

Board Meeting
May 17, 2018
6:30 PM
SDH San Mateo Center Board Room
AGENDA

- | | |
|--|-----|
| 1. Call to Order and Roll Call – Chair Taverner | TAB |
| 2. Introduction of Tina Wang, SDH Senior Accountant – Ms. Yee | A |
| 3. Mission Moment – CEO Jue | |
| 4. Consent Calendar | B |
| A. Management Reports for April and May | |
| B. February and YTD FY 2018 Financials | |
| C. Board Minutes for March 15, 2018 | |
| 5. Public Comment | |
| 6. Approval of Agenda – Chair Taverner | |
| 7. Old Business | |
| A. FQHC Update – CFO Fama | |
| B. Board Retreat – Chair Taverner | |
| 8. New Business | |
| A. Request for Funding Support from PHCD – Action Item | |
| B. Samaritan House Partnership - Proposed MOU – Action Item | C |
| C. Suggested agenda items for June meeting – Chair Taverner | |
| 9. Financial Report – Ms. Yee/CEO Jue | D |
| A. March and YTD Financial Statements | |
| B. Budget Status | |
| 10. Fundraising – Committee Chair Hinshelwood and Mr. Alvarado | |
| A. “Cooking for a Cause” and “Coastside Gives” Results, Raffle – Roll out plan | |
| B. California Wellness Foundation Grant Proposal & Site Visit | |
| C. Bothin Grant for IV Sedation status | |
| D. Grant Activity YTD | E |
| 11. Progress against Key Initiatives – CEO Jue | |
| A. IV Sedation – covered above | |
| B. Community-based Senior Services | |
| C. Revenue Improvement | |
| D. Marketing and Business Development Update | |
| 12. Adjournment | |

A

Tina Wang

2608 Hastings Shore Lane, Redwood City, CA 94065

Email: qiqiwang88@gmail.com

Mobile: (347) 206-8327

OBJECTIVE

To obtain a challenging role in a full-time senior accounting position and leverage my skills and experience in the accounting practice across a varied set of industries. A Certified Public Accountant candidate having passed all four sessions of CPA exam.

EXPERIENCE

Brooklyn Friends School, Brooklyn, NY

Sep 2012-Feb 2015

Senior Accountant

- Perform bank reconciliations and account reconciliation. Helped school getting a clean audit report from a qualified opinion
- Monitor financial books. Ensure timely and accurate financial information and compliance with GAAP
- Lead in annual audit preparation and complete all GL accounts reconciliations. Interface with external auditors during audits.
- Perform GL accounts reconciliation and assist in yearly closing . Perform accounts variance analysis as assigned
- Work as back up for daily accounting duties in AP, AR. Collaborate with other members in accounting team
- Perform semi-monthly payroll entries. Work with Payroll Coordinator on payroll related task including payroll adjusting entries.
- Assist in implementation of accounting policy and maintain internal controls.
- Perform special projects and analysis assigned by business manager
- Work with development office, admission office, auxiliary programs and payroll coordinator and other departments on accounting issues.

Globtek INC, Northvale, NJ

May 2010 – Aug 2012

Accounts Receivable/Accounts Payable Administrator

- Posting checks, credit card payment and wire transactions from domestic and foreign customs.
- Lead in solving accounting issues in Chinese division. Coordinate with purchase, sales, production department on accounting issues in US division.
- Match purchase order and invoice by using Oracle ERP. Resolve invoices entry discrepancy.
- Coding invoice, contacts vendors, go through approval process.
- Process payments/wire in the bank. Response to outside vendors or internal AP inquiries.

Trinity Tax and Financial Solutions INC, Forest Hills, NY

Jan 2009 - May 2010

Accountant

- Preparation of clients books. Assist with preparation of federal and state tax returns.
- Payroll processing including W4, 1099 forms. Maintain customer files.
- Prepared payroll tax returns.
- Prepare payroll, sale tax and depreciation entries.
- Assisted in resolving issues and corresponding with various federal and state tax departments.

WKL Professional Bookkeeping Services LLC, New York, NY

Jan 2008 - Jan 2009

BookSmart Professionals LLC

Accountant

- Prepare and post entries into general ledger utilizing QuickBooks.
- Prepare bank reconciliations.
- Prepare financial reports for clients and assisted with tax preparation

EDUCATION/TRAINING

Lehman College, Bronx, NY

Master of Business Administration (concentration in Accounting), Jan. 2007 – May 2009
GPA 3.76

Peking University, Peking, China

Master of Science in Geology, Sept. 2002 – May 2005
GPA 3.5

China University of Geosciences, Hubei, China

Bachelors of Engineering in Gemology and Material Craft, Sept. 1998 – May 2002
GPA 3.2

SKILLS

- Detail oriented, ethical and can work well under pressure
- Conversationally fluent in English and Mandarin
- Self-organized with excellent communication skills
- Proficient in Microsoft Word and Excel (Pivot Table, Vlook-up) Dashboard Chart and Formula creation
- Oracle ERP, Quickbooks
- Possess a fair understanding of Budget concepts

B

CEO REPORT (May 2018)

Overall Operations

- San Mateo Center staffing is stable at this time.
 - Staff training sessions and review are ongoing to ensure patient safety and service.
 - San Mateo Center continues to schedule new patients who have Denti-Cal coverage, in a manner that will increase visit volume while being mindful of payer mix. Children (0-20 years old) and a monitored number of adults from the Peninsula Health Care District who have Denti-Cal coverage are currently being registered as new patients (please refer to Table A below).

- Coastside Center staffing is stable at this time.
 - However, Ava will be leaving to go to dental school in August. Therefore, an ad has been placed for a new administrative/dental assistant float position.

- Denti-Cal Update – The recent changes in Denti-Cal covered services have created clinical and administrative challenges that necessitate extensive amounts of staff time and energy to sort through situations, which often affect efficiency of operations.
 - Frequent training and consultation with staff members continue to be a priority as we address these challenges.

- Volunteers – Several individuals with varying degrees of dental/health care experience have expressed interest in volunteering for Sonrisas programs.
 - They have contacted us via the Sonrisas website page, staff contacts, CEO Jue’s involvement with the College of San Mateo Dental Assisting Program, and local presentations that Dr. Jue has delivered throughout the community.
 - Five have begun volunteering in the San Mateo Center. Due to limited space currently, volunteers have not been utilized this year at Coastside, but could again in the near future. Service from volunteers could potentially save the organization about \$40,000 annually.

Mobile Dental Program

- Design changes are underway for the Mobile Dental Program to increase flexibility of service delivery options.
 - Utilizing a Registered Dental Hygienist (RDH) or Registered Dental Hygienist in Alternative Practice (RDHAP) out in the field would enable Sonrisas to see more people (dental screenings, x-rays, and cleanings only) at a reduced operational expense because the truck and full operatory would not need to be utilized for every mobile session.
 - Using the smaller equipment unit would enable the dental provider to deliver care at sites in which more limited space is available.

- Upcoming community-based presentations scheduled for May and June, which would increase visibility and possibly lead to more mobile contracts and/or patient referrals to center:
 - Alma Point at Foster Square
 - Self-Help for the Elderly
 - Dignity Health Sequoia Hospital (Belmont Library)
 - Burlingame Rotary

IV Sedation Program Update

- CEO Fama spoke with a former colleague at the Bothin Foundation who was able to grant Sonrisas a 3-month extension to allow for additional time to implement our sedation program.

- The overall process has proven to be incredibly complex, but we continue to get closer by working simultaneously with the 2 departments in the California Department of Public Health (CDPH) involved in this process:
 - The CDPH Central Applications Unit representative assigned to our case has been very responsive in the past few weeks; however, more forms have been requested.
 - The CDPH Regional Department in Brisbane has not returned several of my phone messages regarding the status of our latest packet of information submitted 5 weeks ago. When I requested an email address, I was told that this organization does not provide email addresses. They have historically contacted me by phone, fax, or postal delivery about 1-2 months after I submit answers to their sets of questions regarding the logistics of the sedation delivery mechanisms.

Community Outreach

- Dental screenings at Hatch Elementary School in Half Moon Bay (Kindergarten and Migrant students) are scheduled on 6/1/18.
- El Granada and Farallone View Elementary (Kindergarten) dental screenings have been completed for this academic year.

Samaritan House Collaboration

- Please refer to the “Samaritan House Partnership Pilot” Memo and MOU Draft.

TABLE A: New Patients and Referral Sources (San Mateo Center)

| Number of New Patients | | | |
|-------------------------------|-----------------------|---------------------------|--------------|
| Month | # of Denti-Cal | # of Non Denti-Cal | Total |
| January | 14 | 20 | 34 |
| February | 68 | 16 | 84 |
| March | 64 | 31 | 95 |
| April | 53 | 27 | 80 |
| Total | 199 | 94 | 293 |

| New Patient Referral Sources (both Denti-Cal and Non Denti-Cal patients) | | | | | | |
|---|--------------------|----------------------|-----------------|----------------|--------------|--------------|
| Month | Insurance * | Family/Friend | Internet | Dentist | Other | Total |
| January | 14 | 14 | 1 | 4 | 1 | 34 |
| February | 29 | 25 | 7 | 7 | 16 | 84 |
| March | 27 | 22 | 15 | 10 | 21 | 95 |
| April | 37 | 19 | 4 | 4 | 16 | 80 |
| Total | 107 | 80 | 27 | 25 | 54 | 293 |

* “Insurance” may refer to Commercial, PPO or Denti-Cal insurance (patients mark these categories, not staff members)

CEO REPORT (April 2018)

- San Mateo Center staffing is stable at this time
 - Continuous training of staff is ongoing to ensure patient safety and service.
 - Monthly staff meetings are held to address the constant challenge of Denti-Cal billing regulations and systems. These meetings facilitate dissemination of information to all staff members and improve efficiency.
 - San Mateo Center continues to schedule new patients, especially children, who have Denti-Cal coverage, in a manner that will increase visit volume while being mindful of payor mix.

- Coastside Center staffing undergoing changes, but operations are still steady
 - The new dental assistant has been learning quickly and fitting in well.
 - Coastside Center continues to accept new Denti-Cal patients who live in the region.

- NYU Lutheran Residency Program for 2018-2019 underway
 - Coastside Center has accepted its new resident, Riley Bateman, from UCSF
 - A dentist who has been working at Coastside part-time for the past 4 years has committed to working on Fridays beginning in July, in order to supervise the new resident. Dr. Torrey will continue to be the main supervisor and work directly with the resident Mon-Thurs.

- IV Sedation Program update
 - *In March, all forms had been submitted to both the CDPH Central Application Unit (CAU) and the CDPH Regional Office (2 separate agencies, working simultaneously). Another set questions had been faxed to us by the CDPH (this was the 3rd set of questions presented to us since the beginning of this process).*
 - CDPH - All additional questions were answered and hand-delivered to the Brisbane office.
 - CAU – A representative from CAU called me to confirm that they received our application and have assigned it to a case manager.

- Program Development
 - This month, I've been working with Directors and Program Managers of the following organizations to explore potential collaborations or to continue working on existing projects:
 - Self-Help for the Elderly
 - Ravenswood Family Health Center (FQHC)
 - San Mateo Medical Center (County FQHC)
 - Samaritan House
 - Casa de Redwood Senior Housing
 - Senior Focus Program at Mills-Peninsula Medical Center
 - Leslie Senior Communities
 - Chamber of Commerce

DIRECTOR OF DEVELOPMENT AND SPECIAL PROJECTS REPORT MAY UPDATES in “blue” (since there was no April meeting)

ADP

We are in the final stages of converting payroll exclusively to ADP Time and Attendance. This will have a minimal impact on staff while increasing the accuracy of paid time off accrual/use. Efficiency will also be increased by automating the process, so that no calculation or entering is needed to be done by the payroll administrator.

- The spin was completed allowing for full implementation of the Time and Attendance feature of ADP. Time and Attendance allows employees to clock in and out and request time off through an integrated system that allows supervisors to electronically confirm and approve time cards. This was an option that was previously available through ADP but was not utilized.
- Extensive work was done to create each employees’ organizational profile, pay structure, work schedule and benefits. Staff paid close attention to details to minimize or avoid rollout disruptions.
- All staff members received training on how to use the new system.
- The first payroll processed under the new service was May 8th.

Grants Update

Please refer to the Grant Summary Spreadsheet (attachment E).

Fundraising

The Grant Fund Development Strategy is close to completion. While most of the principles in this strategy have been used for years, this will be the first time they will be captured in one document that will track development and progress, as well as, guide future steps throughout the year.

- After consulting with Nigel staff will continue to work on the document so it can be presented at the Board Retreat.

Sonrisas is registered to participate in Coastside Gives. The event will be taking place on May 1. Staff has attended the first mandatory meeting and will be attending the second mandatory meeting on February 15. The second meeting focuses on the importance and proper use of social media in support of this fundraising event. With such a large focus on social media, consultant Laurie Kretchmar will be attending the second meeting with staff and will anchor social activities relating to Coastside Gives.

- Sonrisas had its best year in our four-year participation. We collected \$9,000+ between online donations, matching funds (provided by the Coastside Women’s Club and the board president) and prize money associated with the event.

- Of note, Sonrisas remained on the front page of the Coastside Gives website throughout the 24-hour fundraising period, allowing those that are not familiar with Sonrisas the opportunity to click on the link to find out more about our mission.
- 2018 marked a shift as we saw a small number of long time donors that have traditionally responded by mail, embrace online giving. We also had 14 new donors that had not previously been entered into our donor management program.

The 2018 Sonrisas Raffle is scheduled to begin not long after Coastside Gives. Details on the event and requests for assistance to follow.

- The 2018 raffle is ready to begin as tickets are available for sale as of May 17th.
- Grand prize is 4 box seats for a Giants game (dates can be chosen for the remainder of the 2018 season).
- Board members can support the effort by providing runner-up prizes (suitable for affordable shipping) and selling tickets within their personal and professional networks. Tickets start at \$10 a piece or 6 for \$50.
- Sonrisas will also be utilizing social media, the email list, office sales, partnering organization sales and staff sales with the goal of selling all 500 tickets by the end of the raffle.
- Ticket sales end July 20th with the drawing taking place on July 22nd. Drawing party details to be announced.

Cooking for a Cause

The 4th annual Cooking for a Cause was a success as attendees reported enjoying the great food and having a good time. Clyde will provide additional details at the meeting.

New Patient Marketing

Yelp, Facebook, the San Mateo Journal and a direct mailing to 650 households closest to the San Mateo Center are generating interest in the new private insurance patients. Sonrisas will use the results of this media push to make decisions on how to best reach new private insurance patients.

- Although the overall results of the March New Patient Marketing effort has not provide conclusive results, since patients may be interested in making appointments but are not due for a dental appointment yet, indicators point towards a positive impact and provided staff with a clearer idea for success in future marketing campaigns.
- Yelp saw an uptick in interest over previous months and had 12,766 ad impressions with 24 ad clicks between March 1-31, 2018.
- Facebook reached 4,879 people / 21,170 impressions / 20 post engagements and 13 link clicks.
- There were no reports that new patients came in through the newspaper ad, direct mailer or Facebook. Some new patients indicated they heard of us through Yelp.
- Staff is working on a marketing plan that will focus on new homeowners utilizing local realtors as new residents often need a new dentist.
- New Patients (Private Insurance) January – April 2017 and 2018

| Year | January | February | March | April |
|------|---------|----------|-------|-------|
| 2018 | 20 | 16 | 31 | 27 |

Accountant Search

March 1st job announcement posting on the website, Indeed, resulted in 30 resumes which were submitted for the Sonrisas senior accountant position.

- After an extensive search, Sonrisas is happy to welcome Tina Wang as the new senior accountant. She will be working under the supervision of CFO Fama and PHCD's Chief Business Officer, Vickie Yee. Tina's first day of work was April 30th.

Open Dental Reports

After extensive work by staff to determine causes of irregular data results produced by Open Dental reports, it was determined that reports often pulled from one area of data on one report and didn't pull the same data from another report. To reduce risk of inaccurate reporting, staff are now working with Open Dental to create a template of reports needed to identify positive and negative operational trends with consistent results

- The "master" report templates have now been created by Open Dental. An extensive amount of work has been done to verify that the information provided in the new reports are accurate and consistent. Not only will these reports provide accurate information it will save staff time.

New Topics

Remote Deposit System

The Remote Deposit System was implemented at both the San Mateo and Coastside Centers as part of our conversion from banking with Wells Fargo to Boston Private. The system allows staff to deposit checks directly from the office saving travel time to and from the bank while improving cash flow as the deposits are instantaneous.

Workers Compensation Insurance

Working with our insurance broker, Weller O'Brien, Sonrisas was able to change our workers compensation insurance from The State Fund to The Hartford. This change in insurance will save Sonrisas approximately \$4,450 a year by significantly lowering our policy rate.

DIRECTOR OF DEVELOPMENT AND SPECIAL PROJECTS REPORT (April 2018)

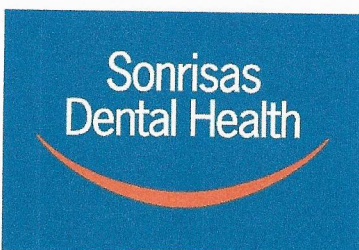
- ADP
 - We are in the final stages of converting payroll exclusively to ADP Time and Attendance. Once individual staff training sessions on the new Time and Attendance protocol has been conducted this week, the “spin” will be complete.
 - This will have a minimal impact on staff while increasing the accuracy of paid time off accrual/use. Efficiency will also be increased by automating the process, so that no calculation or entering is needed to be done by the payroll administrator.

- Grants
 - Since the previous board meeting Sonrisas has submitted the following grant requests:

| | | | |
|-------------------------|---------------------|----------|--|
| City of HMB | Coastside | \$15,000 | |
| Sandhill Foundation | Coastside | \$20,000 | |
| Atkinson Foundation | San Mateo/Coastside | \$15,000 | |
| Delta Dental Foundation | San Mateo/Coastside | \$35,000 | |

- Among other grant opportunities, Sonrisas is also in the process of pursuing a three-year, \$200,000 grant from the California Wellness Foundation for both San Mateo and Coastside Centers. An update on the proposal will be provided at the May board meeting.
- Check reader installation
 - As part of our banking change from Wells Fargo to Boston Private, we have recently put remote check deposit systems into use in our San Mateo and Coastside offices. These machines allow us to deposit patient and insurance checks on a daily basis. This increases the chances of collecting the money from patients and provides immediate deposits, helping streamline cash flow.
- Accountant Search
 - We are very happy to announce that after an extensive search that resulted in over 30 submitted resumes and several interviews, an offer has been made to the top candidate. Details to follow, but Sonrisas is very appreciative of PHCD’s Chief Business Officer Vickie Yee for her guidance and participation in the recruitment and hiring process.
- Updated Handbook
 - The company handbook has been updated with the latest California labor laws and relevant corporation policies for employees. This will help the organization minimize risk of exposure to HR issues. The new handbook has now been rolled out to Coastside and San Mateo staff members during their April staff meetings.

- Open Dental Reports
 - As a solution to the reporting problems that have been experienced, staff has worked with programmers from Open Dental to create several new reports that will ensure data is reported accurately and in a timely matter. This new report templates will identify positive and negative operational trends with consistent results. We are currently first in the Open Dental queue, but due to staffing shortages at Open Dental, their completion of these new reports has been delayed. We have been contacting them daily for status updates.



**Meeting of the Board of Directors of Sonrisas Dental Health
March 15, 2018
SDH San Mateo Center Board Room**

MINUTES

1. **CALL TO ORDER:** Chair Taverner called the meeting to order at 18:36 hours.
2. **ROLL CALL: Present:** Directors Taverner, Cappel, Galligan, Hinshelwood, Macias, Navarro, and Young.
Absent: None.
Management: Dr. Bonnie Jue, Cheryl Fama, Dirk Alvarado.
3. **Approval of Agenda:** *It was moved by Director Galligan, seconded by Director Hinshelwood, and approved unanimously to accept the agenda as presented.*
4. **PUBLIC COMMENT:** None offered.
5. **APPROVAL of MINUTES (from November 16, 2017 and January 18, 2018):** *It was moved by Director Cappel, seconded by Director Galligan. Director Navarro abstained from approving the January 2018 minutes, as he was not present. All others approved as presented.*
6. **Welcome and Introduction of Vickie Yee – CFO Fama** introduced Peninsula Health Care District (PHCD) Chief Business Officer, Vicky Yee. Ms. Yee has been providing accounting assistance to SDH, as part of the PHCD/Sonrisas management agreement.
7. **MISSION MOMENT:**
Chair Taverner explained the idea and background of mission moments. Dr. Jue presented March's Mission Moment.
8. **OLD BUSINESS:**
 - a. **Accountant Position – Chair Taverner** gave approval in March to recruit a part-time accountant. Ms. Yee reported that there were 17 candidates that applied and asked Mr. Alvarado to schedule 3 for first-round interviews. These interviews will be conducted by Ms. Yee and Alvarado. Second-round interviews will be conducted by CEO Fama and Dr. Jue. Ms. Yee said we could recruit from colleges, if needed, and Account Temps offered to recruit candidates, as well. Ms. Yee concluded by projecting it could be 1-2 months before an accountant will be on board.

- b. **Comments on February Staff Reports – Chair Taverner** reminded the board that in lieu of a February meeting, staff sent out CEO and Director of Development and Special Projects reports. Taverner explained he wanted to give everyone an opportunity to ask questions and give input on the reports. Director Cappel said he appreciated the annotation of it and that reports are important to identify where trends are going.
 - c. **Residency Program – Dr. Jue** reported that an offer was made to a former Sonrisas Coastside volunteer and is the husband of a former resident and current Sonrisas dentist. Dr. Jue went on to report that NYU is requiring the residency program to operate at one site 5 days a week. As a result, Coastside will be open five days a week beginning July 2018, when the new resident arrives.
 - d. **UOP Extramural Rotation – Dr. Jue** reported that adding Fridays to the residency program will affect the UOP dental student rotation program, as there will not be enough chairs to support both programs and providers. Consequently, the UOP program would be on hiatus during the 2018/2019 academic year.
9. **FINANCIAL REPORT – CFO Fama and Ms. Yee** distributed and reviewed the P&L and Balance Sheet for December 2017 and January 2018. CFO Fama noted that the December visit volume was down and that there was investment in equipment and supplies which were ordered. Indirect costs are higher as Dr. Jue became full-time and Alvarado was added to the team full-time. CFO Fama also reported that IT was high as the last of the transitional IT services was completed, as was Account Temps.

January lost less than what was expected, but were still high. Dr. Jue pointed out that a Care Coordinator was hired in December adding to indirect costs but suggested Care Coordinators be considered as direct costs since they work directly with patients.

10. FUNDRAISING COMMITTEE REPORT: Committee Chair Hinshelwood

a. Cooking for a Cause

The fourth annual “Cooking for a Cause” will be held from 6-9 on April 19th (6-9 - pm). Director Hinshelwood explained that the event draws 110 people. He went on to say that overhead is low as most of the supplies and ingredients are donated making this a highly effective fundraiser. Case in point, this year, there was an anonymous donor that paid the cost of the venue. This is a great opportunity to tap into our networks and bring them to the event and introduce them to Sonrisas. Board members were encouraged to reach out within their networks to provide silent raffle prizes for the night of the event.

11. OTHER FUNDRAISING UPDATES: Mr. Alvarado

- a. **Grant Status** – 3 proposals were submitted to date, Coastside received two grants for a total of \$41,292 and that 4 more submittals would be completed by the end of the month.
- b. **Coastside Gives** – work continues towards the May 1 “Coastside Gives” date and that support of the board will be crucial as we spread the word of the fundraising event.
- c. **Raffle** – raffle items will be needed in support of the raffle and asked that items be something that could be mailed to out-of-area raffle winners

12. KEY INITIATIVES UPDATE – CEO Jue

- a. **IV Sedation** – progress appears to be inherently complex. All applications had been submitted to the California Department of Public Health: Central Application Unit (CAU) and Regional Office; however, additional questions are still being sent for clarification of services. Both departments need to provide approval before any services (i.e., IV sedation) are added to a Primary Care Clinic (Sonrisas). Dr. Jue has been working with both departments concurrently to expedite process, with the invaluable input from Dr. Ricci Chan and Dr. Alex Tarq (anesthesiologist).
- b. **Mobile Services** – Dr. Jue is continuing to seek partnerships with local community organizations, such as the Senior Focus group of Sutter Health. Dr. Jue is also planning adaptations of current mobile models to facilitate easier access of equipment. For instance, instead of needing to bring the large truck each time, a smaller unit can be used for screening and cleaning visits only, which would also decrease the need for a large space within the facility, if space is limited.
- c. **Increasing Revenue** – the new patient campaign had begun on March 1st with ads in the San Mateo Daily Journal and neighborhood mailers. New patient appointments and referral sources are being monitored closely.
- d. **FQHC Partnerships** – a meeting is scheduled on April 5th with the CFO of San Mateo Medical Center (County program) and the Director of their Dental Department to explore possible collaboration and sub-contracting, which would allow Sonrisas to carry out its mission by serving patients who have Denti-Cal, but at a higher rate than what we are currently receiving under a fee-for-service model.

13. MARKETING AND BUSINESS DEVELOPMENT – Mr. Alvarado

- a. **Private patient marketing plan** – The plan was launched March 1st through Yelp, Facebook, a direct mailing to 650 houses closest to our San Mateo Center and print ads running in the San Mateo Daily Journal twice a week through the month of March. Staff will be monitoring where new patients learned of Sonrisas. This information will assist in creating more pointed outreach efforts directed at bringing in new private insurance patients.

14. NEW BUSINESS

- a. **Forbearance Agreement – Director Cappel** explained that this extends loan and rent deferral through August 2018. Legal document that says they will delay money owed to the district for a specific amount of time. Taverner motioned to approve the agreement, Macias seconded. Under comments, Director Young asked if there should be a subcommittee of the board to ensure compliance by August stating it was important to show good faith to the district. Director Navarro said by having PHCD board members on the Sonrisas board, we are essentially doing this. Director Cappel agreed with Director Young and said the Sonrisas board needs to come up with a plan that should be presented to PHCD. Chair Taverner said this would be an important topic for a board retreat and made a motion to approve the agreement. Director Young seconded and unanimous approval.
- b. **Internal Control Policy – CFO Fama and Ms. Yee** stated said that an Internal Control Policy is something that needs to be accepted to ensure proper money handling and accounting procedures were in place and to provide confidence to the board. The policy is modeled after the PHCD policy that has been reviewed by auditors. Director Cappel moved to approve the policy; it was seconded and all approved.

- c. **Need for Board Planning Retreat – Chair Taverner** inquired about the need for an April board meeting since it is supposed to take place on the same date as the “Cooking for a Cause” event. He suggested that a board retreat could take the place of the board meeting. Board members agreed and suggested three-hours minimum on a weekday. CFO Fama stated she will send out a doodle poll.

15. OTHER BUSINESS:

- a. Suggested agenda items for April meeting – Chair Taverner

- 16. ADJOURNMENT:** There being no further business, the meeting was adjourned by **Chair Taverner** at 21:18 hours.

Written by Dirk Alvarado, Director of Development and Special Projects

Approved: Clyde Hinshelwood, Secretary

Approved: Nigel Taverner, Board Chair

C



DATE: May 14, 2018
TO: SDH Board of Directors
FROM: Dr. Bonnie Jue, CEO
RE: Samaritan House Partnership Pilot

PROPOSAL: I am seeking your approval to enter a Memorandum of Understanding with Samaritan House to launch a 3-month pilot program wherein SDH facilities are used by Samaritan House dental staff to treat Samaritan House clients.

BACKGROUND

Samaritan House serves an uninsured population that does not have Medi-Cal or Denti-Cal coverage or does not qualify for the County's safety net health services. One of their many programs provides free adult dental services at their San Mateo facility on W. 39th Avenue using two donated 'vintage' dental operatories. All dental care is provided by volunteer staff. Their ability to meet the demand and dental needs of their clients is limited by space; and their program does not provide dental services to children. A collaboration between both organizations could allow Samaritan House to see more adult patients while directly referring the children (most of whom have Denti-Cal) of these families to SDH, which would enable the entire family to be cared for; thereby enhancing the ability of both agencies to provide dental care for more underserved community members.

SDH San Mateo Center has unused operatory capacity and has a similar mission – that of removing barriers and providing access to basic dental health, education, and prevention services. SDH's location is in an area of the County most densely populated by Samaritan House clients, who tend to seek care from their San Mateo facility. It is also easy to get to due to the SamTrans bus stop at the corner of El Camino Real and Poplar Avenue.

Through discussions with Samaritan House CEO Bart Charlow and their Dental Director Rob Rideau, we have outlined a plan for sharing SDH San Mateo Center space with Samaritan House to allow them to expand services. Samaritan House is a highly visible, innovative, and revered organization throughout the County; thus, a highly desirable service provider with whom SDH would want to partner. The attached MOU was drafted by Samaritan House; the operations integration plan was developed collaboratively by myself and Dr. Rideau and is detailed in the MOU Exhibit; and, the MOU was reviewed by Mike Peterson of Archer Norris. We are proposing only a 3-month pilot for now. The plan seems like a win-win; however, both CEO's want to approach this with responsible caution to ensure that the mutual goal of expanded access can be achieved without disruption to SDH routines and without increased operating costs for either non-profit entity.

I look forward to hearing any questions or concerns you may have.

Thank you in advance for your review and consideration of our taking this partnership to a new level.

MEMORANDUM OF UNDERSTANDING

INTRODUCTION

This Memorandum of Understanding (the "Agreement") is made between **Samaritan House**, a provider of social and health services in San Mateo County and **Sonrisas Dental Health, Inc.**, a California non-profit corporation and a provider of dental health services for individuals and families in San Mateo County and the operator of a dental facility in San Mateo (the "**Facility**") that currently has excess capacity. This Agreement documents previous discussions between the parties regarding a pilot project to explore Samaritan House using available space in Sonrisas' Facility to offer dental services to needy patients in the local community that will further both Samaritan House's and Sonrisas' missions to provide quality dental care to, and better serve, those in need of such services but without the means to afford same.

AGREEMENT

Samaritan House and Sonrisas agree as follows:

1. Pilot Project: This is a pilot project in which Samaritan House and Sonrisas will undergo a trial period with the goal of eventually agreeing and entering into a long-term, more formal agreement to collaborate to maximize resources and opportunities to expand both parties' outreach and scope of dental services to the underserved patients in the community.
2. Term: This Agreement begins on June 13, 2018 and continues for 3 months, unless cancelled by either party prior to that date, and may be renewed or extended only by mutual consent before September 13, 2018.
3. Cancellation: This Agreement may be cancelled by either party, without or without cause and without liability to the other party, at any time by giving 10 days' prior written notice. During the term of this Agreement, the parties shall use good faith efforts to resolve any identified problems or issues, but either party may terminate this Agreement at any time. In the event of cancellation by either party, Samaritan House's use of Sonrisas facilities will cease immediately upon the effective date of the termination set forth in the notice, which will not be earlier than ten (10) days after the date of the notice, and the parties shall cooperate in good faith to re-schedule any appointments and manage custodianship of dental records for Samaritan House's patients.
4. Facility Use: Sonrisas will permit Samaritan House the use of one (1) or two (2) operatories in its San Mateo Dental facility on the terms and conditions set forth in Exhibit A (attached.)
5. Responsibility for Premises: Sonrisas shall be generally responsible for maintaining the Facility in good order and providing safe working conditions for Samaritan's employees and volunteers who shall provide services to patients at the Facility. Samaritan House shall be responsible for safeguarding and taking responsibility for any damage or loss of use of the Facility and/or of Sonrisas' equipment caused by the action or negligence of Samaritan House or any of its employees and volunteers.
6. Nature of Relationship:
 - a. Samaritan House shall provide the dental services at the Facility under its own aegis, not that of Sonrisas. Sonrisas may accept patient referrals from Samaritan House to Sonrisas' service as appropriate. Sonrisas agrees that clients of Samaritan House who may be referred for Sonrisas' services become clients of Sonrisas' services and that they are not providing such services as an agent or assignee of Samaritan House.
 - b. Nothing in this Agreement shall create a relationship of corporate partnership, employment, nor an independent contract for Sonrisas' services to Samaritan House or vice versa. This Agreement is solely for Samaritan House's use of Sonrisas' Facility as set forth in this Agreement.
 - c. Both Samaritan House and Sonrisas will provide full and sole supervision to their own personnel and volunteers in any activities at the Facility appropriate to the level of service provided in accordance with California Statutes or any other applicable regulations governing activities of a dental health practice. Both parties agree that they will not provide any service that exceeds their own properly supervised (and licensed if appropriate) scope of practice.

7. Liability & Indemnification:

- a. Both Samaritan House and Sonrisas each agree to accept full responsibility for the activities of their own personnel or volunteers or clients and their respective services at or related to Sonrisas' Facility, and each party agrees to indemnify, exonerate, defend and hold harmless the other party, including without limitation, its staff, volunteers, board, agents and assigns, from and against any liability or claims made in relation to Samaritan House services' and/or use of Sonrisas' Facility.
- b. Both parties agree that their respective employees and volunteers are not employees of the other party and therefore are not entitled to any employee benefits of the other party. Each party is separately responsible for all insurance coverages and all federal or state payroll related taxes, charges or fees required to be paid including workers compensation, general liability, and unemployment for their own employees.
- c. Each party separately, at its sole cost and expense for the term of the Agreement, shall obtain and maintain liability insurance coverage for its activities and use of Sonrisas' Facility in the amount of One Million Dollars (\$1.0M) and shall name the other party as an additional insured, providing evidence of said coverage to each other of the following:
 - i. Workers compensation in the minimum statutorily required coverage amount.
 - ii. Comprehensive Commercial General Liability Insurance coverage in the minimum amount of \$1,000,000 combined single limit, including coverage for bodily injury, personal injury, broad form property damage, contractual liability and cross-liability.
 - iii. Professional liability insurance in the minimum amount of \$1,000,000 combined single limit.

8. Confidentiality:

- a. Both parties will ensure the other parties' clients' confidentiality in accordance with HIPAA or any other applicable standards governing the conduct of dental health services.
- b. In the event of any potential breach of such confidentiality, the breaching party agrees to notify the other party immediately and take any necessary immediate steps to rectify said breach.
- c. Neither party shall have access to the patient records of the other party's patients under any circumstances.
- d. Both Samaritan House and Sonrisas will ensure that their staff and volunteers are trained and supervised to protect confidentiality of all parties to this Agreement and their respective patients.

9. Communications: Communications with regard to use of Facility shall be between Sonrisas' CEO and Samaritan House's Dental Director.

Both Samaritan House and Sonrisas enter into this Agreement on the date set forth below.

Dated: 5/7/2018

By: 
Bart Charlow, LMFT, CEO
Samaritan House

Dated: _____

By: _____
Bonnie Jue, DDS, CEO
Sonrisas

Exhibit A (Terms of Use & Collaboration)

This will be considered a pilot program in which Samaritan House and Sonrisas Dental Health (Sonrisas) will collaborate to maximize resources and opportunities to expand outreach and scope of services to the low-income local community.

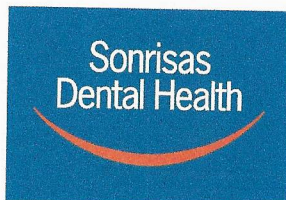
The following terms have been agreed upon by both Dr. Rideau, Samaritan House Dental Director, and Dr. Bonnie Jue, Sonrisas CEO:

1. A Samaritan House dentist (Dr. Rideau) will utilize clinical space at the Sonrisas Dental Health – San Mateo Center (Sonrisas) to see and treat Samaritan House patients, limited to two (2) weekday mornings per month (specific days to be determined by mutual consent), with Samaritan House having the right to use no more than two (2) operatories during such time periods and the right to use the common areas of the building as is reasonably required for providing dental care to Samaritan House's patients. Sonrisas will provide the use of the operatories and common areas rent-free during the term of this Agreement.
 - a. The initial pilot program will span 3 months.
 - b. Subsequently, Dr. Rideau and Dr. Jue will evaluate program and determine feasibility of continuation of program.
2. Primarily patients who have children (ages 0-20) who have Denti-Cal coverage will be eligible to participate in this pilot program, in the hopes of having those children become patients of Sonrisas, as they have the capacity to treat pediatric dental patients.
 - a. On the day of the Samaritan House parent's appointment, he/she can fill out intake forms for the child and make an appointment for the child for another date (the reason for this is that it would be difficult to see the parent and child on the same day if there is no one to watch the child during the parents' treatment time. This will make scheduling less complicated and confusing).
3. Procedures that will be provided by Samaritan House during this pilot will be for restorative purposes, excluding endodontic therapy.
4. Except as set forth below in this paragraph 4, Samaritan House will provide all of the staffing needed for seeing the Samaritan House patients at the Facility, except that Sonrisas' receptionist will receive Samaritan House patients upon their arrival at the Facility, and Sonrisas shall provide the services of its care coordinator for two (2) hours per month to order, stock and organize supplies for Samaritan House's use. Samaritan House will maintain the patient charts and records for its patients separate from Sonrisas; provided, however, that the parties shall cooperate to arrange to have Samaritan House digital xX-rays for its patients to be seen emailed to the Facility prior to the patient's appointment dates, so they are accessible by Samaritan House personnel the day of treatment; provided further that Samaritan House shall provide Sonrisas a list of the scheduled Samaritan House patients to be seen at the Facility during any given week by the Monday before the patient's appointment date, in order for their staff to prepare for the Samaritan House patients. Any revisions to the schedule should be sent to Sonrisas once changes are made.
 - a. The appointment list and x-rays can be emailed to admin@sonrisasdental.org
 - b. If x-rays are needed on the day of the appointment, Dr. Rideau will work with Dr. Jue on logistics and any training required of Samaritan House personnel (this is not anticipated for most procedures).
5. Samaritan House will compensate Sonrisas for the cost of materials and supplies used to treat Samaritan House patients and the cost of sterilizing re-usable instruments. All Samaritan House employees and volunteers shall dispose of a medical waste from the patients in strict compliance with Sonrisas' procedures for same.

- a. Dr. Rideau and Dr. Jue will agree upon a formula to determine these costs per procedure.
- b. Invoices for these supplies will be submitted monthly by Sonrisas to Samaritan House and are due and payable within ten (10) days after submittal to Samaritan House.

6. Dr. Jue has offered to provide dental hygiene services to two Samaritan House patients at these times in a desire to offer her services as a Samaritan House volunteer; however, since these services would be provided at her place of employment, these services could be considered a donation in-kind from Sonrisas. Samaritan House will track those hours as an in-kind donation as appropriate.

D



DATE: May 10, 2018
TO: SDH Board of Directors
CC: Cheryl Fama, CFO
FROM: Vickie Yee, PHCD CBO
RE: **FY 2018 March 2018 Unaudited Financials and YTD Performance to Budget**

MARCH PERFORMANCE:

- A. Revenue:** Net Patient Revenue was **\$144,830**.
- 1,029 visits which is the highest YTD.
 - Total deductions from gross revenue were 50% - Down by 4% over prior month due to a lower prior period adjustment.
- B. Grants & Donations: \$101,003** (\$90,000 from PHCD)
- C. Total Net Income - \$245,833**
- D. EXPENSES:**
- Direct were \$120,053** - Down \$1,481 over prior month due to a net decrease in lab fees and an increase in sterilization services.
 - Indirect were \$128,259** - Down \$27,716 over prior month. Expenses under Transition Accounting Services were overstated in February in the amount of \$23,503 due to a catch-up of accounting services rendered in November, December, and January. In the current month, a credit of \$2,046 from AccountTemps was received due to management's demand for remuneration for poor performance.
- E. NET ORDINARY INCOME: <\$2,479>** - Improved by \$657 over prior month.

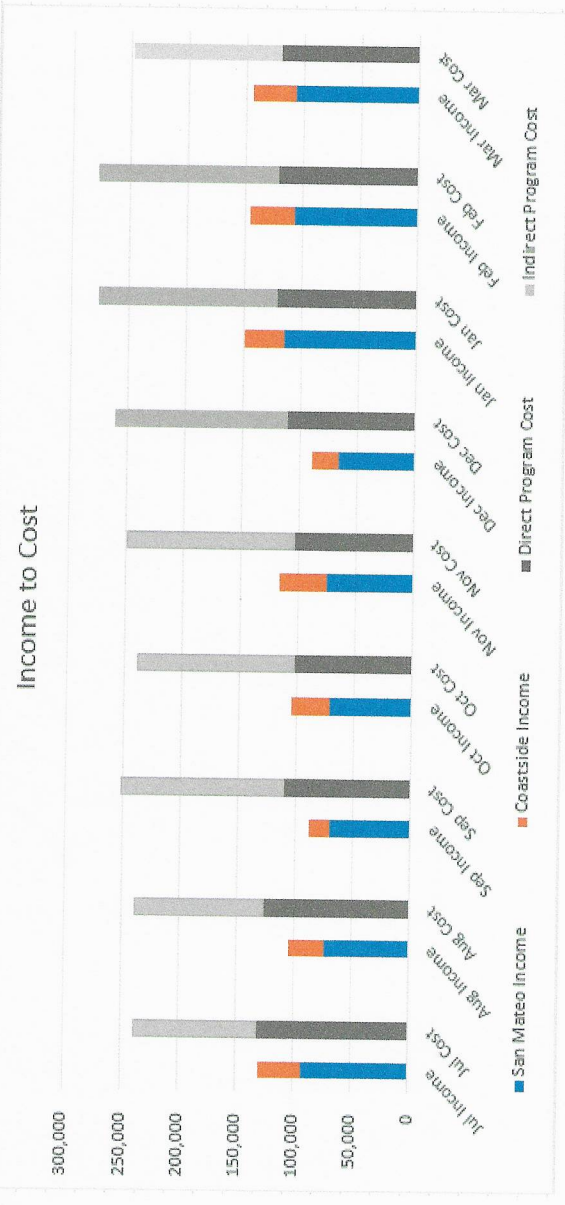
PERFORMANCE TO BUDGET – YEAR TO DATE (July-March):

- | | |
|--------------------------------------|-------------------------------------|
| A. Gross Patient revenue | \$200,788 worse than budget |
| B. Total deductions from revenue | \$221,868 better than budget |
| C. Total grants/donations/incentives | \$476,290 better than budget |
| D. Direct costs: | \$222,615 better than budget by 17% |
| E. Indirect costs: | \$ 14,408 worse than budget by 1% |
| F. Total costs: | \$208,207 better than budget by 8% |

NET ORDINARY INCOME YTD: <\$275,806> which is \$705,577 less than the budget of **<\$981,383>**

Sonrisas Dental Health Operations

| | Jul 17 | Aug 17 | Sep 17 | Oct 17 | Nov 17 | Dec 17 | Jan 18 | Feb 18 | Mar 18 | Apr 18 Forecast | Total |
|-----------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|--------------------|
| San Mateo Income | 93,016 | 74,506 | 70,903 | 71,933 | 76,633 | 67,082 | 116,144 | 107,669 | 107,779 | 96,973 | 882,618 |
| Coastside Income | 37,432 | 30,074 | 16,230 | 31,735 | 38,547 | 21,446 | 32,289 | 37,072 | 37,050 | 37,017 | 318,894 |
| Total Income | 130,449 | 104,581 | 87,133 | 103,668 | 115,180 | 88,508 | 148,433 | 144,741 | 144,830 | 133,990 | 1,201,512 |
| Direct Program Cost | 133,019 | 126,981 | 110,223 | 102,685 | 104,044 | 111,519 | 122,602 | 121,534 | 120,052 | 117,885 | 1,170,475 |
| Indirect Program Cost | 105,238 | 111,744 | 141,534 | 136,012 | 144,117 | 149,325 | 153,030 | 155,975 | 128,259 | 125,835 | 1,351,068 |
| Total Cost | 238,257 | 238,676 | 251,757 | 238,677 | 248,161 | 260,844 | 275,632 | 277,509 | 248,311 | 243,720 | 2,521,543 |
| TOTAL | (107,808) | (134,095) | (164,624) | (135,009) | (132,981) | (172,336) | (127,199) | (132,768) | (103,482) | (109,730) | (1,320,031) |
| Dividend/Other Income | 124 | 139 | 1,155 | 149 | 148 | 152 | 188 | 21,658 | 692 | 180 | 24,565 |
| Donations Received | 16,533 | 18,422 | 72,802 | 16,247 | 29,909 | 17,764 | 18,869 | 34,458 | 10,757 | 17,300 | 253,060 |
| Settlement | 0 | 1,129,827 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,129,827 |
| Grant from PHCD | 0 | 67,000 | 120,000 | 0 | 75,000 | 150,000 | 100,000 | 75,000 | 90,000 | 73,000 | 750,000 |
| OTHER INCOME | 16,658 | 1,215,388 | 193,957 | 16,395 | 105,056 | 167,916 | 119,057 | 131,116 | 101,449 | 90,480 | 2,157,472 |
| NET INCOME | (91,150) | 1,081,294 | 29,333 | (118,614) | (27,925) | (4,420) | (8,142) | (1,652) | (2,033) | (19,250) | 837,442 |



* Chart does not include Other Income

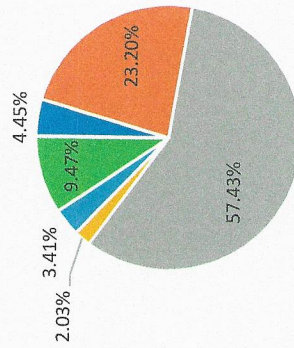
Patient Visits

| | Jul 17 | Aug 17 | Sep 17 | Oct 17 | Nov 17 | Dec 17 | Jan 18 | Feb 18 | Mar 18 | Apr 18 | Total |
|---------------------|-------------|------------|------------|------------|------------|------------|------------|------------|-------------|------------|-------------|
| San Mateo Visits | 659 | 599 | 537 | 542 | 505 | 541 | 593 | 569 | 704 | 585 | 5834 |
| Coastside Visits | 361 | 369 | 289 | 315 | 325 | 237 | 377 | 333 | 325 | 333 | 3264 |
| Total Visits | 1020 | 968 | 826 | 857 | 830 | 778 | 970 | 902 | 1029 | 918 | 9098 |

Patient Visits by Payer

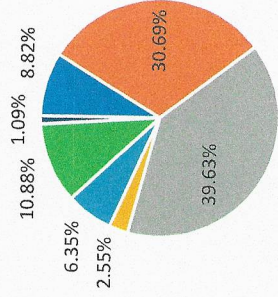
| | Jul 17 | Aug 17 | Sep 17 | Oct 17 | Nov 17 | Dec 17 | Jan 18 | Feb 18 | Mar 18 | Apr 18 | Total |
|----------------------|-------------|------------|------------|------------|------------|------------|------------|------------|-------------|------------|-------------|
| Commercial Insur. | 36 | 36 | 39 | 32 | 37 | 53 | 55 | 36 | 41 | 40 | 405 |
| PPO | 242 | 196 | 182 | 204 | 198 | 240 | 218 | 184 | 236 | 211 | 2111 |
| Public Dental Insur. | 575 | 605 | 489 | 495 | 456 | 378 | 548 | 551 | 596 | 532 | 5225 |
| Farmworker | 21 | 18 | 1 | 18 | 10 | 15 | 28 | 19 | 29 | 26 | 185 |
| Private Pay | 47 | 37 | 28 | 27 | 35 | 20 | 24 | 26 | 40 | 26 | 310 |
| Affordable Plan | 99 | 76 | 87 | 81 | 94 | 72 | 97 | 86 | 87 | 83 | 862 |
| Total Visits | 1020 | 968 | 826 | 857 | 830 | 778 | 970 | 902 | 1029 | 918 | 9098 |

Visits by Payer as a Percentage YTD thru April



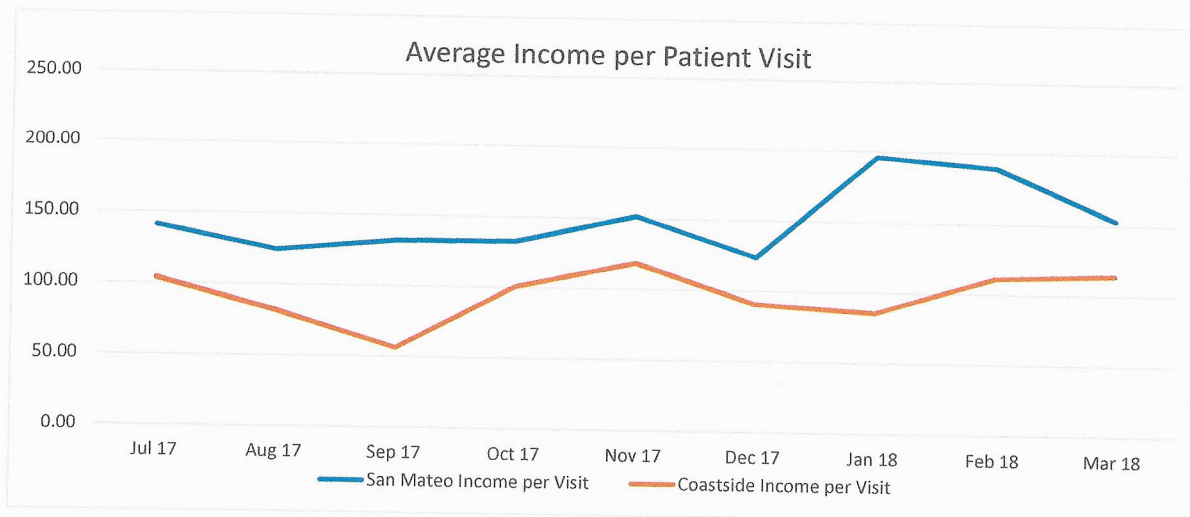
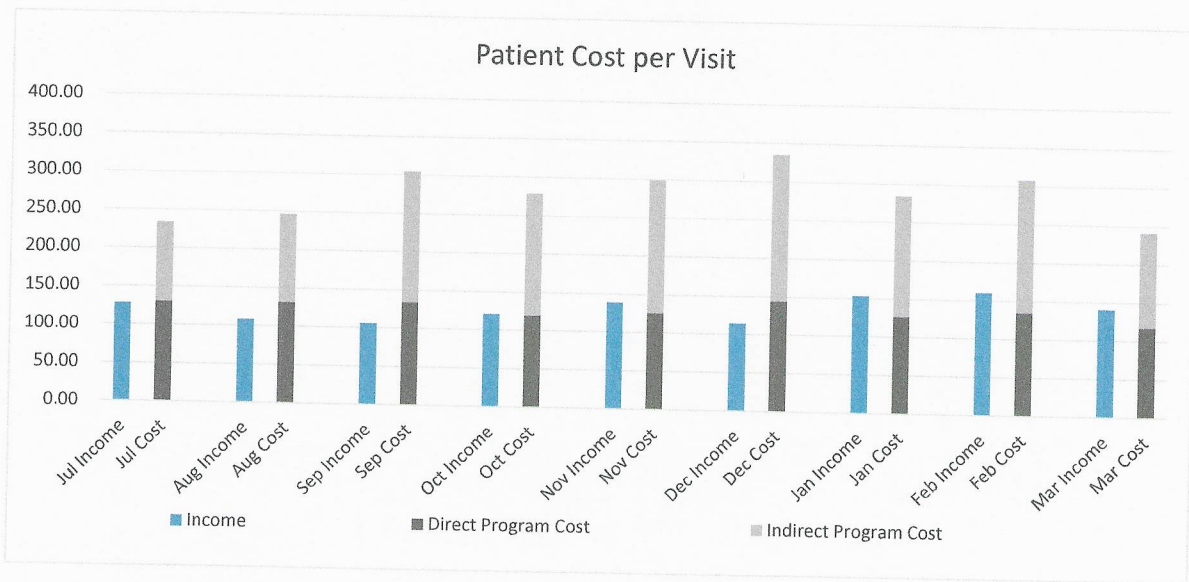
- Commercial Insur.
- Public Dental Insur.
- Private Pay
- PPO
- Farmworker
- Affordable Plan

Net Program Revenue by Payer as a Percentage - YTD thru May



- Commercial Insur.
- Public Dental Insur.
- Private Pay
- PPO
- Farmworker
- Hope Fund
- Affordable Plan

| | Patient Cost per Visit | | | | | | | | |
|-------------------------|------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| | Jul 17 | Aug 17 | Sep 17 | Oct 17 | Nov 17 | Dec 17 | Jan 18 | Feb 18 | Mar 18 |
| Income per Visit | 127.89 | 108.04 | 105.49 | 120.97 | 138.77 | 113.76 | 153.02 | 160.47 | 140.75 |
| Direct Cost per Visit | (130.41) | (131.13) | (133.44) | (119.80) | (125.35) | (143.34) | (126.39) | (134.74) | (116.67) |
| Indirect Cost per Visit | (103.17) | (115.44) | (171.35) | (158.71) | (173.63) | (191.93) | (157.76) | (172.92) | (124.64) |
| Cost per Visit | (105.69) | (138.53) | (199.30) | (157.54) | (160.22) | (221.51) | (131.13) | (147.19) | (100.57) |



SONRISAS DENTAL HEALTH, INC.
Profit & Loss - Monthly
July 2017 through March 2018

| Ordinary Income/Expense | Jul 17 | Aug 17 | Sep 17 | Oct 17 | Nov 17 | Dec 17 | Jan 18 | Feb 18 | Mar 18 | TOTAL |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|--------------------|
| Income | | | | | | | | | | |
| Program Revenue | | | | | | | | | | |
| Patient Services | | | | | | | | | | |
| 4103 - Commercial Insur. | 11,560 | 7,688 | 12,261 | 11,008 | 9,173 | 16,801 | 15,796 | 12,212 | 7,367 | 103,866 |
| 4102 - PPO | 70,697 | 57,503 | 51,000 | 52,492 | 61,257 | 67,506 | 65,664 | 60,830 | 73,388 | 560,337 |
| 4100 - Public Dental Insurance | 175,694 | 172,937 | 134,415 | 158,218 | 131,348 | 109,361 | 147,671 | 165,631 | 160,501 | 1,355,776 |
| 4106 - Private Pay | 14,651 | 8,091 | 6,844 | 5,412 | 8,104 | 7,200 | 5,645 | 4,525 | 11,948 | 72,420 |
| 4101 - Affordable Plan | 30,865 | 15,230 | 19,598 | 17,060 | 25,227 | 14,927 | 22,493 | 18,147 | 23,368 | 186,915 |
| 4104 - Farmworker | 8,311 | 10,799 | 825 | 6,597 | 4,177 | 4,829 | 11,439 | 8,123 | 14,212 | 69,312 |
| 4105 - Hope Fund | 207 | 251 | 0 | 242 | 123 | 986 | 0 | 123 | 0 | 1,932 |
| 4109 - Virtual Dentistry Home | 0 | 0 | 0 | 0 | 0 | 0 | (319) | 0 | 0 | (319) |
| Total Patient Services | 311,985 | 272,499 | 224,943 | 251,029 | 239,409 | 221,610 | 268,389 | 269,591 | 290,784 | 2,350,239 |
| Uncompensated Care | | | | | | | | | | |
| 5020 - Prior Period Adjustment | (7,073) | (7,404) | (4,791) | (9,266) | (1,812) | (18,006) | 32,150 | 33,104 | 16,149 | 33,051 |
| 5005 - Commercial Insur. | (357) | (146) | (25) | (21) | (448) | (367) | (650) | (1,247) | 0 | (3,261) |
| 5004 - PPO | (26,946) | (20,464) | (21,239) | (20,236) | (22,877) | (26,694) | (24,863) | (20,408) | (26,582) | (210,299) |
| 5009 - Public Dental Insurance | (117,956) | (113,957) | (91,524) | (103,325) | (82,235) | (68,043) | (99,283) | (114,012) | (113,476) | (903,851) |
| 5006 - Private Pay | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 5007 - Affordable Plan | (10,343) | (5,461) | (7,115) | (5,396) | (8,460) | (4,979) | (8,503) | (5,821) | (6,772) | (62,850) |
| 5003 - Farmworker Program | (9,732) | (7,333) | (330) | (3,611) | (4,011) | (5,309) | (4,080) | (6,274) | (4,677) | (45,357) |
| 5002 - Hope Fund | 169 | (4,172) | (2,608) | 0 | 0 | 0 | (3,970) | 0 | 0 | (10,581) |
| 5001 - Fee Adjustments | (9,371) | (8,981) | (10,178) | (5,506) | (4,386) | (9,714) | (6,788) | (9,902) | (10,596) | (75,402) |
| 5010 - Bad Debt Write-off | 113 | 0 | 0 | 0 | 0 | 0 | (3,989) | (290) | 0 | (4,166) |
| Total Uncompensated Care | (181,536) | (167,918) | (137,810) | (147,361) | (124,229) | (133,102) | (119,956) | (124,850) | (145,954) | (1,282,716) |
| Total Program Revenue | 130,449 | 104,581 | 87,133 | 103,668 | 115,180 | 88,508 | 148,433 | 144,741 | 144,830 | 1,067,523 |
| Donations and Incentives | | | | | | | | | | |
| 5100 - Donations | 427 | 67,368 | 575 | 2,066 | 746 | 608 | 1,008 | 143 | 3,465 | 76,406 |
| 5101 - In-Kind Donations | 700 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 700 |
| 5103 - Incentives | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 21,488 | 0 | 21,488 |
| 5105 - Raffle | 820 | 200 | 1,410 | 0 | 0 | 0 | 0 | 0 | 0 | 2,430 |
| 5106 - Other Events | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 246 | 246 |
| 5150 - Unrestricted Grants | 0 | 0 | 175,500 | 1,151 | 75,000 | 150,000 | 100,000 | 115,000 | 90,000 | 706,651 |
| 5199 - Net Assets Released from Restri | 14,566 | 17,855 | 15,317 | 13,030 | 29,163 | 17,156 | 17,861 | (5,685) | 7,292 | 126,575 |
| Total Donations and Incentives | 16,533 | 85,423 | 192,802 | 16,247 | 104,909 | 167,764 | 118,869 | 130,946 | 101,003 | 934,496 |
| Total Income | 146,982 | 190,004 | 279,935 | 119,915 | 220,089 | 256,272 | 267,302 | 275,687 | 245,833 | 2,002,019 |
| Expense | | | | | | | | | | |
| Direct Program Costs | | | | | | | | | | |
| Personnel | | | | | | | | | | |
| 5250 - Direct Program Salaries | 93,323 | 93,533 | 80,054 | 73,093 | 79,259 | 85,867 | 86,410 | 91,138 | 93,501 | 776,178 |
| 5260 - Payroll Taxes | 6,952 | 6,976 | 5,674 | 5,415 | 5,878 | 5,678 | 6,672 | 6,803 | 6,907 | 56,955 |
| 5261 - Unemployment Taxes | 165 | 147 | 150 | 261 | 159 | (76) | 1,349 | 807 | 331 | 3,293 |

SONRISAS DENTAL HEALTH, INC.
Profit & Loss - Monthly
July 2017 through March 2018

| | Jul 17 | Aug 17 | Sep 17 | Oct 17 | Nov 17 | Dec 17 | Jan 18 | Feb 18 | Mar 18 | TOTAL |
|---------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|
| 5270 - Benefits | 5,515 | 4,063 | 3,152 | 3,242 | 2,325 | 4,057 | 2,047 | 2,329 | 2,180 | 28,910 |
| 5275 - 401k Match | 768 | 0 | 0 | 0 | 0 | 0 | 983 | 940 | 954 | 3,645 |
| 5278 - Worker's Comp. | 1,265 | 1,265 | 1,265 | 1,265 | 1,265 | 1,265 | 1,265 | 1,265 | 1,265 | 11,385 |
| 5280 - Continuing Educ. | 50 | 0 | 1,307 | 598 | 0 | 0 | 0 | 0 | 0 | 1,955 |
| 5281 - Licenses and Registrations | 0 | 36 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 36 |
| Total Personnel | 108,038 | 106,020 | 91,602 | 83,874 | 88,886 | 96,791 | 98,726 | 103,282 | 105,138 | 882,357 |
| 5320 - Dental Supplies | 11,817 | 13,027 | 11,887 | 6,433 | 5,634 | 9,226 | 10,598 | 11,253 | 9,184 | 89,059 |
| 5325 - Small Dental Equipment | 0 | 0 | 811 | 0 | 0 | 0 | 362 | 0 | 0 | 1,173 |
| 5326 - Dental Equipment Repair | 491 | 745 | 705 | 1,339 | 1,787 | 118 | 785 | 0 | 630 | 6,600 |
| 5330 - Lab Fees | 11,997 | 4,221 | 4,350 | 10,345 | 6,638 | 3,320 | 10,504 | 6,743 | 3,455 | 61,573 |
| 5331 - Uniforms | 0 | 0 | 0 | 0 | 227 | 1,581 | 1,371 | 0 | 130 | 3,309 |
| Contracted Services | | | | | | | | | | |
| 5302 - Interpreters | 0 | 0 | 0 | 0 | 0 | (30) | 0 | 0 | 0 | (30) |
| 5303 - Sterilization Services | 613 | 1,011 | 806 | 613 | 810 | 420 | 194 | 194 | 1,454 | 6,115 |
| 5305 - Shredding | 62 | 62 | 62 | 62 | 62 | 93 | 62 | 62 | 62 | 589 |
| 5306 - Dental Specialist | 0 | 1,845 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,845 |
| Total Contracted Services | 675 | 2,918 | 868 | 675 | 872 | 483 | 256 | 256 | 1,516 | 8,519 |
| Total Direct Program Costs | 133,018 | 126,931 | 110,223 | 102,666 | 104,044 | 111,519 | 122,602 | 121,534 | 120,053 | 1,052,590 |
| Indirect Costs | | | | | | | | | | |
| Administrative Personnel | | | | | | | | | | |
| 5450 - Salaries/Wages | 35,943 | 40,253 | 42,505 | 37,726 | 46,985 | 57,044 | 56,968 | 53,521 | 52,782 | 423,727 |
| 5460 - Payroll Taxes, Admin/Mgmt | 2,734 | 3,072 | 3,244 | 2,844 | 3,572 | 3,944 | 4,448 | 4,077 | 4,026 | 31,961 |
| 5461 - Unemployment Taxes | 2 | 29 | 133 | 29 | 115 | 2,922 | 2,634 | 947 | 484 | 7,295 |
| 5470 - Benefits | 1,107 | 277 | 963 | 963 | 963 | 1,110 | 833 | 851 | 921 | 7,988 |
| 5475 - 401k Match, Admin/Mgmt. | 203 | 0 | 0 | 0 | 0 | 0 | 361 | 280 | 429 | 1,273 |
| 5478 - Worker's Comp. | 316 | 316 | 316 | 316 | 316 | 316 | 316 | 316 | 316 | 2,844 |
| Total Administrative Personnel | 40,305 | 43,947 | 47,161 | 41,878 | 51,951 | 65,336 | 65,560 | 59,992 | 58,958 | 475,088 |
| Facilities Expenses | | | | | | | | | | |
| 5600 - Auto Expenses | 611 | (117) | 257 | 99 | 219 | 363 | 446 | 764 | 99 | 2,741 |
| 5610 - Building Maintenance | 1,006 | 616 | 671 | 691 | 511 | 483 | 799 | 787 | 865 | 6,429 |
| 5611 - Janitorial Service | 1,696 | 1,696 | 1,859 | 1,859 | 1,909 | 1,859 | 1,859 | 1,859 | 1,655 | 16,251 |
| 5670 - Rent | 18,083 | 18,083 | 18,083 | 18,083 | 18,083 | 18,083 | 18,529 | 18,529 | 18,529 | 164,085 |
| 5672 - Phone / Internet | 1,197 | 925 | 3,078 | 1,261 | 2,254 | 1,400 | 1,281 | 1,105 | 1,084 | 13,585 |
| 5680 - Utilities | 1,840 | 2,083 | 2,128 | 2,099 | 1,901 | 1,037 | 4,103 | 1,986 | 2,306 | 19,483 |
| Total Facilities Expenses | 24,433 | 23,286 | 26,076 | 24,092 | 24,877 | 23,225 | 27,017 | 25,030 | 24,538 | 222,574 |
| Transition Costs | | | | | | | | | | |
| 5801 - Transition Accounting Services | 0 | 1,607 | 15,657 | 15,772 | 6,949 | 6,318 | 6,623 | 23,503 | (2,046) | 74,383 |
| 5802 - Transition Billing Services | 0 | 0 | 0 | 100 | 0 | 0 | 0 | 0 | 0 | 100 |
| 5803 - Transition Branding/Marketing | 0 | 0 | 3,500 | 1,979 | 8,000 | 2,718 | 0 | 0 | 507 | 16,704 |
| 5804 - Transition IT Services | 0 | 3,551 | 2,623 | 10,373 | 10,865 | 8,297 | 5,584 | 4,423 | 4,603 | 50,319 |
| 5805 - Transition HR Services | 0 | 0 | 1,980 | 0 | 0 | 0 | 0 | 0 | 0 | 1,980 |
| Total Transition Costs | 0 | 5,158 | 23,760 | 28,224 | 25,814 | 17,333 | 12,207 | 27,926 | 3,064 | 143,486 |

SONRISAS DENTAL HEALTH, INC.
Profit & Loss - Monthly
July 2017 through March 2018

| Office Exp. | Jul 17 | Aug 17 | Sep 17 | Oct 17 | Nov 17 | Dec 17 | Jan 18 | Feb 18 | Mar 18 | TOTAL |
|---------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| 5502 - Claims Processing | 111 | 125 | 114 | 100 | 97 | 39 | 109 | 79 | 172 | 946 |
| 5504 - Payroll Processing / BG Checks | 443 | 470 | 586 | 444 | 462 | 507 | 871 | 396 | 665 | 4,844 |
| 5505 - Collection Agencies | 0 | 0 | 7 | 0 | 0 | 0 | 0 | 0 | 0 | 7 |
| 5616 - Patient Notification | 495 | 495 | 240 | 495 | 495 | 240 | 495 | 750 | 240 | 3,945 |
| 5655 - Miscellaneous Expense | 0 | 0 | 60 | 0 | 0 | 0 | 20 | 0 | 0 | 80 |
| 5660 - Office Supplies | 755 | 650 | 836 | 629 | 1,019 | 169 | 1,513 | 485 | 676 | 6,732 |
| 5665 - Postage and Shipping | 67 | 0 | 209 | 0 | 34 | 71 | 370 | 0 | 592 | 1,343 |
| 5668 - Printing Costs | 0 | 0 | 0 | 44 | 91 | 105 | 625 | 321 | 164 | 1,350 |
| Total Office Exp. | 1,871 | 1,740 | 2,052 | 1,712 | 2,198 | 1,131 | 4,003 | 2,031 | 2,509 | 19,247 |
| Equipment Expenses | | | | | | | | | | |
| 5507 - Computer Support | 1,840 | 1,840 | 1,840 | 1,840 | 2,167 | 0 | 0 | 0 | 0 | 9,527 |
| 5608 - Software Support | 408 | 588 | 588 | 683 | 868 | 277 | 428 | 383 | 469 | 4,692 |
| 5630 - Office Equip. Maintenance | 92 | 92 | 240 | 92 | 92 | 92 | 0 | 322 | 0 | 1,022 |
| Total Equipment Expenses | 2,340 | 2,520 | 2,668 | 2,615 | 3,127 | 369 | 428 | 705 | 469 | 15,241 |
| Insurance | | | | | | | | | | |
| 5635 - Auto Insurance | 437 | 437 | 437 | 437 | 437 | 437 | 437 | 437 | 437 | 3,933 |
| 5636 - Malpractice (Prof. Liab.) | 417 | 417 | 417 | 417 | 417 | 417 | 417 | 417 | 417 | 3,753 |
| 5637 - Liability & Property | 825 | 825 | 825 | 825 | 138 | 825 | 2,389 | 732 | 1,448 | 8,832 |
| 5638 - Directors & Officer Liability | 265 | 172 | 409 | 295 | 295 | 295 | 295 | 295 | 295 | 2,616 |
| Total Insurance | 1,944 | 1,851 | 2,088 | 1,974 | 1,287 | 1,974 | 3,538 | 1,881 | 2,597 | 19,134 |
| Outsourced Services | | | | | | | | | | |
| 5503 - Consultants | 375 | 375 | 375 | 0 | 0 | 0 | 0 | 0 | 0 | 1,125 |
| 5510 - Management Fee | 0 | 0 | 0 | 0 | 0 | 100 | 100 | 0 | 0 | 200 |
| Total Outsourced Services | 375 | 375 | 375 | 0 | 0 | 100 | 100 | 0 | 0 | 1,325 |
| Fundraising Expenses | | | | | | | | | | |
| 5632 - Fundraising Expenses | 810 | 110 | 110 | 110 | 110 | 110 | 110 | 110 | 110 | 1,690 |
| 5633 - Fundraising Consulting | 2,090 | 1,018 | 2,230 | 2,977 | 1,680 | 6,497 | 6,362 | 5,462 | 2,538 | 30,854 |
| Total Fundraising Expenses | 2,900 | 1,128 | 2,340 | 3,087 | 1,790 | 6,607 | 6,472 | 5,572 | 2,648 | 32,544 |
| Fees and Interest | | | | | | | | | | |
| 5605 - Service Charges | 35 | 53 | 43 | 28 | 64 | 110 | 106 | 80 | 0 | 519 |
| 5625 - Penalty charges | 1,515 | 0 | 0 | 0 | 468 | (468) | 0 | 0 | 0 | 1,515 |
| 5641 - Finance Charges | 42 | 22 | 16 | 6 | 6 | 6 | 0 | 92 | 14 | 204 |
| 5642 - Loan Interest | 5,325 | 4,556 | 5,515 | 4,637 | 4,542 | 4,715 | 4,756 | 4,382 | 4,836 | 43,264 |
| 5650 - Merchant Processing | 918 | 748 | 658 | 711 | 868 | 580 | 691 | 780 | 819 | 6,773 |
| Total Fees and Interest | 7,835 | 5,379 | 6,232 | 5,382 | 5,948 | 4,943 | 5,553 | 5,334 | 5,669 | 52,275 |
| 5615 - Depreciation Expense | 22,299 | 22,299 | 22,299 | 22,299 | 22,299 | 22,299 | 22,279 | 22,279 | 22,279 | 200,631 |
| 5618 - Dues, Fees & License | 0 | 1,570 | 400 | 0 | 0 | 350 | 0 | 20 | 0 | 2,340 |
| 5620 - Employee Goodwill | 412 | 19 | 380 | 14 | 108 | 92 | 710 | 5 | 362 | 2,102 |
| 5639 - Recruitment Expense | 75 | 0 | 366 | 222 | 78 | 393 | 387 | 114 | 476 | 2,111 |
| 5648 - Marketing Expense | 0 | 2,250 | 5,250 | 4,500 | 4,640 | 4,948 | 4,535 | 4,930 | 4,500 | 35,553 |
| Meeting & Travel Expenses | | | | | | | | | | |

SONRISAS DENTAL HEALTH, INC.
Profit & Loss - Monthly
July 2017 through March 2018

| | Jul 17 | Aug 17 | Sep 17 | Oct 17 | Nov 17 | Dec 17 | Jan 18 | Feb 18 | Mar 18 | TOTAL |
|--|-----------------|------------------|----------------|------------------|-----------------|----------------|----------------|----------------|----------------|------------------|
| 5676 - Travel Costs | 335 | 223 | 8 | 13 | 0 | 225 | 0 | 0 | 0 | 804 |
| 5677 - Meals | 29 | 0 | 64 | 0 | 0 | 0 | 170 | 0 | 120 | 383 |
| 5678 - Mileage | 85 | 0 | 15 | 0 | 0 | 0 | 71 | 156 | 70 | 397 |
| Total Meeting & Travel Expenses | 449 | 223 | 87 | 13 | 0 | 225 | 241 | 156 | 190 | 1,584 |
| Total Indirect Costs | 105,238 | 111,745 | 141,534 | 136,012 | 144,117 | 149,325 | 153,030 | 155,975 | 128,259 | 1,225,235 |
| Total Expense | 238,256 | 238,676 | 251,757 | 238,678 | 248,161 | 260,844 | 275,632 | 277,509 | 248,312 | 2,277,825 |
| Net Ordinary Income | (91,274) | (48,672) | 28,178 | (118,763) | (28,072) | (4,572) | (8,330) | (1,822) | (2,479) | (275,806) |
| Other Income/Expense | | | | | | | | | | |
| 6121 - Dividends | 124 | 139 | 130 | 149 | 148 | 152 | 188 | 170 | 184 | 1,384 |
| 6130 - Other Income | 0 | 0 | 1,025 | 0 | 0 | 0 | 0 | 0 | 262 | 1,287 |
| 6131 - Settlement | 0 | 1,129,827 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,129,827 |
| Net Other Income | 124 | 1,129,966 | 1,155 | 149 | 148 | 152 | 188 | 170 | 446 | 1,132,498 |
| Net Income | (91,150) | 1,081,294 | 29,333 | (118,614) | (27,924) | (4,420) | (6,142) | (1,652) | (2,033) | 856,692 |

SONRISAS DENTAL HEALTH, INC.
Balance Sheet - Monthly
As of March 31, 2018

| | Jul 31, 17 | Aug 31, 17 | Sep 30, 17 | Oct 31, 17 | Nov 30, 17 | Dec 31, 17 | Jan 31, 18 | Feb 28, 18 | Mar 31, 18 |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| ASSETS | | | | | | | | | |
| Current Assets | | | | | | | | | |
| Checking/Savings | | | | | | | | | |
| Checking/Savings | | | | | | | | | |
| 1010 - Boston Private BusinessChecking | 0 | 0 | 0 | 0 | 0 | 0 | 49,724 | 103,304 | 121,480 |
| 1050 - Wells Fargo Checking | 63,438 | 121,378 | 119,732 | 84,264 | 11,220 | 54,743 | 44,522 | 9,803 | 14,156 |
| 1070 - Merrill Lynch | 196,545 | 196,685 | 196,815 | 196,964 | 197,111 | 197,263 | 197,451 | 197,621 | 197,805 |
| Total Checking/Savings | 259,983 | 318,063 | 316,547 | 281,228 | 208,331 | 252,006 | 291,697 | 310,728 | 333,441 |
| 1175 - Petty Cash - Coastside | 400 | 400 | 385 | 381 | 381 | 381 | 381 | 381 | 381 |
| 1176 - Petty Cash -San Mateo | 200 | 200 | 142 | 128 | 200 | 181 | 200 | 200 | 200 |
| Total Checking/Savings | 260,583 | 318,663 | 317,074 | 281,737 | 208,912 | 252,568 | 292,278 | 311,309 | 334,022 |
| Accounts Receivable | | | | | | | | | |
| Accounts Receivable | | | | | | | | | |
| 1210 - Grants Receivable | 35,000 | 0 | 50,000 | 0 | 0 | 0 | 0 | 0 | 0 |
| 1250 - Accounts Receivable - Services | 208,462 | 171,567 | 144,836 | 152,543 | 162,576 | 162,803 | 190,161 | 225,659 | 200,069 |
| 1260 - Accis.Rec.- Other Agencies | 14,074 | 15,819 | 11,169 | 3,419 | 319 | (1,231) | 25,190 | 35,495 | 49,235 |
| Total Accounts Receivable | 257,536 | 187,386 | 206,005 | 155,962 | 162,895 | 161,572 | 215,351 | 261,154 | 249,304 |
| Total Accounts Receivable | 257,536 | 187,386 | 206,005 | 155,962 | 162,895 | 161,572 | 215,351 | 261,154 | 249,304 |
| Other Current Assets | | | | | | | | | |
| 1400 - Prepaid Expense | 29,300 | 27,649 | 29,296 | 27,522 | 25,749 | 26,676 | 20,590 | 24,212 | 25,309 |
| 1405 - Work Comp Deposit | 1,898 | 1,898 | 1,898 | 1,898 | 1,898 | 1,898 | 1,898 | 1,898 | 1,898 |
| 1450 - Allowance for Bad Debt | (18,775) | (18,775) | (18,775) | (18,775) | (18,775) | (18,775) | (18,775) | (18,775) | (18,775) |
| 1499 - Undeposited Funds | 2,686 | 3,451 | 8,321 | 6,853 | 0 | 10,052 | 4,081 | 12,902 | 35,011 |
| Total Other Current Assets | 15,109 | 14,223 | 20,740 | 17,498 | 8,872 | 19,851 | 7,794 | 20,237 | 43,443 |
| Total Current Assets | 533,228 | 520,272 | 543,819 | 455,197 | 380,679 | 433,991 | 515,423 | 592,700 | 626,769 |
| Fixed Assets | | | | | | | | | |
| 1320 - Leasehold Impvmt. - Coastside | 25,886 | 25,886 | 25,886 | 25,886 | 25,886 | 25,886 | 25,886 | 25,886 | 25,886 |
| 1321 - Leasehold Improv. - S. Mateo | 1,016,756 | 1,016,756 | 1,016,756 | 1,016,756 | 1,016,756 | 1,016,756 | 1,016,756 | 1,016,756 | 1,016,756 |
| 1335 - Dental Equipment - Coastside | 117,756 | 117,756 | 117,756 | 117,756 | 117,756 | 117,756 | 117,756 | 117,756 | 117,756 |
| 1336 - Dental Equipment - San Mateo | 460,259 | 460,259 | 460,259 | 460,259 | 460,259 | 460,259 | 460,259 | 460,259 | 460,259 |
| 1340 - Computers - Coastside | 35,726 | 35,726 | 35,726 | 35,726 | 35,726 | 35,726 | 35,726 | 35,726 | 35,726 |
| 1341 - Computers - San Mateo | 65,633 | 65,633 | 65,633 | 65,633 | 65,633 | 65,633 | 65,633 | 65,633 | 65,633 |
| 1350 - Mobile Equipment | 188,945 | 188,945 | 188,945 | 188,945 | 188,945 | 188,945 | 188,945 | 188,945 | 188,945 |
| 1370 - Furniture/Fixtures - Coastside | 8,515 | 8,515 | 8,515 | 8,515 | 8,515 | 8,515 | 8,515 | 8,515 | 8,515 |
| 1371 - Furniture/Fixtures - S.Mateo | 109,021 | 109,021 | 109,021 | 109,021 | 109,021 | 109,021 | 109,021 | 109,021 | 109,021 |
| 1380 - Truck | 111,934 | 111,934 | 111,934 | 111,934 | 111,934 | 111,934 | 111,934 | 111,934 | 111,934 |
| Less Accumulated Depr. | | | | | | | | | |
| 1390 - Accum. Depreciation-Coastside | (126,524) | (127,781) | (129,038) | (130,295) | (131,552) | (132,809) | (134,045) | (135,281) | (136,518) |
| 1395 - Accum. Depreciation - San Mateo | (273,003) | (294,045) | (315,088) | (336,130) | (357,173) | (378,215) | (399,258) | (420,301) | (441,343) |
| Total Less Accumulated Depr. | (399,527) | (421,826) | (444,126) | (466,425) | (488,725) | (511,024) | (533,303) | (555,582) | (577,861) |
| Total Fixed Assets | 1,740,904 | 1,718,605 | 1,696,305 | 1,674,006 | 1,651,706 | 1,629,407 | 1,607,128 | 1,584,849 | 1,562,576 |

SONRISAS DENTAL HEALTH, INC.
Balance Sheet - Monthly
As of March 31, 2018

| | Jul 31, 17 | Aug 31, 17 | Sep 30, 17 | Oct 31, 17 | Nov 30, 17 | Dec 31, 17 | Jan 31, 18 | Feb 28, 18 | Mar 31, 18 |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Total Fixed Assets | 1,740,904 | 1,718,605 | 1,696,305 | 1,674,006 | 1,651,706 | 1,629,407 | 1,607,128 | 1,584,849 | 1,562,576 |
| Other Assets | | | | | | | | | |
| 1420 - Security Deposits | 14,697 | 14,697 | 14,697 | 14,697 | 14,697 | 14,697 | 14,697 | 14,697 | 14,697 |
| Total Other Assets | 14,697 | 14,697 | 14,697 | 14,697 | 14,697 | 14,697 | 14,697 | 14,697 | 14,697 |
| TOTAL ASSETS | <u>2,288,829</u> | <u>2,253,574</u> | <u>2,254,821</u> | <u>2,143,900</u> | <u>2,047,082</u> | <u>2,078,094</u> | <u>2,137,248</u> | <u>2,192,247</u> | <u>2,204,042</u> |
| LIABILITIES & EQUITY | | | | | | | | | |
| Liabilities | | | | | | | | | |
| Current Liabilities | | | | | | | | | |
| Accounts Payable | 248,887 | 49,239 | 24,326 | 25,423 | 27,150 | 36,634 | 44,544 | 65,636 | 40,324 |
| Total Accounts Payable | <u>248,887</u> | <u>49,239</u> | <u>24,326</u> | <u>25,423</u> | <u>27,150</u> | <u>36,634</u> | <u>44,544</u> | <u>65,636</u> | <u>40,324</u> |
| Credit Cards | | | | | | | | | |
| 2112 - Wells Fargo Visa-Rothstein | 1,315 | 2,483 | 1,607 | 958 | 333 | 0 | 739 | 252 | 779 |
| 2114 - Wells Fargo Visa-Kimmiburgh | 1,779 | 3,616 | 6,344 | 3,686 | 4,893 | 0 | 7,768 | 222 | 4,202 |
| 2115 - Wells Fargo Visa-Cota | 53 | 7 | 67 | 0 | 153 | 0 | 0 | 52 | 0 |
| Total Credit Cards | <u>3,147</u> | <u>6,106</u> | <u>8,018</u> | <u>4,644</u> | <u>5,379</u> | <u>0</u> | <u>8,507</u> | <u>526</u> | <u>4,981</u> |
| Total Credit Cards | <u>3,147</u> | <u>6,106</u> | <u>8,018</u> | <u>4,644</u> | <u>5,379</u> | <u>0</u> | <u>8,507</u> | <u>526</u> | <u>4,981</u> |
| Other Current Liabilities | | | | | | | | | |
| 2200 - Accrued Payables | 446 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2205 - Accrued Interest | 11,180 | 781 | 260 | 260 | 260 | 260 | 260 | 260 | 260 |
| 2210 - NAF Bridge Loan | 150,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| *Payroll Liabilities | | | | | | | | | |
| 2300 - Accrued Salaries/Wages | 70,265 | 85,919 | 89,112 | 92,071 | 44,032 | 69,514 | 85,616 | 86,172 | 100,181 |
| 2301 - Accrued PTO | 43,038 | 43,038 | 43,038 | 43,038 | 43,038 | 43,038 | 43,038 | 43,038 | 43,038 |
| 2302 - Accrued Incentives | 18,760 | 12,507 | 6,253 | 0 | (6,253) | 0 | 0 | 0 | 0 |
| 2321 - 401k Funds Payable | 0 | 0 | 0 | 0 | 0 | 0 | 5,462 | 10,409 | 10,938 |
| 2383 - Accrued Payroll Taxes | 5,414 | 6,609 | 6,620 | 6,781 | 8,514 | 0 | 1,597 | 1,980 | 2,878 |
| 2384 - Accrued PR Taxes on PTO | 3,292 | 3,292 | 3,292 | 3,292 | 3,292 | 3,292 | 3,292 | 3,292 | 3,292 |
| 2385 - Accrued PR Taxes on Incentives | 1,435 | 957 | 478 | 0 | (478) | 0 | 0 | 0 | 0 |
| 2387 - Accrued 401K Match | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total *Payroll Liabilities | <u>142,204</u> | <u>152,322</u> | <u>148,793</u> | <u>145,182</u> | <u>92,145</u> | <u>115,844</u> | <u>139,147</u> | <u>145,092</u> | <u>160,657</u> |
| Patient Liabilities | | | | | | | | | |
| 2220 - Patient Prepayments - Coastside | 4,586 | 4,586 | 4,586 | 4,586 | 4,586 | 0 | 0 | 0 | 0 |
| 2221 - Patient Prepayments - SM | 13,869 | 13,869 | 12,723 | 12,835 | 12,835 | 4,199 | 4,199 | 4,199 | 1,920 |
| 2225 - Patient Refunds Payable - SM | 12,418 | 13,423 | 7,827 | 13,796 | 8,311 | 22,165 | 21,323 | 25,230 | 27,998 |
| 2226 - Patient Refunds Payable - CSTSE | 4,753 | 3,551 | 3,797 | 4,826 | 1,751 | 6,321 | 7,347 | 5,355 | 5,414 |
| Total Patient Liabilities | <u>35,626</u> | <u>35,429</u> | <u>28,933</u> | <u>36,043</u> | <u>27,483</u> | <u>32,685</u> | <u>32,869</u> | <u>34,784</u> | <u>35,332</u> |
| Total Other Current Liabilities | <u>339,456</u> | <u>188,532</u> | <u>177,986</u> | <u>181,485</u> | <u>119,888</u> | <u>148,789</u> | <u>172,276</u> | <u>180,136</u> | <u>196,249</u> |
| Total Current Liabilities | <u>591,490</u> | <u>243,877</u> | <u>210,330</u> | <u>211,552</u> | <u>152,417</u> | <u>185,423</u> | <u>225,327</u> | <u>246,298</u> | <u>241,554</u> |
| Long Term Liabilities | | | | | | | | | |
| 2701 - Accrued Rent Expense | 466,023 | 481,406 | 496,789 | 512,172 | 527,555 | 542,938 | 558,767 | 574,596 | 590,425 |

SONRISAS DENTAL HEALTH, INC.
Balance Sheet - Monthly
As of March 31, 2018

| | Jul 31, 17 | Aug 31, 17 | Sep 30, 17 | Oct 31, 17 | Nov 30, 17 | Dec 31, 17 | Jan 31, 18 | Feb 28, 18 | Mar 31, 18 |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| 2702 - PHCD Operating Loan | 250,000 | 250,000 | 250,000 | 250,000 | 250,000 | 250,000 | 250,000 | 250,000 | 250,000 |
| 2703 - PHCD T.I. Loan | 1,108,354 | 1,108,354 | 1,108,354 | 1,108,354 | 1,108,354 | 1,108,354 | 1,108,354 | 1,108,354 | 1,108,354 |
| 2705 - Note Payable | 770,413 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2706 - Accr. Interest-TI Loan | 66,436 | 69,260 | 72,695 | 75,519 | 78,252 | 81,077 | 83,900 | 86,451 | 89,275 |
| 2707 - Accr. Interest-Def. Rent | 15,692 | 16,816 | 18,375 | 19,667 | 20,955 | 22,325 | 23,736 | 25,047 | 26,538 |
| Total Long Term Liabilities | 2,676,918 | 1,925,836 | 1,946,213 | 1,965,712 | 1,985,116 | 2,004,694 | 2,024,757 | 2,044,448 | 2,064,592 |
| Total Liabilities | 3,268,408 | 2,169,713 | 2,156,543 | 2,177,264 | 2,137,533 | 2,190,117 | 2,250,084 | 2,290,746 | 2,306,146 |
| Equity | | | | | | | | | |
| 3900 - Retained Earnings- Coastsid | 349,631 | 349,631 | 349,631 | 349,631 | 349,631 | 349,631 | 349,631 | 349,631 | 349,631 |
| 3901 - Retained Earnings - San Mateo | (1,417,603) | (1,417,603) | (1,417,603) | (1,417,603) | (1,417,603) | (1,417,603) | (1,417,603) | (1,417,603) | (1,417,603) |
| 3905 - Restricted Net Assets- Coastsid | 117,984 | 103,708 | 90,996 | 81,170 | 55,212 | 41,137 | 31,033 | 41,222 | 34,868 |
| 3906 - Restricted Net Assets-S.Mateo | 61,558 | 57,980 | 55,775 | 52,571 | 49,367 | 46,285 | 63,719 | 69,520 | 74,308 |
| Net Income | (91,149) | 990,145 | 1,019,477 | 900,866 | 872,943 | 868,526 | 860,384 | 858,732 | 856,692 |
| Total Equity | (979,579) | 83,861 | 98,276 | (33,365) | (90,450) | (112,024) | (112,836) | (98,498) | (102,104) |
| TOTAL LIABILITIES & EQUITY | 2,288,829 | 2,253,574 | 2,254,819 | 2,143,900 | 2,047,082 | 2,078,094 | 2,137,248 | 2,192,247 | 2,204,042 |

SONRISAS DENTAL HEALTH, INC.
P&L Budget Performance - All Locations
March 2018

| Ordinary Income/Expense | Mar 18 | Budget | Jul '17 - Mar 18 | YTD Budget | Annual Budget |
|--|------------------|------------------|--------------------|--------------------|--------------------|
| Income | | | | | |
| Program Revenue | | | | | |
| Patient Services | | | | | |
| 4103 · Commercial Insur. | 7,367 | 9,000 | 103,866 | 80,128 | 107,128 |
| 4102 · PPO | 73,388 | 59,000 | 560,337 | 535,497 | 712,497 |
| 4100 · Public Dental Insurance | 160,501 | 180,000 | 1,355,776 | 1,560,783 | 2,100,783 |
| 4106 · Private Pay | 11,948 | | 72,420 | | |
| 4101 · Affordable Plan | 23,368 | 37,000 | 186,915 | 322,984 | 433,984 |
| 4104 · Farmworker | 14,212 | 0 | 69,312 | 51,635 | 51,635 |
| 4105 · Hope Fund | 0 | | 1,932 | | |
| 4109 · Virtual Dentistry Home | 0 | 0 | (319) | 0 | 0 |
| Total Patient Services | 290,784 | 285,000 | 2,350,239 | 2,551,027 | 3,406,027 |
| Uncompensated Care | | | | | |
| 5020 · Prior Period Adjustment | 16,149 | | 33,051 | | |
| 5005 · Commercial Insur. | 0 | | (3,261) | | |
| 5004 · PPO | (26,582) | | (210,299) | | |
| 5009 · Public Dental Insurance | (113,476) | 0 | (903,851) | 581 | 581 |
| 5007 · Affordable Plan | (6,772) | | (62,850) | | |
| 5003 · Farmworker Program | (4,677) | 0 | (45,357) | (7,599) | (7,599) |
| 5002 · Hope Fund | 0 | (1,400) | (10,581) | (15,011) | (19,211) |
| 5001 · Fee Adjustments | (10,596) | (160,000) | (75,402) | (1,395,839) | (1,875,839) |
| 5010 · Bad Debt Write-off | 0 | (1,000) | (4,166) | (6,716) | (9,716) |
| 5011 · Misc. Write Offs | 0 | (9,000) | 0 | (80,000) | (107,000) |
| Total Uncompensated Care | (145,954) | (171,400) | (1,282,716) | (1,504,584) | (2,018,784) |
| Total Program Revenue | 144,830 | 113,600 | 1,067,523 | 1,046,443 | 1,387,243 |
| Donations and Incentives | | | | | |
| 5100 · Donations | 3,465 | 0 | 76,406 | 68,370 | 68,370 |
| 5101 · In-Kind Donations | 0 | 0 | 700 | 700 | 700 |
| 5103 · Incentives | 0 | | 21,488 | | |
| 5105 · Raffle | 0 | 0 | 2,430 | 2,430 | 2,430 |
| 5106 · Other Events | 246 | 0 | 246 | 0 | 0 |
| 5150 · Unrestricted Grants | 90,000 | 0 | 706,651 | 175,500 | 175,500 |
| 5199 · Net Assets Released from Restri | 7,292 | 14,660 | 126,575 | 211,206 | 255,185 |
| Total Donations and Incentives | 101,003 | 14,660 | 934,496 | 458,206 | 502,185 |
| Total Income | 245,833 | 128,260 | 2,002,019 | 1,504,649 | 1,889,428 |
| Expense | | | | | |
| Direct Program Costs | | | | | |
| Personnel | | | | | |
| 5250 · Direct Program Salaries | 93,501 | 113,373 | 776,178 | 947,150 | 1,287,270 |
| 5260 · Payroll Taxes | 6,907 | 8,673 | 56,955 | 71,642 | 97,662 |
| 5261 · Unemployment Taxes | 331 | 35 | 3,293 | 671 | 776 |
| 5270 · Benefits | 2,180 | 3,205 | 28,910 | 31,961 | 41,576 |
| 5275 · 401k Match | 954 | 800 | 3,645 | 5,568 | 7,968 |
| 5278 · Worker's Comp. | 1,265 | 1,270 | 11,385 | 11,416 | 15,226 |
| 5280 · Continuing Educ. | 0 | 465 | 1,955 | 4,147 | 5,542 |
| 5281 · Licenses and Registrations | 0 | 110 | 36 | 696 | 1,026 |
| Total Personnel | 105,138 | 127,931 | 882,357 | 1,073,251 | 1,457,046 |
| 5320 · Dental Supplies | 9,184 | 12,000 | 89,059 | 108,730 | 144,730 |
| 5325 · Small Dental Equipment | 0 | 270 | 1,173 | 2,431 | 3,241 |
| 5326 · Dental Equipment Repair | 630 | 625 | 6,600 | 5,691 | 7,566 |
| 5330 · Lab Fees | 3,455 | 9,000 | 61,573 | 74,568 | 101,568 |
| 5331 · Uniforms | 130 | 0 | 3,309 | 0 | 0 |
| Contracted Services | | | | | |
| 5302 · Interpreters | 0 | 0 | (30) | 0 | 0 |

SONRISAS DENTAL HEALTH, INC.
P&L Budget Performance - All Locations
March 2018

| | <u>Mar 18</u> | <u>Budget</u> | <u>Jul '17 - Mar 18</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|---------------------------------------|----------------|----------------|-------------------------|-------------------|----------------------|
| 5303 - Sterilization Services | 1,454 | 850 | 6,115 | 7,531 | 10,081 |
| 5305 - Shredding | 62 | 62 | 589 | 558 | 744 |
| 5306 - Dental Specialist | 0 | 100 | 1,845 | 2,445 | 2,745 |
| Total Contracted Services | <u>1,516</u> | <u>1,012</u> | <u>8,519</u> | <u>10,534</u> | <u>13,570</u> |
| Total Direct Program Costs | <u>120,053</u> | <u>150,838</u> | <u>1,052,590</u> | <u>1,275,205</u> | <u>1,727,721</u> |
| Indirect Costs | | | | | |
| Administrative Personnel | | | | | |
| 5450 - Salaries/Wages | 52,782 | 51,235 | 423,727 | 441,438 | 595,143 |
| 5460 - Payroll Taxes, Admin/Mgmt | 4,026 | 767 | 31,961 | 14,802 | 17,101 |
| 5461 - Unemployment Taxes | 484 | 0 | 7,295 | 164 | 164 |
| 5470 - Benefits | 921 | 1,080 | 7,988 | 9,057 | 12,297 |
| 5475 - 401k Match, Admin/Mgmt. | 429 | 210 | 1,273 | 1,463 | 2,093 |
| 5478 - Worker's Comp. | 316 | 320 | 2,844 | 3,185 | 4,145 |
| Total Administrative Personnel | <u>58,958</u> | <u>53,612</u> | <u>475,088</u> | <u>470,109</u> | <u>630,943</u> |
| Facilities Expenses | | | | | |
| 5600 - Auto Expenses | 99 | 200 | 2,741 | 1,951 | 2,551 |
| 5610 - Building Maintenance | 865 | 775 | 6,429 | 6,944 | 9,269 |
| 5611 - Janitorial Service | 1,655 | 1,859 | 16,251 | 16,405 | 21,982 |
| 5670 - Rent | 18,529 | 18,544 | 164,085 | 165,930 | 221,562 |
| 5672 - Phone / Internet | 1,084 | 1,050 | 13,586 | 12,062 | 15,212 |
| 5680 - Utilities | 2,306 | 2,030 | 19,482 | 18,431 | 24,521 |
| Total Facilities Expenses | <u>24,538</u> | <u>24,458</u> | <u>222,574</u> | <u>221,723</u> | <u>295,097</u> |
| Transition Costs | | | | | |
| 5801 - Transition Accounting Services | (2,046) | 0 | 74,381 | 37,264 | 37,264 |
| 5802 - Transition Billing Services | 0 | 0 | 100 | 10,000 | 10,000 |
| 5803 - Transition Branding/Marketing | 507 | 0 | 16,704 | 32,500 | 32,500 |
| 5804 - Transition IT Services | 4,603 | 0 | 50,319 | 14,174 | 14,174 |
| 5805 - Transition HR Services | 0 | 0 | 1,980 | 3,980 | 3,980 |
| Total Transition Costs | <u>3,064</u> | <u>0</u> | <u>143,484</u> | <u>97,918</u> | <u>97,918</u> |
| Office Exp. | | | | | |
| 5502 - Claims Processing | 172 | 120 | 946 | 1,070 | 1,430 |
| 5504 - Payroll Processing / BG Checks | 665 | 500 | 4,844 | 5,815 | 7,315 |
| 5505 - Collection Agencies | 0 | 0 | 7 | 7 | 7 |
| 5616 - Patient Notification | 240 | 500 | 3,945 | 4,284 | 5,784 |
| 5655 - Miscellaneous Expense | 0 | 0 | 80 | 59 | 59 |
| 5660 - Office Supplies | 676 | 650 | 6,732 | 6,144 | 8,094 |
| 5665 - Postage and Shipping | 592 | 350 | 1,343 | 2,848 | 3,898 |
| 5668 - Printing Costs | 164 | 100 | 1,350 | 600 | 900 |
| Total Office Exp. | <u>2,509</u> | <u>2,220</u> | <u>19,247</u> | <u>20,827</u> | <u>27,487</u> |
| Equipment Expenses | | | | | |
| 5507 - Computer Support | 0 | 1,828 | 9,527 | 16,615 | 22,099 |
| 5608 - Software Support | 469 | 630 | 4,692 | 5,364 | 7,254 |
| 5630 - Office Equip. Maintenance | 0 | 125 | 1,022 | 1,174 | 1,549 |
| Total Equipment Expenses | <u>469</u> | <u>2,583</u> | <u>15,241</u> | <u>23,153</u> | <u>30,902</u> |
| Insurance | | | | | |
| 5635 - Auto Insurance | 437 | 437 | 3,933 | 3,931 | 5,242 |
| 5636 - Malpractice (Prof. Liab.) | 417 | 417 | 3,753 | 3,750 | 5,000 |
| 5637 - Liability & Property | 1,448 | 825 | 8,832 | 7,423 | 9,897 |
| 5638 - Directors & Officer Liability | 295 | 355 | 2,616 | 4,558 | 5,623 |
| Total Insurance | <u>2,597</u> | <u>2,034</u> | <u>19,134</u> | <u>19,662</u> | <u>25,762</u> |
| Outsourced Services | | | | | |
| 5503 - Consultants | 0 | 5,670 | 1,125 | 35,145 | 52,125 |
| 5509 - Legal Fees | 0 | 0 | 0 | 4,415 | 4,415 |
| 5510 - Management Fee | 0 | 0 | 200 | 75,199 | 75,199 |
| Total Outsourced Services | <u>0</u> | <u>5,670</u> | <u>1,325</u> | <u>114,759</u> | <u>131,739</u> |

SONRISAS DENTAL HEALTH, INC.
P&L Budget Performance - All Locations
March 2018

| | <u>Mar 18</u> | <u>Budget</u> | <u>Jul '17 - Mar 18</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|--|----------------|------------------|-------------------------|-------------------|----------------------|
| Fundraising Expenses | | | | | |
| 5632 · Fundraising Expenses | 110 | 110 | 1,690 | 2,350 | 2,680 |
| 5633 · Fundraising Consulting | 2,538 | 7,225 | 30,854 | 58,484 | 80,134 |
| Total Fundraising Expenses | <u>2,648</u> | <u>7,335</u> | <u>32,544</u> | <u>60,834</u> | <u>82,814</u> |
| Fees and Interest | | | | | |
| 5605 · Service Charges | 0 | 45 | 519 | 549 | 684 |
| 5625 · Penalty charges | 0 | 0 | 1,515 | 1,515 | 1,515 |
| 5641 · Finance Charges | 14 | 25 | 204 | 1,101 | 1,176 |
| 5642 · Loan Interest | 4,836 | 4,321 | 43,264 | 54,257 | 67,219 |
| 5650 · Merchant Processing | 819 | 775 | 6,773 | 7,007 | 9,332 |
| Total Fees and Interest | <u>5,669</u> | <u>5,166</u> | <u>52,275</u> | <u>64,429</u> | <u>79,926</u> |
| 5615 · Depreciation Expense | 22,279 | 22,299 | 200,633 | 200,808 | 267,707 |
| 5618 · Dues, Fees & License | 0 | 241 | 2,340 | 3,793 | 4,516 |
| 5620 · Employee Goodwill | 362 | 160 | 2,102 | 1,771 | 2,251 |
| 5639 · Recruitment Expense | 476 | 50 | 2,111 | 741 | 891 |
| 5648 · Marketing Expense | 4,500 | 4,750 | 35,553 | 36,000 | 50,250 |
| Meeting & Travel Expenses | | | | | |
| 5676 · Travel Costs | 0 | 0 | 804 | 4,148 | 4,148 |
| 5677 · Meals | 120 | 125 | 383 | 1,270 | 1,645 |
| 5678 · Mileage | 70 | 65 | 397 | 500 | 695 |
| Total Meeting & Travel Expenses | <u>190</u> | <u>190</u> | <u>1,584</u> | <u>5,918</u> | <u>6,488</u> |
| 5700 · Management Costs | 0 | 0 | 0 | (131,618) | (131,618) |
| Total Indirect Costs | <u>128,259</u> | <u>130,768</u> | <u>1,225,235</u> | <u>1,210,827</u> | <u>1,603,073</u> |
| Total Expense | <u>248,312</u> | <u>281,606</u> | <u>2,277,825</u> | <u>2,486,032</u> | <u>3,330,794</u> |
| Net Ordinary Income | <u>(2,479)</u> | <u>(153,346)</u> | <u>(275,806)</u> | <u>(981,383)</u> | <u>(1,441,366)</u> |
| Other Income/Expense | | | | | |
| 6121 · Dividends | 184 | 135 | 1,384 | 1,295 | 1,700 |
| 6130 · Other Income | 262 | 0 | 1,287 | 1,025 | 1,025 |
| 6131 · Settlement | 0 | 0 | 1,129,827 | 1,054,338 | 1,054,338 |
| Net Other Income | <u>446</u> | <u>135</u> | <u>1,132,498</u> | <u>1,056,658</u> | <u>1,057,063</u> |
| Net Income | <u>(2,033)</u> | <u>(153,211)</u> | <u>856,692</u> | <u>75,275</u> | <u>(384,303)</u> |

E

June 1, 2017 - May 10, 2018

| SUBMITTED/ PENDING | | Submittal Date | Requested | Center | Program | Writer |
|-----------------------------|-----------|------------------|-----------|---------|----------|-------------------|
| Name | | | | | | |
| Sidney Memorial Trust | 4/28/2018 | \$5,000 | CS | ATC | Brittany | |
| California Wellness | 4/24/2018 | \$200,000 | SM/CS | ATC | Brittany | May 15 meeting |
| City of HMB | 3/30/2018 | \$15,000 | CS | ATC | Brittany | |
| Atkinson Foundation | 3/23/2018 | \$15,000 | SM/CS | Seniors | Brittany | |
| Delta Dental Com Foundation | 3/20/2018 | \$35,000 | SM/CS | ATC | Brittany | Mid June response |
| Total | | \$270,000 | | | | |

| To be submitted through July 2018 | | Submittal Date | Requesting | Center | Program | Writer |
|--|----------------|----------------|------------|--------|------------------------------------|--------|
| Name | | | | | | |
| Pierre Fauchard Foundation | 6/1/2018 | \$10,000 | Writer | | | |
| Sand Hill Foundation | June / Rolling | \$30,000 | Brittany | | | |
| Patterson Dental Foundation | June / Rolling | \$25,000 | Brittany | | Site visit on May 30 - Pescadero | |
| George H Sandy Foundation | 7/1/2018 | ---- | Brittany | | | |
| Kaiser | July | ---- | Brittany | | Apply after 17/18 report submitted | |

| AWARDED | | Received | Awarded | Center | Program | Writer |
|--------------------------------------|-----------|------------------|---------|------------|----------|-----------------------|
| Name | | | | | | |
| Hurlbut Johnson | 2/28/2018 | \$40,000 | CS | ATC | Brittany | |
| Farmworker | 2/28/2018 | \$131,675 | SM | Farmworker | Bonnie | Money earned |
| NCOHF | 2/16/2018 | \$1,292 | CS | ATC-child | Brittany | |
| CA Foundation 4 Stronger Communities | 6/1/2017 | \$15,000 | SM/CS | ATC | Brittany | |
| Philanthropic Ventures | 6/1/2017 | \$20,000 | SM/CS | ATC | Brittany | |
| Kaiser | 6/27/2017 | \$15,000 | SM/CS | ATC | Brittany | |
| California Wellness | 3/15/2015 | \$83,333 | CS | ATC | Brittany | 3 year \$250k 2015-18 |
| Mills Peninsula | 9/1/2017 | \$50,000 | SM/CS | ATC | Brittany | |
| Touch Point Foundation | 9/21/2017 | \$3,000 | CS | ATC | Brittany | |
| Total | | \$359,300 | | | | |

| DENIED | | | | |
|-------------------------------|----------------|---------------|----------|--|
| Name | Submittal Date | Requested | Writer | |
| Pearlstein Foundation | 2/6/2018 | ---- | Brittany | |
| Sam Mazza Foundation | 1/21/2018 | ---- | Brittany | |
| Sunlight Giving | 1/30/2018 | ---- | Heidi | |
| HSHC Access to Care | 12/15/2017 | \$20,000 | Brittany | |
| Joseph & Vera Long Foundation | 2/23/2018 | \$100,000 | Brittany | |
| James Irvine Foundation | 5/1/2018 | ---- | Brittany | |
| Aetna | 4/18/2018 | ---- | Brittany | |
| Denti Quest Foundation | 12/22/2017 | ---- | Brittany | |
| Denti Quest Foundation | 12/22/2017 | ---- | Brittany | |
| Denti Quest Foundation | 12/22/2017 | ---- | Brittany | |
| Trader Joes | 3/8/2018 | Food donation | Brittany | |
| Vesper Society | 3/8/2018 | ---- | Heidi | |
| NCOHF | 11/29/2017 | \$5,000 | Brittany | |
| Costco Foundation | 12/22/2017 | \$25,000 | Brittany | |

CS = Coastside
 SM = San Mateo
 ATC = Access to Care (general operations)