  - A. I really have no idea what she meant.
- Q. Are you asking this jury to believe that a lead

- dentist in one of your clinics just came up with on her own
  the notion that FORBA has treatment philosophies that deal
  with crowns and all the treatment and treatment done by
  others and papoose boards? Are you saying she came up with
  that all on her own?
  - A. No, I'm saying through her experience, that's what she experienced at the clinic.
  - Q. Because FORBA had those philosophies and if the dentist didn't treat consistent with its own philosophies, you got rid of them. You pressured them, you influenced them, you threatened them, and if they didn't do what you wanted, you ran them off, right?
  - A. That's wrong.

- Q. What happened to Dr. Turner?
- A. He no longer worked for us. I can't remember if he quit or if he resigned. I honestly don't have a recollection, and I didn't go back and look.
- Q. Isn't it true that just a few months after you sent Mr. Roumph to check in on Syracuse because you thought the 8k, they were infected, that wasn't acceptable, and the board started interacting on this, isn't it true you ran Dr. Turner off?
- 23 A. Ran him off? No, that's not true.
- Q. Let me hand you what I've marked as Exhibit 101B, Mr.
  DeRose. Let's see if you can identify this as a June 10th,

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    2005 e-mail from you to Dr. Turner?
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        Α.
            Yes.
                  Mr. LEYENDECKER: Plaintiffs offer Exhibit 101B,
 3
        your Honor.
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                  THE COURT: Any objection?
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                  Mr. FIRST: I don't think that's been seen
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 7
        before.
                  Mr. LEYENDECKER: It's part of the original 101,
 8
        if you would like to look at it.
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                  Mr. FIRST: The date stamp is 46057?
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                  Mr. LEYENDECKER: To 46058.
                  THE COURT: Any objections?
12
                  Mr. FIRST: No objection.
13
                  THE COURT: Exhibit 101 is received.
14
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                  (Whereupon, Plaintiff's Exhibit Number 101B is
        received in evidence)
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        Q. Mr. DeRose, did you send this e- mail to Dr. Turner on
    June 10th, 2005?
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            It looks like it, yes, it does.
        Α.
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        Q.
            Bturner5@Verizon.net, that's Dr. Turner, right?
            I would assume it is. I can't verify that.
21
        Α.
22
            Let's see, you had the board meeting in January, now
        Ο.
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    early June, so call it six months, right? You say: "Dr.
    Bob." The second paragraph: "I'm closely watching the clinic
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25
    on all levels. I am anxious to see more and more improvement
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on all fronts." You wanted Dr. Turner to know if he didn't 1 2 improve that clinic's production, FORBA was going to get rid 3 of him and that's why you sent this, right? Α. No. 4 Let me hand you what's been marked as Exhibit 101C in 5 Ο. this case, that's ddm46059, and ask you if this is a June 6 7 12th, 2005 e-mail from Mr. Roumph to you? 8 Α. Yes. 9 Mr. LEYENDECKER: Your Honor, Plaintiffs offer 10 Exhibit Number 101C. 11 THE COURT: Any objection? No objection. 12 Mr. FIRST: THE COURT: Exhibit 101C is received. 13 (Whereupon, Plaintiff's Exhibit 101C is received 14 15 in evidence.) 16 Q. First thing I want to orient you to, Mr. DeRose, is 17 that this e-mail from Mr. Roumph was two days after the one where you just told Dr. Turner you're watching him closely. 18 19 Do you see that, June 12th, 2005? 2.0 Α. I see that. 21 The subject of this e-mail was production? 0. 22 Α. Yes. 23 "Dr. Bob and Nadine," and Nadine was the office Ο. 24 manager at the Syracuse clinic?

I believe she was, yes.

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Α.

- 1 Q. And Dr. Bob is a reference to Bob Turner.
- 2 A. It should be.

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- Q. The lead dentist at the clinic?
- 4 A. I believe so.
  - Q. Mr. Roumph said: "We are having a better month so far in June, averaging 12,500 a day." And, of course, FORBA was watching that daily production every single day on every single clinic, correct?
- 9 A. Oh, yes. Correct.
- Q. It says: "Yet we are still way off where we used to be." So Mr. Roumph was telling him: "You're not making enough production for us," right? That's what he's saying.
- 13 "In February, we were at 14,700 and in March we were at
- 14 | 14,000." Do you see that?
- 15 A. I do.
- 16 Q. He's commenting that your production has slipped?
- 17 A. Okay.
- 18 Q. Is that what he's doing?
- 19 A. It appears so, yes.
- 20 Q. We have slipped back to the bottom. Do you see that?
- 21 A. I do.
- 22 0. "The goods news is we have all the patients we need.
- 23 The bad news is we haven't been able to do much with them."
- 24 Mr. Roumph 's message to Dr. Turner and to the office manager
- 25 at Syracuse was: "You're not doing enough production and

- procedures on each patient." That's what he says, and that's
  what he means by "the bad news is we haven't been able to do
  much with them," right?
  - A. That's what it seems like it says, yes.
  - Q. Are these children or are these widgets to be shuffled through an assembly line to generate profits for FORBA?

    Which are they?
    - A. You're asking me?
      - Q. Yes, sir.
  - A. Children.

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- Q. It's a pretty cavalier attitude about children, isn't it, Mr. DeRose? "The good news is we have all the patients we need. The bad news is we haven't been able to do much with them." It's pretty cavalier, isn't it?
  - A. I think what Mike could be saying, and you'd have to ask Mike, but treatment plans were being done and the work wasn't being finished. It wasn't that there wasn't work that needed to be done. The work wasn't being done.
  - Q. You weren't squeezing enough money out of these poor little children; that was his message, right, Mr. DeRose?
- A. Oh, I don't think so.
- Q. Let's see what it says at the end. "Bob, you are going to have to suck it up the next couple of weeks and carry the load. We need to be doing 14,000 a day with three docs." He was telling him, "Squeeze more profits out of

- these little children." That was his message, wasn't it?
- A. No.

- Q. Well, let me ask you this: Do you think --
- A. All right.
- Q. -- I think I asked you that earlier. Don't you think the amount of revenues, whether it's a dental clinic or doctor's office or a hospital operating room, shouldn't the amount of revenues that are coming out of that on a daily basis simply be a function of what the doctors think their patients need, as opposed to some corporation telling the doctor: "You have to suck it up because we're not getting enough out of these patients"?
  - A. I think maybe the suck it up was a reference that we were going to be missing a doctor, because we usually have four doctors. And then maybe since we were only going to have one less doctor that he had to, as the lead dentist, he had to suck it up.
  - Q. To get the clinic to 14,000 a day, a predetermined number that has nothing to do with whatever work the children need. You wanted these clinics to give an amount of money regardless of what the kids needed. That's what this is all about, isn't it?
  - A. What the kids needed was never an issue. There was so much work that needed to be done that we could never do all the work.

- Q. And when Dr. Turner wouldn't suck it up and squeeze those little children so that FORBA could get what it wanted every day, you terminated him, didn't you?
  - A. As I said, I don't recall if Bob quit or we fired him. I really don't know.
  - Q. Let's look at Exhibit 101D. Can you identify 101D, as in David. It's an e-mail from Mike Roumph on August 1st, 2005, to you and others?
  - A. Yep.
- 10 Q. You with me?
- 11 A. I am.

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- Q. Okay. So let's just for a minute reflect back on the sequence of events at Syracuse.
- 14 | A. Okay.
  - Q. December of '04, you thought they were infected because they weren't generating enough revenue each day and you sent Mr. Roumph out there; we've talked about that.

    Right?
- 19 A. We've talked about that, right.
- Q. A month later, Mr. Roumph was reporting to the entire board his conversation with Mr. Turner where he wanted to know, "Dr. Turner, are you going to treat it our way or are you going to insist on doing your own independent judgment?"

  We talked about that one, right?
  - A. We talked about Mike talking to us about his visit,

1 yes.

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- Q. Okay, got the board involved, Syracuse, Dr. Turner,
- 3 | board's involved?
  - A. The board was involved with every clinic, every clinic.
    - Q. I'm talking about Syracuse right now.
  - A. It was one of the clinics, yes.
    - Q. And I'm talking about Dr. Turner right now.
    - A. Okay.
- 10 Q. The board was involved with Dr. Turner, weren't they?
- 11 A. Directly involved with Dr. Turner, probably not, but 12 they were involved in the Syracuse clinic, yes.
  - Q. Okay. After the board's involvement in January, you tell him June 10th, "I'm watching you closely. I'll need to see better." We talked about that, haven't we?
    - A. We talked about that e-mail. It was the same e-mail I told him he was doing a good job.
    - Q. Let's stop and reflect on that just a moment; okay?

      If it really was all about just show up at 8 and work hard

      until lunch, have your sandwich and work hard again until 5,

      if he's doing a good job, then why are you pressuring him to

      do more, if it's not, Mr. DeRose, so that you can put more

      taxpayer money in your pocket?
    - A. The clinics are staffed and located and structured at a certain size that produces a certain amount of revenue. We

- just know that. That's the way that it works. So where the number comes from is if you have four dentists and you have a fully staffed hygiene room and you have all your assistants and you have your front office, that a clinic is going to see x-number of patients a day, and based on all of our years of working on the underserved, we know how much work is going to be needed, that we could very easily forecast a monthly production goal, or daily production goal. That's where the number comes from, is baseed on the staffing and the size of the clinic, the number of doctors and the amount of children that they will see in a day.
- Q. Am I right that June of '05 is about the time you started putting \$250,000 a month, month in and month out, taxpayer money, in your pockets?
- A. I don't know when it was, but it probably was then, yes.
  - Q. So this isn't a situation where we need to make sure we did enough work to get the lights turned on, right?
    - A. Each clinic --
  - Q. We were at a point in time in your organization where you had enough money to put \$250 in,000 in each of your pockets month in and month out, right?
- A. We were a large company that produced a lot of revenue, right.
  - Q. June, you're watching him closely. A few days later

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    he has to suck its up because it's not enough. Let's look at
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     101D.
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                  Mr. LEYENDECKER: Your Honor, plaintiffs offer
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        Exhibit 101D.
                  THE COURT: Any objection?
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                  Mr. FIRST:
                              No objection.
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 7
                  THE COURT: 101D received.
                  (Exhibit 101D received in evidence)
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            August 1st, this is an e-mail from Mr. Roumph, is it
        Q.
10
    not?
        Α.
            It is.
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        Q.
            Six weeks after the "suck it up, we're watching you
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     closely" correspondence?
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        Α.
            That's the timing, yes.
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            We're not getting enough out of these little children;
        Ο.
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    we need to meet 14 a day, right --
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                  Mr. FIRST: Object to form.
18
                  THE COURT: I'm going to sustain that.
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            The subject of this e-mail is Bob Turner, right?
        Q.
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        Α.
            Yes.
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            That's the lead dentist at Syracuse we've been
        Q.
22
    discussing, right?
23
        Α.
            Yes.
24
            "Jo, draft a nine-day termination notice for Bob
25
     Turner. He's out." And that's what FORBA did with lead
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- dentists that wouldn't subscribe and succumb to FORBA's dental philosophies so that they could squeeze as much money out of each kid as they could; they showed them the door, right?
- A. I have no idea the terms around Bob's termination. I don't have his file; I don't have his employee file. We always followed the letter of the law, you know, with warnings and written warnings and corrective action, so I can tell you he wasn't fired because he wasn't squeezing money out of children. I can answer that afirmively that that was not the case.
- Q. Let's go back to 101C because he was warned. You did warn him, didn't you? That was the point of Exhibit 101B, "I'm watching. I'm watching the clinic on all levels. I am anxious to see more and more improvement on all fronts"?
- A. I want all my dentists to know they can call me at any time, talk to me about any issue they might have and that I'm available. So I thought it was a positive that I told him, "I'm watching; you're doing a good job."
- Q. And two days later he's told "we have all the patients we need. We're just not getting enough out of them. You have to suck it up and get where you need to be."
  - A. Mike Rousch mentioned that to him, yes.
- Q. And Mike Rousch who is a board member and part owner, yes?

- And thereafter when he wouldn't suck it up, wouldn't 1 Ο. 2 get enough out of the patients that FORBA wanted him to get, FORBA terminated him, didn't they? 3
  - Α. I have no idea what the terms were. I know Bob was dealing with a lot of things, family things.
  - Let me ask about 101D. Do you think if an employee resigns you draft a termination notice for them? Is that what you do when someone resigns, draft a termination notice? No?
- 10 Α. You wouldn't have to, no.

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- The reason you draft a termination notice is because Ο. you fire somebody. You terminate their job?
- 13 Α. I know in the contract if they were to resign, they 14 had to give us ninety days, so I don't know, and we gave them ninety days. It shouldn't be a mystery. We could sure find 15 16 out. I don't have his file.
- 17 0. You gave him ninety days after you terminated him, right? 18
- 19 A. We give ninety days notice, yes.
- Mr. LEYENDECKER: One more and I'll be done for 2.0 21 the day, your Honor. It will be quick.
- Let me hand you 101E, and ask you if this is an 23 October 3rd, 2005 e-mail from Mike Roumph to you and others.
- 24 A. It is.
- 25 Mr. LEYENDECKER: Plaintiffs offer Exhibit 101E,

1 your Honor. 2 THE COURT: Any objection? 3 Mr. FIRST: No objection. 4 THE COURT: It's an e-mail, October 3rd, you said? 5 Mr. LEYENDECKER: October 3rd, 2005, 198131, 6 7 your Honor. THE COURT: Exhibit 101E received. 8 (Exhibit 101E received in evidence) 9 10 Q. Mrp DeRose, let's look at this e-mail for a moment. Again, dealing with Dr. Turner, right? 11 12 Α. Subject is Turner, yes. 13 Q. And what Mike Roumph had done was a production 14 analysis on Syracuse, right? He was evaluating the production per dentist in Syracuse. That's what this exhibit 15 16 reflects, true? 17 A. He did a production analysis on Syracuse for two 18 weeks, yes. 19 Q. He was evaluating the production per dentist, right? 20 That's what he was doing? 21 Α. It looks like it, yes. 22 You knew Mike Roumph evaluated production per dentist, Ο. 23 didn't you? 24 A. I received this e-mail. I knew he was doing it on 25 this case, yes.

- Q. Not just on this case. You knew he was doing it across the board?
  - A. I don't think I knew he was doing it all the time and I don't think he was doing it all the time. He would do it from time to time.
  - Q. Turner, 29,962, a reference to Bob Turner. Janine,
    Janine Randazzo, the lead that was going to take over from
    Dr. Turner. She did 32,000. Yaqoob, who's Yaqoob?
    - A. Dr. Khan.

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- Q. One of the defendants in this case?
- 11 A. I believe so, yes.
- Q. Dr. Khan had \$47,301 in production during those two weeks. What Mr. Rousch says "I believe this is apples to apples. No need to rip Turner's ass" because he'd been terminated, right?
  - A. I would have to assume. Since he's leaving, there's no reason to talk to him.
- Q. If the reality was if he hadn't been terminated and his production was this low, FORBA would rip his ass, wouldn't they?
  - A. You want me to make an assumption.
  - Q. No, right here, your partner Mr. Rousch is saying "no need to rip his ass because we know he's out." If he wasn't out, he would have had his ass ripped; isn't that right?
- 25 A. No.

1 Ο. "Hat's off to Yagoob. He has become quite a 2 producer." That's what FORBA wanted, right? 3 Α. That's what we wanted from the clinic, right. Q. How much longer, Mr. DeRose, did it take after you ran 4 Turner off before you promoted the guy who had become the 5 lead producer in this clinic, the Syracuse clinic? How much 6 7 longer did it take? 8 Mr. FIRST: Objection. I have no idea. 9 Α. 10 11 Mr. LEYENDECKER: That's all I have. 12 THE COURT: Thank you. We'll break for the 13 evening. Don't do any independent research; don't talk about the case. 14 15 We will take an hour break tomorrow from 10 to 16 11. Would it be difficult for people to get here at 17 quarter of 9 and start so we get an hour and fifteen 18 minutes beforehand? If any of you have a problem with 19 that, we'll start at nine, but is that a possibility? 20 Don't be bashful to say --21 Jury member: That's fine. 22 THE COURT: That's okay? Let's start at quarter 23 to 9 then. We'll go until 10, take a break until 11, so 24 bring a book or plan on taking a walk during that hour.

Again, thank you.

1 (Whereupon, the jury was then excused from the 2 courtroom) 3 Mr. LEYENDECKER: I have one section left, maybe 4 half an hour, plus or minus, with this witness. THE COURT: Actually, because I don't want to 5 keep everyone here, but I would like to see one of each 6 7 counsel upstairs for a minute just to go over a little bit of scheduling stuff. 8 9 (Conclusion of proceedings) 10 11 12 CERTIFICATE 13 I, VALERIE WAITE, an Official Court Reporter 14 15 in and for the State of New York, Fifth Judicial District, 16 do hereby certify that I recorded stenographically the 17 foregoing proceedings, at the time and place noted in the 18 heading hereof, and that it is a true and correct 19 transcript of the proceedings therein to the best of my 20 ability. 21 22 24 Valerie Waite, Senior Court Reporter 25 September 24, 2013 Dated:

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