



DATE: December 15, 2020

TO: SDH Board of Directors

FROM: Tracey Fecher, CEO

RE: CEO Monthly Report

1. November Patient Visit Volume:

- November visit volume was 6% higher than budget. During the month of November, two Coastsides dentists were required to self-quarantine after working with a dental assistant who later tested positive for COVID-19. The two dentists were unable to work 7 clinic days. All but two of the 14 provider days were filled by two other dentists. One of the days the San Mateo pediatric dentist was on PTO was covered by the pediatric dentist who does hospital dentistry for Sonrisas. The vacancy rate (no-show) for the Coastsides clinic in October was budgeted to be 16% based on historical performance and actual was 9%, which had a positive effect on visit performance.

	October Visit Volume			
	Budget	Actual	Actual vs. Budget	% of Actual Visits
Comm/PPO	184	229	45	28%
Private Pay	24	22	(2)	3%
Medi-Cal Dental	404	396	(8)	49%
Affordable Plan	58	59	1	7%
Farmworker	24	19	(5)	2%
FQHC	73	87	14	11%
Access to Care Subtotal	559	561	2	69%
Total Visits	767	812	45	

- The December visits are forecast to be under budget by 40 visits due to the closure of the Coastsides clinic the week between Christmas and New Year's due to provider PTO. The January visits are forecast to be under budget by 170 visits due to the budget assumption that COVID-19 visit volume would return to pre-COVID volume in January 2021. The team continues to explore ways to increase visit volume to be closer to budget.
2. COVID-19 Vaccine:
- As of today, the first COVID-19 vaccines have been administered outside of a trial in the United States. The California Dental Association estimates that dental providers could receive vaccines

sometime in January. Our team has determined that legally COVID-19 vaccines can be required by employers and we are studying the pros and cons to formulate a Sonrisas policy about this vaccine.

3. FQHC Contract

- The SMMC team reports that their IT department should present a VPN solution by January.
- The Sonrisas team continues to review Medi-Cal Dental patients' records to see if the patients can be moved to the SMMC contract.

4. Farmworker Contract:

- As reported last month, the San Mateo County Healthcare for Homeless/Farmworker Health (HCFHC) program has let Sonrisas know that they will not be outsourcing dental care in the upcoming grant cycle, which begins July 2021.
 - i. HCFHC completed their strategic plan in 2020. A priority of the strategic plan is that homeless and farmworker patients increase utilization of brick-and-mortar SMMC clinics.
 - ii. The county's plan is to start a Saturday dental clinic at SMMC's Coastside clinic for farmworker patients in Spring 2021 and for farmworker patients who choose to not stay at Sonrisas be seen at that clinic.
- The RFP for new services does not include any services that match Sonrisas' programs. We will not be responding to the RFP.
- Our team has begun discussing the communication and transition of care for Sonrisas' farmworker patients with SMMC and Puente.

5. Teledentistry:

- The management team, which includes Dr. Bonnie, Pat and Dr. Torrey, has continued to follow trends in teledentistry. The team feels that the type of teledentistry that best fits Sonrisas is asynchronous teledentistry, where the patient sends a photo or video for a dentist to review to determine if a patient should be seen right away or if an appointment can wait.

6. Cyber Security Backup Disaster Recovery Drill:

- As a part of the Cyber Security discussion, Sonrisas' IT consultant has determined that a test of restoring Sonrisas' systems after a catastrophic failure, including ransomware, can be completed for between \$900 and \$1000. The drill will be completed in the winter or early spring.

7. Senior Dental Care Outreach:

- Dr. Bonnie and I have been in conversations with the Sequoia Healthcare and Peninsula Health Care Districts about the lack of dental care resources for seniors. Sonrisas' current approach to senior dental care is to partner with different community-based stakeholders and to try different programs (education, services, referrals, etc.) that will inform us more of the needs of the community and feasibility of program implementation and sustainability.
- To date, the team has learned that there is a lack of geriatric dental referral resources in San Mateo County that can manage/treat the complex dental needs with which many older adults present. We are working on screening program ideas to pilot that will be shared at a future board meeting.

8. Financial Trends:

- On Tuesday, November 17th, Sonrisas' current cash position was \$1,215,000.



DATE: December 14, 2020
TO: SDH Board of Directors
CC: Cheryl Fama, CFO
FROM: Tina Wang, Senior Accountant
RE: **October Unaudited Financials and YTD Performance to Budget**

October PERFORMANCE:

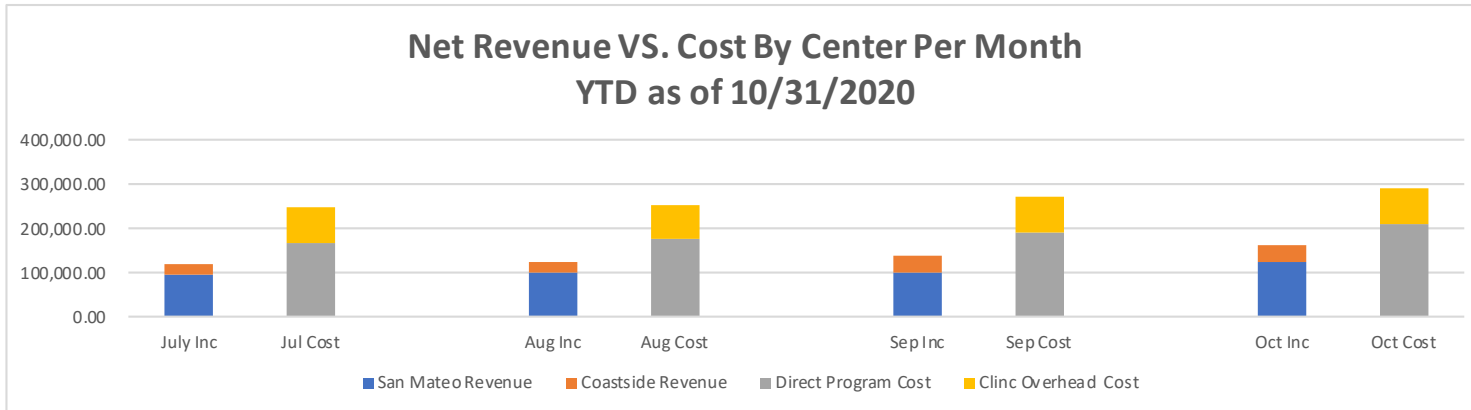
- \$65,895 or 1/6 of the total PPP loan amount (\$395,365) is estimated to be forgiven and recognized as other income in October. No cash support from PHCD was received due to the use of PPP loan fund.
- \$10,700 in dental supplies were received as an in-kind donation. Note that in-kind donations are shown in as revenue and in the dental supply expense line.
- A. Revenue: Net Patient Revenue was \$162,242**
 - Total gross revenue was \$372,861- 20% better than the budget.
 - 870 visits –25 visits better than budget.
 - Total deduction was (\$210,619) – 56% of gross revenue.
- B. Total Expense: (\$309,694) – \$8,406 better than budget.**
 - Direct Expense: (\$209,250) – \$8,423 better than budget
 - Direct salary was 19K, better than budget from staff taking FMLA and FSL-EE.
 - Dental supplies were (\$11K) worse than budget due to \$11K of In-kind supply donation recorded. Offsetting entry is in-kind donation with a net effect of \$0.
 - Indirect Expenses: (\$100,444) – (\$17) worse than budget
 - Indirect personnel expenses were higher due to a one-time staff bonuses offset by savings in fundraising and marketing expenses.
- C. Donations/Grants & Other Income: \$118,041**
 - \$29,821 released from restricted grant; \$10,700 dental supplies were received as in-kind donation; \$7,994.16 received from Virtual Wine Tasting Event (total of \$13,168.32 is expected to be received); \$3,205.26 received for individual donations.
 - \$66,290 in Other Income (\$65,895- estimated PPP loan forgiven; \$5 in interest & dividends, \$391 from collection)
- D. Net Income: (\$29,411)**

YTD PERFORMANCE TO BUDGET: YTD net income is **\$166,341** better than budget. Cash-flow is \$10,008 better than the budget. PHCD grant received to date is **\$100,000**.

	YTD Actual	YTD Budget	Performance
<i>Visits</i>	3145	2656	489
Gross Patient Revenue	\$1,267,050	\$970,891	31%
Uncompensated Care (Deductions)	(\$720,759)	(\$523,369)	(38%)
Grants/Donations/Other Income	\$497,488	\$468,610	6%
Direct Cost	(\$741,954)	(\$772,733)	4%
Indirect Cost	(\$378,074)	(\$385,988)	2%
Net Income	(\$76,248)	(\$242,589)	68%
<i>Non-cash items adj.</i>			
Depreciation	\$86,256	\$92,808	7%
Estimated Cash Flow	\$10,008	(\$149,781)	106%

Sonrisas Dental Health Operations

	Jul 20	Aug 20	Sept 20	Oct 20	Total	YTD Budget	B(W)
San Mateo Revenue	95,445	97,967	101,872	122,334	417,618	327,672	89,946
Coastside Revenue	25,056	26,925	36,790	39,908	128,679	119,849	8,830
Total Net Revenue	120,496	124,892	138,662	162,242	546,292	447,521	98,771
Direct Program Cost	164,462	176,821	191,421	209,430	742,134	772,733	(30,599)
Indirect Program Cost	95,325	88,873	93,432	100,264	377,894	385,988	(8,093)
Total Cost	259,787	265,694	284,853	309,694	1,120,028	1,158,721	(38,693)
TOTAL	(139,291)	(140,802)	(146,191)	(147,452)	(573,736)	(711,200)	137,464
Dividend/Other Income	(89)	65,908	65,899	66,290	198,008	1,360	196,648
Donations Received	51,683	62,483	33,562	51,751	199,479	167,250	32,229
Grant from PHCD	75,000	25,000	0	0	100,000	300,000	(200,000)
OTHER INCOME	126,594	153,391	99,461	118,041	497,487	468,610	28,877
NET INCOME	(12,697)	12,589	(46,730)	(29,411)	(76,249)	(242,590)	166,340

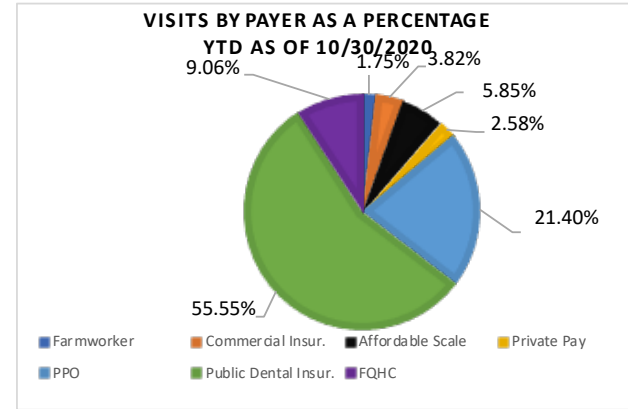


Visits by Center

	Jul 20	Aug 20	Sept 20	Oct 20	Year to Date	Budget	Variance
San Mateo Visits	533	537	548	587	2205	1698	507
Coastside Visits	166	228	263	283	940	958	(18)
Total Visits	699	765	811	870	3145	2656	489

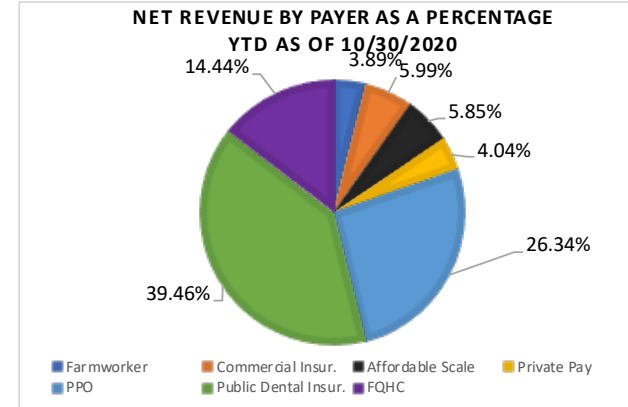
Visits by Payer -San Mateo

	Oct 20	Budget	Variance
Commercial Insurance	28	22	6
PPO	169	142	27
Private Pay	20	24	(4)
Affordable Scale	19	10	9
Farmworker	0	30	(30)
FQHC	98	69	29
Public Dental Insurance(Adult)	101	119	(18)
Public Dental Insurance (Child)	152	135	17
Total Visits	587	551	36



Visits by Payer -Coastside

	Oct 20	Budget	Variance
Commercial Insurance	8	9	(1)
PPO	30	31	(1)
Private Pay	1	3	(2)
Affordable Scale	33	53	(20)
Farmworker	24	6	18
Public Dental Insurance (Adult)	106	104	2
Public Dental Insurance (Child)	81	88	(7)
Total Visits	283	294	(11)



Avg. Income (Loss) per Visit	
	YTD
Net Revenue per Visit	\$ 173.28
Direct Cost per Visit	\$ (235.79)
Indirect Cost per Visit	\$ (101.13)
Net Income per Visit	\$ (163.65)

True Income (Loss) per Visit by Payer	
Payer	Avg. YTD
Commercial Insurance	\$ (7.66)
PPO	\$ (54.53)
Public Dental Insurance	\$ (278.01)
Private Pay	\$ 165.48
FQHC	\$ (42.82)
Affordable Scale	\$ 48.60

* Indirect Cost only includes clinic overhead cost without fundraising and outreach expenses. True Income per visit by payer table updated with FQHC payer type

Sonrisas Dental Health Operations FY21 VS. FY20						
	Oct 20	Oct 19	Variance B(W)	YTD 21	YTD 20	Variance B(W)
Visits	870	1004	(134)	2275	3856	(1,581)
San Mateo Revenue	122,334	118,002	4,332	417,618	442,364	(24,746)
Coastside Revenue	39,908	49,289	(9,381)	128,679	169,547	(40,868)
Total Net Revenue	162,242	167,291	(5,049)	546,292	611,911	(65,619)
Direct Program Cost	209,430	173,985	(35,445)	742,134	669,242	(72,892)
Indirect Program Cost	100,264	95,322	(4,942)	377,894	382,149	4,255
Total Cost	309,694	269,306	(40,387)	1,120,028	1,051,391	(68,637)
TOTAL	(147,452)	(102,015)	(45,437)	(573,736)	(439,480)	(134,256)
Dividend/Other Income	66,290	341	65,949	198,008	65,165	132,843
Donations Received	51,751	67,917	(16,166)	199,479	175,404	24,075
Grant from PHCD	0	75,000	(75,000)	100,000	300,000	(200,000)
OTHER INCOME	118,041	143,257	(25,216)	497,487	540,569	(43,082)
NET INCOME	(29,411)	41,242	(70,653)	(76,249)	101,089	(177,338)

Sonrisas Dental Health
 Revenues and Expenditures - Budget vs Actual
 As of October 31, 2020

As of Date: 10/31/2020
 Location: Sonrisas Dental Health
 Restriction: Unrestricted

	Month Ending 10/31/2020			Year To Date 10/31/2020		
	Actual 20	2021 BUDGET	Budget Diff	Actual 0	2021 BUDGET	Budget Diff
Revenue and Expenditures						
Net Program Income						
Patient Revenue						
Patient Services						
Commercial Insurance	11,127.00	10,271.02	855.98	39,232.00	32,345.03	6,886.97
PPO	80,368.00	59,229.48	21,138.52	254,916.00	185,464.59	69,451.41
Public Dental Insurance	191,982.00	176,901.88	15,080.12	729,567.41	558,970.38	170,597.03
Private Pay	4,599.00	7,408.59	(2,809.59)	24,418.00	23,045.61	1,372.39
Affordable Scale	12,286.00	19,540.57	(7,254.57)	56,524.00	63,084.38	(6,560.38)
Farmworker	12,650.00	18,733.89	(6,083.89)	25,108.00	38,380.89	(13,272.89)
FQHC	59,849.00	20,010.00	39,839.00	137,285.00	69,600.00	67,685.00
Gross Patient Revenue	372,861.00	312,095.43	60,765.57	1,267,050.41	970,890.88	296,159.53
Uncompensated Care						
Prior Period Adjustment	(3,181.05)	(1,500.00)	(1,681.05)	(12,886.32)	(6,000.00)	(6,886.32)
Uncompensated Care - Commercial Insura	(1,117.60)	(1,971.71)	854.11	(5,685.20)	(6,273.43)	588.23
Uncompensated Care - PPO	(34,105.90)	(24,436.59)	(9,669.31)	(107,334.26)	(76,550.54)	(30,783.72)
Uncompensated Care - Public Dental Insur	(133,174.35)	(123,406.52)	(9,767.83)	(508,413.84)	(390,067.41)	(118,346.43)
Uncompensated Care - Affordable Scale	(4,753.00)	(9,755.27)	5,002.27	(23,764.00)	(31,527.88)	7,763.88
Uncompensated Care - Farmworker	(3,416.00)	(1,635.25)	(1,780.75)	(3,293.00)	(3,350.20)	57.20
Uncompensated Care - FQHC	(30,567.35)	0.00	(30,567.35)	(56,383.35)	0.00	(56,383.35)
Fee Adjustments	(304.00)	(2,400.00)	2,096.00	(2,998.70)	(9,600.00)	6,601.30
Total Uncompensated Care	(210,619.25)	(165,105.34)	(45,513.91)	(720,758.67)	(523,369.46)	(197,389.21)
Net Patient Revenue	162,241.75	146,990.09	15,251.66	546,291.74	447,521.42	98,770.32
Total Expenses						
Direct Expenses						
Direct Personnel Expense						
Direct Program Salaries	153,228.26	168,763.32	15,535.06	556,893.13	603,063.12	46,169.99
Payroll Taxes	11,672.34	13,501.06	1,828.72	42,001.49	48,245.02	6,243.53

Unemployment Taxes	730.68	1,518.87	788.19	1,696.43	5,427.57	3,731.14
Benefits	4,165.54	5,563.79	1,398.25	10,532.24	19,698.23	9,165.99
401k Match	1,093.95	1,265.73	171.78	3,623.46	4,522.98	899.52
Worker's Comp	864.70	1,187.58	322.88	3,458.80	4,750.32	1,291.52
Continuing Education	0.00	125.00	125.00	0.00	1,500.00	1,500.00
License and Registration	1,677.18	863.00	(814.18)	3,377.07	3,452.00	74.93
Total Direct Personnel Expense	173,432.65	192,788.35	19,355.70	621,582.62	690,659.24	69,076.62
Clinic Expenses						
Sterilization Services	756.00	898.00	142.00	3,444.00	3,592.00	148.00
Shredding	98.00	67.00	(31.00)	299.00	268.00	(31.00)
Dental Supplies	20,225.45	9,288.00	(10,937.45)	56,698.36	30,408.00	(26,290.36)
Small Dental Equipment	61.09	600.00	538.91	465.74	2,400.00	1,934.26
Dental Equipment Repair	640.73	780.00	139.27	640.73	3,120.00	2,479.27
Lab Fees	7,393.26	4,464.07	(2,929.19)	25,008.72	14,048.51	(10,960.21)
Uniforms	0.00	37.50	37.50	107.94	150.00	42.06
PPE& Covid Related	6,642.71	8,750.07	2,107.36	33,706.96	28,087.47	(5,619.49)
Total Clinic Expenses	35,817.24	24,884.64	(10,932.60)	120,371.45	82,073.98	(38,297.47)
Total Direct Expenses	209,249.89	217,672.99	8,423.10	741,954.07	772,733.22	30,779.15
Indirect Expenses						
Indirect Personnel Expenses						
Salaries/Wages	48,126.31	42,161.79	(5,964.52)	166,444.81	161,636.76	(4,808.05)
Payroll Taxes	2,710.48	3,372.94	662.46	11,049.96	12,930.97	1,881.01
Unemployment Taxes	172.67	843.24	670.57	540.01	3,232.74	2,692.73
Benefits	1,505.00	1,512.77	7.77	1,118.61	5,744.55	4,625.94
401k Match	284.65	632.42	347.77	1,345.24	2,424.56	1,079.32
Worker's Comp	322.88	0.00	(322.88)	1,291.52	0.00	(1,291.52)
Total Indirect Personnel Expenses	53,121.99	48,523.16	(4,598.83)	181,790.15	185,969.58	4,179.43
Facility Expenses						
Auto Expenses	92.75	270.00	177.25	479.47	1,080.00	600.53
Building Maintenance	938.95	1,057.00	118.05	3,177.00	4,228.00	1,051.00
Janitorial Service	1,578.00	2,235.00	657.00	7,277.47	8,940.00	1,662.53
Rent	3,300.00	3,300.00	0.00	13,200.00	13,200.00	0.00
Phone/Internet	1,646.55	1,485.00	(161.55)	5,978.93	5,940.00	(38.93)
Utilities	2,696.27	2,315.00	(381.27)	9,871.79	9,260.00	(611.79)
Total Facility Expenses	10,252.52	10,662.00	409.48	39,984.66	42,648.00	2,663.34
Office Expenses						
Claims Processing	116.80	161.00	44.20	487.52	644.00	156.48
Office Exp.	0.00	0.00	0.00	849.64	0.00	(849.64)

Patient Notification	485.00	485.00	0.00	1,940.00	1,940.00	0.00
Office Supplies	669.79	824.00	154.21	3,897.78	3,296.00	(601.78)
Postage and Shipping	52.15	336.00	283.85	680.62	1,344.00	663.38
Printing Costs	66.24	100.00	33.76	66.24	400.00	333.76
Property Taxes	0.00	0.00	0.00	249.99	500.00	250.01
Dues, Fees & License	180.00	84.00	(96.00)	184.00	336.00	152.00
Employee Goodwill	5.00	206.00	201.00	20.00	656.00	636.00
Recruitment Expense	125.00	230.00	105.00	368.95	920.00	551.05
Total Office Expenses	1,699.98	2,426.00	726.02	8,744.74	10,036.00	1,291.26
Insurance						
Insurance - Auto	265.08	265.08	0.00	1,060.32	1,060.32	0.00
Insurance - Malpractice	660.00	658.25	(1.75)	2,850.00	2,633.00	(217.00)
Insurance - Liability & Property	678.75	701.25	22.50	2,747.66	2,805.00	57.34
Insurance - Directors & Officer Liability	373.50	345.50	(28.00)	1,417.50	1,382.00	(35.50)
Total Insurance	1,977.33	1,970.08	(7.25)	8,075.48	7,880.32	(195.16)
Fundraising Department						
Fundraising Expenses	387.40	2,024.00	1,636.60	2,361.27	2,249.00	(112.27)
Fundraising Consulting	1,239.75	2,250.00	1,010.25	11,867.25	9,000.00	(2,867.25)
Total Fundraising Department	1,627.15	4,274.00	2,646.85	14,228.52	11,249.00	(2,979.52)
Professional Fees						
Consultant - Professional Fees	2,290.00	0.00	(2,290.00)	7,790.00	2,500.00	(5,290.00)
Total Professional Fees	2,290.00	0.00	(2,290.00)	7,790.00	2,500.00	(5,290.00)
General						
Depreciation Expense	20,889.38	23,202.00	2,312.62	86,255.81	92,808.00	6,552.19
Marketing Expense	100.00	991.67	891.67	2,470.10	4,046.68	1,576.58
Meeting & Travel Expenses	74.81	1,779.00	1,704.19	146.73	2,454.00	2,307.27
Fees and Interest	1,702.06	849.00	(853.06)	3,491.07	3,396.00	(95.07)
Merchant Processing	868.32	840.00	(28.32)	2,502.43	3,360.00	857.57
Outreach Supplies	446.88	0.00	(446.88)	446.88	0.00	(446.88)
Total General	24,081.45	27,661.67	3,580.22	95,313.02	106,064.68	10,751.66
Computer expense						
Computer Support	4,812.58	3,900.00	(912.58)	18,227.36	15,600.00	(2,627.36)
Software Support	581.00	1,010.00	429.00	3,920.13	4,040.00	119.87
Total Computer expense	5,393.58	4,910.00	(483.58)	22,147.49	19,640.00	(2,507.49)
Total Indirect Expenses	100,444.00	100,426.91	(17.09)	378,074.06	385,987.58	7,913.52
Total Total Expenses	309,693.89	318,099.90	8,406.01	1,120,028.13	1,158,720.80	38,692.67
Total Net Program Income	(147,452.14)	(171,109.81)	23,657.67	(573,736.39)	(711,199.38)	137,462.99
Grants and Other Income						

Grants and Donations						
Fundraiser	7,994.16	7,500.00	494.16	16,544.74	8,250.00	8,294.74
Donations	3,205.26	3,000.00	205.26	8,343.24	9,000.00	(656.76)
In-Kind Donations	10,730.00	0.00	10,730.00	10,730.00	0.00	10,730.00
Incentives	0.00	0.00	0.00	0.00	0.00	0.00
Grants	29,821.10	37,500.00	(7,678.90)	163,860.93	150,000.00	13,860.93
Other Events	0.00	0.00	0.00	0.00	0.00	0.00
PHCD Grants	0.00	75,000.00	(75,000.00)	100,000.00	300,000.00	(200,000.00)
Total Grants and Donations	51,750.52	123,000.00	(71,249.48)	299,478.91	467,250.00	(167,771.09)
Other Income						
Estimated PPP Loan Forgiveness	65,895.00	0.00	65,895.00	197,685.00	0.00	197,685.00
Interest Income	4.53	0.00	4.53	18.27	0.00	18.27
Dividends	0.00	340.00	(340.00)	(84.69)	1,360.00	(1,444.69)
Other Income	390.93	0.00	390.93	390.93	0.00	390.93
Total Other Income	66,290.46	340.00	65,950.46	198,009.51	1,360.00	196,649.51
Total Grants and Other Income	118,040.98	123,340.00	(5,299.02)	497,488.42	468,610.00	28,878.42
Net income	(29,411.16)	(47,769.81)	18,358.65	(76,247.97)	(242,589.38)	166,341.41

Sonrisas Dental Health

Balance Sheet

As of Date:

10/31/2020

Location:

Sonrisas Dental Health

Year To Date

10/31/2020

Current Year Balance

Assets

Current Assets

Cash and Cash Equivalents

11205 - Operating - Boston Private Checking	928,903.50
11210 - Operating - Boston Private Savings	110,148.48
11215 - Operating - Wells Fargo Checking	21,280.03
11600 - Petty Cash	581.41

Total Cash and Cash Equivalents 1,060,913.42

Accounts Receivable, Net 207,503.04

Other Current Assets 22,201.94

Total Current Assets 1,290,618.40

Long-term Assets

Property & Equipment

17300 - Improvements	1,053,510.75
17400 - Equipment	968,351.17
17500 - Furniture/Fixtures	128,033.06
17600 - Vehicle	111,934.08
17900 - Accum Depreciation (Trousdale)	(84,507.69)
17999 - Accum Depreciation	(1,183,699.49)

Total Property & Equipment 993,621.88

Other Long-term Assets 16,339.50

Total Long-term Assets 1,009,961.38

Investments

Long Term Investments

11410 - Investment Acct. - Merrill Lynch 204,151.98

Total Long Term Investments 204,151.98

Total Investments 204,151.98

Total Assets

2,504,731.76

Liabilities and Net Assets

Liabilities

Short-term Liabilities

Accounts Payable

21110 - Accounts Payable	41,795.53
21213 - Credit Card Payable(Wells Fargo)	879.05
21214 - Credit Card Payable(Chase)	6,744.61
22110 - Accrued Payable - General	1,521.66
23100 - Patient Prepayments	25,495.40
23200 - Patient Refunds Payable	5,655.00

Total Accounts Payable 82,091.25

Accrued Liabilities

22210 - Accrued Payroll 68,335.03

22220 - Accrued PTO	48,016.76
22250 - Accrued 401k Funds Payable	9,747.57
22260 - Accrued HSA Fund Payable	(19.65)
22320 - FSA Employee Account	1,991.96
Total Accrued Liabilities	128,071.67
Withholding Tax Payable	
22230 - Accrued Payroll Taxes	<u>26,981.85</u>
Total Withholding Tax Payable	26,981.85
Other Short-term Liabilities	<u>260.33</u>
Total Short-term Liabilities	237,405.10
Long Term Liabilities	
Notes Payable - Long Term	
28000 - PPP Loan	395,365.00
28001 - Estimated PPP Loan Forgiveness	(197,685.00)
Total Long Term Notes Payable	197,680.00
Other Long-term Liabilities	<u>9,324.74</u>
Total Long Term Liabilities	207,004.74
Other Liabilities	<u>69,467.13</u>
Total Liabilities	<u>513,876.97</u>
Net Assets	<u>1,990,854.79</u>
Total Liabilities and Net Assets	<u><u>2,504,731.76</u></u>

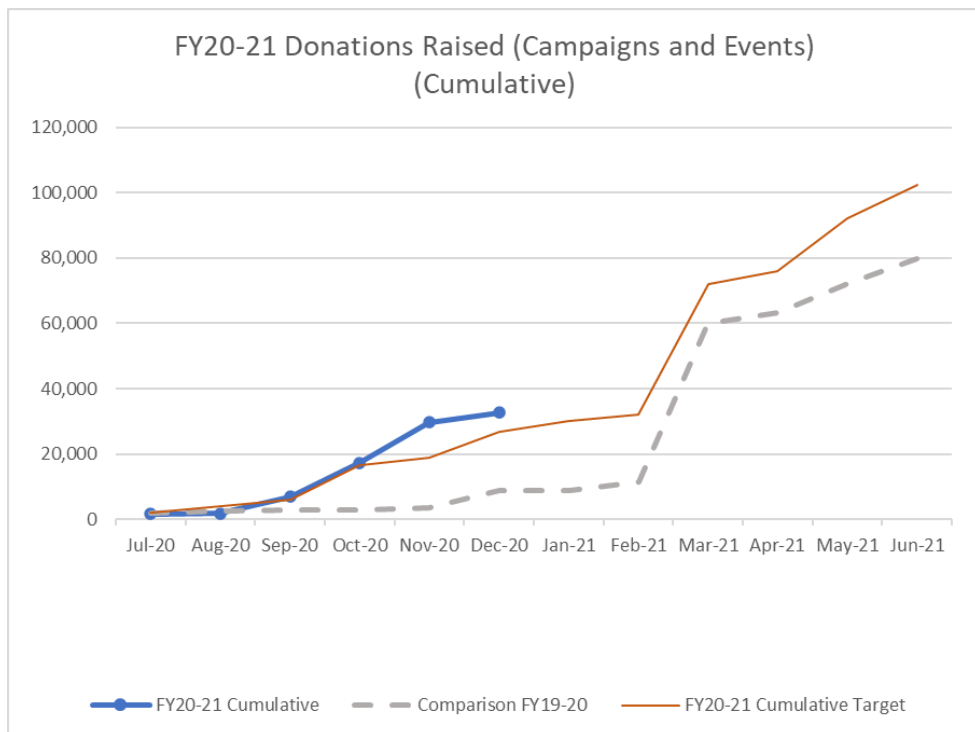
Created on: 12/14/2020 5:05 PM PDT



DATE: December 16, 2020
TO: SDH Board of Directors
FROM: Maura LeBaron-Hsieh, MPH, Director of Development
RE: **Development Update**

In late November and early December of 2020, the SDH Development Team completed drafting our FY19-20 annual report and launched our Sharing Smiles year-end fundraising campaign. We invite Board members to join us in sharing our annual report and year-end campaign with personal networks to achieve our collective fundraising target, together.

- Individual Donations:** See below for current progress toward our annual goal of \$102,500 in donations
 - As of Dec 16th, we have received a total of \$32,726 in donations and sponsorships (32% of annual goal)
 - Our Sharing Smiles year-end fundraising campaign, paired with our annual report, has so far raised \$3,034 (approximately 30% of our \$10,000 target). Social media, mail, email, and personal network outreach campaign is ongoing.
 - Thank you to Tracey Carrillo Fecher and Liz Dodge, who have each created personal fundraising pages that have generated \$500 - \$1,000 for the campaign. Learn more and join in at <https://secure.givelively.org/donate/sonrisas-dental-health-inc/sharing-smiles-2020>



2. Grant-seeking

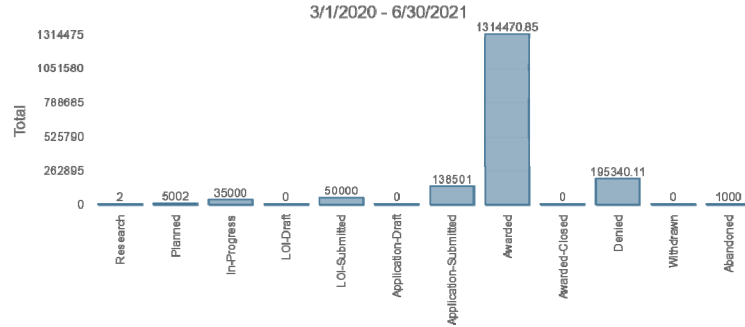
- Sonrisas is currently in consideration for 5 grant proposals and 1 LOI. Grant proposal activity will pick up again in January
- Since last month, we received grant awards from the second round of San Mateo County Strong (\$20,000), as well as the Henry Schein Cares Global Product Donation Program, which is a 2-year in-kind donation grant with actual value TBD based on supplies received. The San Bruno Community Foundation awarded us a grant of \$7,500 to fund screenings and pediatric access to care for San Bruno residents. We also received a small grant (\$3,000) from the TouchPoint Foundation in support of Dr. Bonnie Jue's work to develop a Community Referral Network for seniors.

3. SDH Donor Network and Relationships

- The SDH Board Development Committee's work takes place in tandem with the staff Donor Relations Team (Maura and Tracey).
- Thank you to all those who have connected us with potential donors for learning conversations and relationship-building!
- Key activities of the Donor Relations Team this month:
 - Email and mail outreach to SDH donors (personalized based on relationships and previous donation level) with annual report and donation ask
 - Held our first high-level donor relationship initiation meeting (very positive) and look forward to developing standard approaches for donor cultivation meetings and calls going forward

Sonrisas Dental Health FY20-21 Grantseeking Update

Opportunities By Status



Funder	Funding Opportunity	Funding Category	Deadline	Amount Requested	Amount Awarded	Status
Sunlight Giving	FY20-21 Sunlight Giving Grant	Access to Care, General Operations	1/31/2020	\$50,000	\$50,000	Awarded
The Palo Alto Community Fund	2020 Palo Alto Community Foundation Grant	Access to Care	1/31/2020	\$10,000	\$0	Denied
Atkinson Foundation	2020 Atkinson Grant	Seniors, General Operations, Covid 19	2/1/2020	\$10,000	\$10,000	Awarded
Mills Peninsula Hospital	2020 RFP	Access to Care, School Screenings	3/20/2020	\$20,000	\$20,000	Awarded
The California Wellness Foundation	2020 CA Wellness Covid Relief	Covid 19	3/27/2020	\$10,000	\$10,000	Awarded
America's ToothFairy: National Childrens Oral Health Foundation	2020 April Tooth Fairy In The Gap	Access to Care Children	3/31/2020	\$500		Application-Submitted
Delta Dental Community Foundation	2020 Covid 19 Relief Grant	General Operations, Covid 19	4/10/2020	\$20,000	\$5,000	Awarded
Silicon Valley Community Foundation	FY20 SVCF Bay Area Nonprofit Relief Fund	General Operations, Covid 19	4/22/2020	\$20,000	\$20,000	Awarded
Lucile Salter Packard Childrens Hospital at Stanford	FY19-20 LPCH Grant COVID-19 Expansion	School Screenings, Covid 19, Access to Care Children	5/5/2020	\$10,000	\$10,000	Awarded
US Small Business Administration	2020 SBA COVID-19 Relief EIDL Grant	General Operations, Covid 19	5/5/2020	\$10,000	\$10,000	Awarded
San Mateo County Strong Fund	2020 SMC Strong	Covid 19	5/11/2020	\$20,000	\$0	Denied
Oral Health Foundation of the Pierre Fauchard Academy	2020 RFP	Access to Care	5/19/2020	\$10,000	\$0	Denied
Sunlight Giving	FY20-21 Sunlight Giving Grant	General Operations, Covid 19	6/1/2020	\$0	\$30,000	Awarded
Peninsula Health Care District	FY 20 PHCD 3-Year Grant, Year 1	Access to Care, General Operations	6/1/2020	\$900,000	\$900,000	Awarded
City of Half Moon Bay	FY20-21 CSFA Grant	General Operations, Covid 19, Materials and Supplies	6/16/2020	\$10,000	\$20,000	Awarded
US Health and Human Services Division	HHS Medicaid Grant	General Operations, Covid 19	7/16/2020	\$34,616	\$34,616	Awarded
Bothin Foundation	FY20-21 Bothin Foundation Grant	Capital Project	7/17/2020	\$30,340	\$0	Denied
Stanford Health Care	FY20-21 COVID-19 Relief Fund Request	Covid 19	7/21/2020	\$10,000	\$13,354	Awarded
Sidney Stern Memorial Trust	FY20-21 Grant Application	General Operations	7/31/2020	\$5,000		Denied
Dignity Health-Sequoia Hospital	2021 Dignity Health Grant	Seniors	7/31/2020	\$20,000	\$0	Denied
Gellert Foundation	2020 Gellert Foundation Grant	Capital Project	8/14/2020	\$30,000		Denied
William G Irwin Charity Foundation	2020 William G Irwin Charity Foundation Grant	Capital Project	8/14/2020	\$30,000		Application-Submitted
Lucile Salter Packard Childrens Hospital at Stanford	FY 20-21 LPCH Grant	School Screenings, Access to Care Children	8/14/2020	\$40,000	\$40,000	Awarded
Stanford Health Care	FY 20-21 Stanford Grant	Access to Care	8/21/2020	\$61,000	\$61,000	Awarded
Kaiser Permanente Community Health	2021 Kaiser Community Grant	Access to Care	9/16/2020	\$40,000	\$40,000	Awarded
American Academy of Pediatric Dentistry	FY 20-21 AAPD Grant	School Screenings, Access to Care Children	9/18/2020	\$20,000		Denied
Henry Schein Cares Foundation Inc	2021 Henry Schein Grant	Materials and Supplies	9/30/2020	\$50,000	?	Awarded
Touchpoint Foundation	FY20-21 TouchPoint Foundation Grant	Access to Care, Seniors	10/1/2020	\$10,000	\$3,000	Awarded
San Bruno Community Foundation	2021 San Bruno Community Foundation Grant	Access to Care Children, School Screenings	9/30/2020	\$7,500	\$7,500	Awarded
Delta Dental Community Foundation	2020 Delta Dental Grant	Access to Care, COVID-19, General Operations	10/28/2020		\$10,000	Awarded
San Mateo County Strong Fund	2020 SMC Strong	Covid 19	11/25/2020	\$20,000	\$20,000	Awarded
Network for Good, Inc.	FY 20-21 Network For Good RFP	General Operations	12/15/2020	\$5,000		Application-Submitted
Patterson Foundation	2021 Patterson Application	School Screenings, Access to Care Children	1/8/2021	\$35,000		In Progress
Sunlight Giving	2021 Sunlight Giving Grant	General Operations	1/31/2021	\$50,000		Application-Submitted
Archstone Foundation LOI	2021 Archstone Foundation Grant	Access to Care, Seniors, Outreach	TBD	\$50,000		Denied
Sobrato Family Foundation	2021-2022 Sobrato Essential Human Services Grant	Capital Project, Access to Care, General Operations	TBD	\$50,000		LOI-Submitted
Chan Zuckerberg Initiative Foundation	FY20-21 CZI Community Fund					Research
Coastside Women's Club	FY20 Coastside GO Grant	General Operations				Research

Totals	\$1,698,956	\$1,314,470	37
---------------	--------------------	--------------------	-----------



FY20-21 Grant & Restricted Funds ACCOUNTING Update

Funder	Date Awarded	Amount	Received	Not Yet Received	Period	Program	Center
California Wellness Foundation	8/13/2018	\$ 250,000	\$ 250,000	\$ -	Aug 18-Jul 21	Adults/Seniors	SM/CS
Peninsula Health Care District	10/25/2018	\$ 1,300,000	\$ 1,300,000	\$ -	Jan 19-Jun 20	ATC	SM
Sequoia Healthcare District	2/6/2019	\$ 150,000	\$ 150,000	\$ -	Feb 19-Feb 20	SHD Residents	SM
Healthy Smiles, Healthy Children (AAPD*)	6/28/2019	\$ 20,000	\$ 20,000	\$ -	July 19-Jun 20	School Screenings and treatment	SM/CS
Delta Dental Community Foundation	8/20/2019	\$ 20,000	\$ 20,000	\$ -	July 19-Jun 20	ATC	SM/CS
Sutter Health Mills Peninsula Hospital	10/28/2019	\$ 20,000	\$ 20,000	\$ -	Jan 19-Dec 19	School Screenings and treatment	SM
City of HMB	9/30/2019	\$ 10,000	\$ 10,000	\$ -	July 19-Jun 20		CS
Stanford Hospital	9/23/2019	\$ 50,000	\$ 50,000	\$ -	Sept 19-Aug 20	ATC	SM/CS
Kaiser Hospital	9/24/2019	\$ 40,000	\$ 40,000	\$ -	Oct 19-Sept 20	ATC	SM/CS
Lucile Packard Hospital	1/9/2020	\$ 40,000	\$ 40,000	\$ -	Sept 19-Aug 20	ATC and School Screenings	SM
Sandhill Foundation	12/3/2019	\$ 40,000	\$ 40,000	\$ -	Dec 19-Nov 20	ATC	SM/CS
Dignity Health Sequoia Hospital	9/6/2019	\$ 20,000	\$ 20,000	\$ -	Jan 20-Dec 19	School Screenings	SM
Tooth Fairy-Gap	12/18/2019	\$ 500	\$ 500	\$ -	Dec-19	Case for a Child	SM
Philanthropic Ventures	2/20/2020	\$ 10,000	\$ 10,000	\$ -	March 20- March 21	Oral Health Virtual Program	SM/CS
Sunlight Giving	2/20/2020	\$ 50,000	\$ 50,000	\$ -	March 20- March 21	General Operating Support	SM/CS
California Wellness Foundation	3/30/2020	\$ 10,000	\$ 10,000	\$ -	May-20	General Operating Support / COVID	SM/CS
Atkinson Foundation	1/23/2020	\$ 10,000	\$ 10,000	\$ -	March 20- March 21	General Operating Support	SM/CS
Rolo Fund via Silicon Valley Community Found	3/30/2020	\$ 12,500	\$ 12,500	\$ -	Apr-20	General Operating Support	CS
Hurlbut - Johnson Fund via Valley Community F	3/30/2020	\$ 34,000	\$ 34,000	\$ -	Apr-20	General Operating Support	SM/CS
Lucile Packard Children's Hospital	5/5/2020	\$ 10,000	\$ 10,000	\$ -	May-20	General Operating Support	SM/CS
Sunlight Giving	6/2/2020	\$ 30,000	\$ 30,000	\$ -	Jun 2020-May 2021	General Operating Support / COVID R	SM/CS
SVCF Bay Area Nonprofit Relief Fund	4/22/2020	\$ 20,000	\$ 20,000	\$ -	7 months	General Operating Support / COVID-19	SM/CS
City of Half Moon Bay - Government Grant	6/1/2020	\$ 20,000	\$ 20,000	\$ -	06/01/2020-05/31/2021	COVID-19 Relief	CS
Sutter Health Mills Peninsula Hospital	4/15/2020	\$ 20,000	\$ 20,000	\$ -	Jan 20-Dec 20	ATC and School Screenings	SM
Delta Dental Community Foundation COVID-19	4/27/2020	\$ 5,000	\$ 5,000	\$ -	May-20	General Operating Support	SM/CS
Helath and Human Services Federal Funding	7/16/2020	\$ 34,616	\$ 34,616	\$ (0)	Aug-20	COVID-19 Relief	SM/CS
Stanford Health Care	8/14/2020	\$ 13,354	\$ 13,354	\$ -	Aug-20	Financial Support on PPE Purchase	SM
Peninsula Health Care District	7/1/2020	\$ 900,000	\$ 100,000	\$ 800,000	July 20-June 21	ATC and Operating Support	SM
Lucile Salter Packard Childrens Hospital at Stanford	9/24/2020	\$ 40,000	\$ 40,000	\$ -	Sept 20-Aug 21	Screening and ATC	SM/CS
Delta Dental Community Foundation	11/7/2020	\$ 10,000	\$ 10,000	\$ -	Nov-20	General Support/ Covid19 Reli	SM/CS
Stanford Health Care	11/8/2020	\$ 61,000	\$ 30,500	\$ 30,500	Sept 20-Aug 21	ATC - Adult	SM/CS
TouchPoint Foundation	12/9/2020	\$ 3,000	\$ 3,000	\$ -	Dec20-Nov 21	Outreach	SM
Kaiser Hospital	12/5/2020	\$ 40,000	\$ 40,000	\$ -	Nov 20-Oct 21	ATC	SM/CS
San Mateo County Strong	12/8/2020	\$ 20,000	\$ -	\$ -	Dec-20	General Operating Support / COVID-19	SM/CS
Total		\$ 3,313,970	\$ 2,463,469.85	\$ 830,500			

Name	Jul-20		Dec-20		Period	Purpose	Center
	Beginning Bal	Addition	Released	Ending Bal			
Hope Fund	\$ 2,229		\$ 2,229	\$ (0)	On Going	Uncompensated Care	CS
Hope Fund	\$ 7,817		\$ 7,817	\$ (0)	On Going	Fund Development	CS
Gassert - School Screenings	\$ 600		\$ 600	\$ -	On Going	School Screenings	CS
Farmworkers	\$ 55,246	\$ 92,229	\$ 132,588	\$ 14,887	On Going	Farmworkers	SM
Sand Hill Foundation	\$ 7,500	\$ -	\$ 7,500	\$ -	10/01/2018-9/30/2019	General Support	SM/CS
California Wellness	\$ 48,611	\$ 125,000	\$ 111,104	\$ 62,507	08/01/2018-07/31/2121	Senior/Children	SM/CS
Delta Dental Community Foundation	\$ 8,756	\$ -	\$ 8,756	\$ -	10/01/2018-9/30/2019	General Support	SM/CS
Dignity Health Sequoia Hospital	\$ 6,664	\$ -	\$ 6,664	\$ -	1/1/2019-12/31/2019	Hoover School/Casa de Redwood	SM
TouchPoint Foundation	\$ 1,750	\$ -	\$ 1,750	\$ -	2/1/2019-1/31/2020	Older Adults	SM/CS
Healthy Smiles, Healthy Children (AAPD*)	\$ -	\$ 20,000	\$ 20,000	\$ -	07/01/2019-06/30/2020	School Screenings and treatment	SM/CS
Delta Dental Community Foundation	\$ -	\$ 20,000	\$ 20,000	\$ -	07/01/2019-06/30/2020	General Support	SM/CS
Sutter Health Mills Peninsula Hospital	\$ -	\$ 20,000	\$ 20,000	\$ -	01/01/2019-12/31/2019	School Screenings and treatment	SM/CS
City of HMB	\$ -	\$ 10,000	\$ 10,000	\$ -	07/01/2019-06/30/2020	General Support	CS
Sequoia Health District	\$ 12,500	\$ -	\$ 75,000	\$ -	09/01/2019-02/28/2020	General Support	SM/CS
Sand Hill Foundation	\$ -	\$ 40,000	\$ 40,000	\$ -	12/01/2019-11/30/2020	General Support	SM/CS
Lucile Packard Hospital	\$ -	\$ 20,000	\$ 20,000	\$ -	09/01/2019-08/30/2020	ATC & School Screening	SM/CS
Kaiser Hospital	\$ -	\$ 40,000	\$ 40,000	\$ -	09/01/2019-08/31/2020		SM/CS
Dignity Health Sequoia Hospital	\$ -	\$ 20,000	\$ 18,336	\$ 1,664	01/01/2020-12/31/2020	School Screenings	SM
Tooth Fairy-Gap	\$ -	\$ 500	\$ 500	\$ -	12/01/2019-12/31/2019	General Support	SM
Philanthropic Ventures	\$ -	\$ 10,000	\$ 10,000	\$ -	03/01/2020-02/28/2021	Oral Health Virtual Program	SM/CS
Atkinson Foundation	\$ -	\$ 10,000	\$ 8,330	\$ 1,670	03/01/2020-02/28/2021	General Operating Support	SM/CS
Sunlight Giving	\$ -	\$ 80,000	\$ 52,503	\$ 27,497	03/01/2020-05/31/2021	General Support	SM/CS
Sutter Health Mills Peninsula Hospital	\$ -	\$ 20,000	\$ 18,336	\$ 1,664	01/2020-12/31/2020	School Screenings and Children AT	SM/CS
SVCF Bay Area Nonprofit Relief Fund	\$ -	\$ 20,000	\$ 19,999	\$ 1	05/01/2020-12/31/2020	General support/Covid relief	SM/CS
City of Half Moon Bay - Government Grant	\$ -	\$ 20,000	\$ 10,002	\$ 9,998	06/01/2020-05/31/2021	COVID-19 Relief	CS
Helath and Human Services Federal Funding	\$ -	\$ 34,616	\$ 34,616	\$ -	Aug 20	COVID-19 Relief	SM/CS
Stanford Helath Care	\$ -	\$ 13,354	\$ 13,354	\$ -	Aug 20	Financial Support on PPE Purchase	SM
Lucile Salter Packard Childrens Hospital at Stanford	\$ -	\$ 40,000	\$ 6,938	\$ 33,063	09/01/2020-08/31/2020	Screening and ATC	SM/CS
Stanford Helath Care	\$ -	\$ 30,500	\$ 7,626	\$ 22,874	09/01/2020-08/31/2020	ATC	SM/CS
Delta Dental Community Foundation	\$ -	\$ 10,000	\$ 10,000	\$ -	Nov-20	General support /Covid-19 Relief	SM/CS
TouchPoint Foundation	\$ -	\$ 3,000	\$ -	\$ 3,000	12/01/2020-11/30/2021	Outreach(Senior)	SM
Kaiser Hospital	\$ -	\$ 40,000	\$ 6,666	\$ 33,334	11/01/2020-12/31/2020	ATC	SM/CS
Total	\$ 151,672	\$ 814,199	\$ 753,713	\$ 212,158			