

Board Meeting
September 20, 2018
6:30 PM
SDH San Mateo Center Board Room

AGENDA

1. Call to Order and Roll Call – Chair Taverner TAB
2. Mission Moment – CEO Jue
3. Public Comment
4. Consent Calendar A
 - A. Board Minutes for August 16, 2018
 - B. Internal Control Revisions
5. Approval of Agenda – Chair Taverner
6. Financial Reports for June and FY 2018 – Ms. Yee B
 - A. Audit Status
 - B. Accounts Receivables and Write-offs
7. Old Business
 - A. IV Sedation Operating Budget – Action, if any
 - B. Updated Budget – Approval requested
 - C. CFO Report
 - D. Report on progress of infrastructure plan
 - a. New staff hires
8. Fundraising – Director Hinshelwood C
 - A. Review of Grant Activity
 - B. Development Director Hiring Status
 - C. Annual Center Report and Donor Page
9. Progress against Key Initiatives – CEO Jue
 - A. Revenue Initiatives (FQHC Partnership, Property Tax Assessor, Tracking Accounts Receivables, Fee Schedule Changes)
 - B. Marketing and Business Development
 - C. Outreach Plan (Oral Health Strategic Plan, Screenings, and Education)
 - D. IV Sedation (See #7)
10. Board Membership – Director Young
11. Other Business
12. Suggested agenda items for October meeting – Chair Taverner
13. Adjourn

A



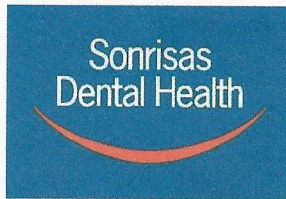
BOARD OF DIRECTORS

MEETING MINUTES

AUGUST 16, 2018

1. **Call to Order:** The meeting was called to order by Chair Taverner at 19:07 hours.
2. **Present:** Chair Taverner and Directors Galligan, Hinshelwood, Macias, Navarro, and Young. Absent: Director Cappel. Also present: CEO Jue, CFO Fama, PHCD CBO Yee and Executive Assistant Santos
3. **Mission Moment: CEO Jue** shared about a patient who appreciates Sonrisas mission and would like to volunteer at the San Mateo Center.
4. **Consent Calendar: CEO Jue** asked to pull the Internal Control Policy as it was not distributed with the meeting materials.
It was moved by Chair Taverner and seconded by Director Galligan to approve the Consent Calendar as presented.
5. **Public Comment:** No comments were offered.
6. **Approval of Agenda:**
Director Galligan moved, Director Hinshelwood seconded and the motion to approve the agenda as distributed was unanimously approved. 6/0/0
7. **Financial Reports for May and YTD FY 2018: Ms. Yee** highlighted key points: May 2018 had the highest visit log of the year with 1,032 visits with the majority being mission visits and therefore, no improvement in net income. Grant funding included \$33K for Denti-Cal incentives and \$73,000 from PHCD. Expenses were slightly higher than prior months due to two additional business days and the new fulltime accountant. Ms. Yee reported that they are in the middle of reconciliation and year-end adjustments and expect to close the books for the fiscal year by the end of this month. The cleanup of Accounts Receivable at Coastside is still in process and should be ready for the start of the audit in early September.

CEO Jue reported that in May, June and July there were a few insurance payments that were unpaid due to a provider NPI discrepancy in the Clearing House stage. It since has been fixed and payments are now coming in as expected. The rest of the outstanding accounts the last year have been from non-collection. Around \$70K is owed by patients (non-collection). Director Navarro pointed out that we are entitled to refuse to treat perennial non-payers. Pat has worked with the Coastside office to train the administrative staff to collect payments ant the time of service. Sonrisas offers no credit plans other than Care Credit. A high number of accounts were overdue, long before we acquired the office. We collected on many accounts in June and July. Around \$70K is owed by patients (non-collection). We will report more information on account receivables next month.



Audit: The onsite audit work will occur the week of September 4th starting at PHCD and then coming to the San Mateo Center. In the past, the District office did not have Sonrisas on its books as it was a funding recipient organization only. Now, given the District's role as appointing the majority of the Board members and serving as a primary funder, the Auditor advised that it must be reflected in the District's financial reports. This is the reason for the single audit at both organizations.

8. New Business – Action Items

A. Report on July 16, 2018 Board Retreat – Chair Taverner

- 1) Fee Scale and Patient Mix – Chair Taverner** proposed (as developed in the workshop sessions) to (A) revise the Affordable Scale plan from 10, 20, 30% to 15, 30, 45% (for Coastside Center), (B) unify Coastside and San Mateo Centers' Fee Schedules to create a single schedule with a 10% increase in the current San Mateo fee schedule applied. The third item discussed was (C) whether or not to keep Dental PPO's in the practice.

Further analysis shows that PPO dental insurance does contribute against indirect costs and allows flexibility in staffing. We will continue to recruit PPO plan patients.

Director Macias moved, Director Galligan seconded and the motion to approve the changes to the fee scale and continue to accept PPO insurance was passed unanimously. 6/0/0

- 2) Mission Statement – Created at July 16th Board Retreat:**

“Sonrisas Dental Health, Inc is a non-profit dental center dedicated to providing access to quality dental care and oral health education to our community. We provide these services with dignity, respect and compassion.”

Director Hinshelwood moved, Director Young seconded and the motion to approve the mission statement as presented passed unanimously. 6/0/0

- 3) Fundraising –** It was proposed that each Board Member is expected to give or get \$2,000 in donations or contributions annually.

Director Young moved, Director Hinshelwood seconded and the motion to approve the Board policy that each Director will provide \$2,000 of annual funding support was passed unanimously. 6/0/0

- 4) Report Out from Closed Session – Chair Taverner** reported that the session focused on the CEO's Performance Review and recommendations to address the workload facing the CEO. Concern was expressed for her health, about her work hours and impact on balance of time with family, and urgent desire to reduce risk of burn-out. Chair Taverner opened the floor to the directors who all offered words of appreciation for CEO Jue's commitment,

passion, and contributions since taking over the administrative leadership of the Centers. Chair Taverner then shared the work plan he and CEO Jue developed that includes additional staff support and making time for CEO Jue to attend a leadership retreat-type program. The staffing changes proposed will impact the operating expenses. After discussion, it was agreed to accept the plan and revise the year-end net income target from ~\$30,000 loss to \$150,000 loss (after non-cash expenses deducted).

Chairman Taverner moved, Director Navarro seconded and it was approved unanimously to accept the proposed work plan and the revised year-end net income target. 6/0/0

9. Old Business

- A. County FQHC Partnership – CFO Fama** has spoken twice since the last board meeting with David McGrew, CFO of San Mateo County. He thinks he can “fast-track” this and verbally offers his opinion that this is a good approach for both organizations and supports moving forward. He committed to providing a draft contract two weeks ago and it still has not been received. CFO Fama will stay on this as it is critical to SDH.
- B. Accounts Receivables and Write-offs – CEO Jue** discussed that the reason there is a high number of receivables at the Coastside office is they are not collectable. The staff is putting forth great effort to try to collect on past balances and also, collect “up-front” now. The number of Write-offs coincide with the accounts that have not or unable to collect from – primarily very old accounts. Accounting will have a better account of these numbers in the September board meeting.
- C. Samaritan House Action on Continuation – CEO Jue** reported on the pilot program (five days) with Samaritan House allows Samaritan House staff to treat patients at the Sonrisas Dental Health San Mateo Center, so freeing up space over there for them to see additional adult patients. Some of their patients have subsequently referred over their children to be seen as patients at SDH. (Samaritan House is only able to treat adults. Many adults that don’t have Denti-Cal, but have children that do, so we are able to welcome them to our practice). Patients are scheduled for 3 hours each day. So far, four out of five days have been completed for the pilot program. Dr. Rideau and his assistant fit in well and their patients seem happy to be able to be treated in our clinic. The relationship with Samaritan House has started off well. Dr. Jue recommended to continue this program indefinitely.

Chairman Taverner moved, Director Navarro seconded and it was approved unanimously to continue collaborative program with Samaritan House. 6/0/0

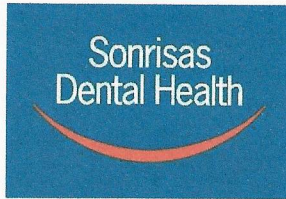
- D. CA Wellness Grant Award – CFO Fama** explained the payments and progress reports schedule of the newly awarded CA Wellness grant. This specific grant is split up into two different payments over the course of two years because of the fact there was no FY ‘17 Audit due to the timing of the ownership change.

10. Fundraising: Director Hinshelwood explained distinction between the Hope Fund and Education Outreach Fund. The Hope Fund is traditionally used to reimburse the center when treating people in need. Content has been put together to create an online link to make giving easier. We are working with Paul and Laurie to create this design. There was discussion on how to name and break down the different giving levels to create value, so that donors can see how they are impacting someone's life with a gift of dental treatment (i.e., what age groups to serve with mobile dental program, decide whether recipients need to be pre-screen, etc.). This can be further discussed at next board meeting.

- A. Raffle Wrap Up – CEO Jue** reported that the final count of sold raffle tickets was 393 tickets. We are still putting together a formal accounting report for the revenue total. Paul and Laurie announced the raffle winners online. All prizes are still being picked up/delivered.
- B. Review of Grant Activity – Ms. Yee** added a new column on our existing Grant Matrix to clarify which Grants are in the pipeline “To Be Submitted” in the future.
- C. Development Director Recruitment – CEO Jue** commented on the Position Description for a part time Development Director as distributed in the meeting materials.
Chair Taverner moved, Director Hinshelwood seconded and the motion to approve the position description as written passed unanimously. 6/0/0
- D. Annual Report – Director Hinshelwood and CEO Jue** will complete final draft by next board meeting. We will remove local partners and leave/add major supporters/sponsors. This bi-fold will also be posted on our website.

11. Progress against Other Initiatives

- A. IV Sedation – Update: CEO Jue** reported that we finally received approval from the California Department of Public Health to provide IV Sedation services at the San Mateo Center. We are working with Dr. Ricci Chan to develop a business plan to recruit and contract dental specialists to perform dental treatment, including a mobile anesthesiologist. We are currently working with Patterson Dental Supply to build out the new operatory designated for sedation procedures, according to our budget. It was discussed that having a separate name (for credentialing) the IV Sedation part of the clinic could cause problems in accounting.
- B. Marketing and Business Development – Paul Freiburger and Laurie Kretchmar** of Content Marketing Place continue to market Sonrisas Dental Health, Inc to the public and community. We are continuously reaching out to various companies and agencies to obtain referrals. Marketing to companies such as Barracuda Networks, AlienVault and other IT companies in our community are a great way to network and become visible in such a large industry.
- C. Outreach Plan (Oral Health Strategic Plan, Screenings, and Education)**
Sonrisas Dental Health is planning to provide oral health presentations and screenings to Kindergarten and First Grade students, particularly to those in low-



income schools and in the Coastside region, this upcoming academic year. San Mateo County Health has offered to provide all the supplies and equipment for providing dental sealants to school students as part of a County Health program.

D. Residency Program – CEO Jue reported that for academic year 2018/19, NYU Langone Residency Program is requiring Sonrisas Dental Health to facilitate two residents instead of just one. Since the Coastside Center does not have the space to facilitate 2 residents, NYU requested the San Mateo Center to be credentialed as a second site to accommodate the second resident. However, because of staffing challenges, the San Mateo Center cannot guarantee a full-time supervising dentist and assistant for a resident as the residency program guidelines mandate. Therefore, even though the board values the program greatly, it regrettably authorized Dr. Jue to not pursue getting the San Mateo Center credentialed to accommodate a second resident in the NYU Langone Residency Program at this time.

12. Board Membership: Director Young stated she does not have anything to report currently.

13. Other Business: CEO Fama reported that the board of the Peninsula Health Care District had extended the forbearance of the deferment of the repayment of the rent and loan from January through the end of July; but they recognize that SDH Centers may not be ready to pay that, so the board did approve an additional 6-month forbearance extension.

14. Suggested agenda items for September meeting

- a. Revised Budget approved at September Board meeting

15. Adjournment

There being no further business, the meeting was adjourned by Chair Taverner at 21:20 hours.

Written by Teresa Santos, Executive Assistant

Approved: Nigel Taverner, Board Chair

Approved: Clyde Hinshelwood, Secretary



TITLE: **Internal Controls Over Accounting Transactions**
POLICY #: 02
DATE: Created: 03/15/2018 Amended: 07/15/2018

DISBURSEMENTS

*Risk: Unauthorized Disbursements
Errors in Recording Transactions*

CONTROLS

Budget for Expenditures

- An annual budget is produced, reviewed and approved by the **Board of Directors**. Budget detail includes authorization for expenditures for operations. The operational budget also includes expenditures for fixed asset purchases. The budgetary level of control in which expenses cannot exceed the budget is at the line item. The board will approve a budget for the following line items:
 - Payroll and Benefits
 - Operating Expenses
 - Capital and Equipment Budgets
- In the event the total expenses may exceed the board appropriated amount by line item defined above, management must obtain an approval to amend the budget from the governing board.

Purchase

Approval Process

- All purchases exceeding \$2,500 must be approved by the CEO
- Large purchases outside the scope of the approved budget and over \$5,000 will need prior Board approval. The CEO has authority to approve unbudgeted, necessary expenditures up to \$5,000; these will be reported to the Board at its next regular scheduled meeting.

Competitive Pricing

- **When making new purchases or establishing service contract exceeding \$2,500, two or more quotes must be obtained and documented in the file. The reason must be documented if the lowest price is not chosen.**
- Formal or informal bidding is required for purchases of \$25,000 or more.

Physical Checks

- Check stock ordered by designated Care Coordinator/ Office Administrator.

- Care Coordinator/ Office Administrator stores blank checks in a locked cabinet.
- Accountant and Chief Financial Officer (CFO) do not have access to blank checks.
- The Care Coordinator/ Office Administrator will maintain a log documenting the dates and numbers of checks used.

Issuance of Checks

- Accountant/ Office Administrator date stamps invoices upon receipt and matches invoices with supporting documentation. (E.g. Statements and packing slips, Credit card bill with receipts, etc.)
- Center Director reviews invoices and supporting documentation then initials and dates invoice to approve payment.
- Accountant reviews invoices for all required supportive documentation, accuracy of calculations, and presence of authorization.
- Accountant enters invoices into QuickBooks and prepares a check run.
- Accountant requests Care Coordinator to provide the number of checks needed for check run.
- Care Coordinator records the date, check numbers used with initials.
- Accountant runs (prints) checks and gives them to the Care Coordinator along with the invoices to verify number of checks used and match with invoices.
- Care Coordinator attaches checks to related invoices and documents and gives to CEO to sign.
- CEO signs checks; in her absence, the Board Chair and CFO are authorized to carry out the authorization and signature procedures.
- Accountant files documents (copies of approved invoices, supporting documents, and check stubs) by vendor
- Care Coordinator mails checks to vendors.

Note:

- *Payments are made from invoices (which when possible are matched to statements).*

- *Checks are written on a regular basis, not more than every five business days (unless required by CEO, CFO, Center Director, or Program Director)*
- *Checks greater than \$25,000 require two Board authorized signatures on file with the bank. [Chair, CFO and/or CEO]*
- *Voided checks are maintained in locked file cabinet by the Accountant for verification of sequence.*

Bank Reconciliation

- Accountant receives unopened Bank Statement.
- Accountant prepares the bank reconciliation and follows up on checks that have not cleared.
- Accountant files copy of bank reconciliation and bank statements in current year work paper Binder

Internal Review

- CEO or CFO reviews detailed bank reconciliation monthly.

CASH RECEIPTS

***Risk: Misappropriation
Errors in Recording Transactions***

CONTROLS

Cash Receipt

- Front Desk Coordinator to receive cash from patients.
- Front Desk Coordinator to enter in Open Dental and provide receipt to patients.
- Cash is reconciled to Open Dental **at the end of each day.**
- When a receipt entered into Open Dental is greater or less than cash received, differences must be adjusted in Open Dental to reflect cash received as a miscellaneous write off.

- When cash is received, cash is put in an envelope and placed in a locked drawer in Office Director's office. The report indicating patient's name and amount will be sent to Office Director.

Check Receipt and Deposit

- Senior Management receives checks and picks up cash from both clinic locations.
- Center Director/ Dental Director process check through check scanner or endorses the back of each check using bank stamp for in-branch deposit

- Center Director/ Dental Director prepares deposit slips.
- Care Coordinator (or Center Director) makes bank deposits no less than weekly.

Note: Checks and cash held overnight are kept in a locked file with limited access.

- Office Coordinator enters deposit in Open Dental and prepares deposit report from Open Dental for Accountant.
- Center Director keeps a copy of deposit slip and checks in a locked file cabinet.

Recording of Deposit in Financial System:

- Accountant reconciles deposits with bank and merchant deposits
- Accountant records deposits into Quick Books and files copies in current year deposit binder.
- Accountant reconciles deposits in bank with Open Dental

Bank Reconciliation: Accountant prepares the bank reconciliation (see above).

Internal Review:

- Accountant reviews merchant credit card deposits and reconciles outstanding receivable amount.
- CEO or CFO reviews bank reconciliation monthly.

PAYROLL

**Risk: *Unauthorized Disbursements*
*Errors in Recording***

CONTROLS

Hiring

- Board approves employee positions, salaries, and benefits through the Budget process.
- Board approves any out-of-budget staff additions.
- CEO approves Notice of Employment form indicating date of hire and salary.
- Center Director receives a copy of any New Hire and/or Employee status/salary/benefit change to payroll information sent to ADP.
- Center Director obtains forms W4 and I9 and supporting documents from new employees and places in employee file.
- Center Director set up new employee information in ADP.

Time sheets

- Employees prepare bi-weekly time sheets and certifies their timesheet for payroll
- Center Director approves time sheets.
- Center Director reviews and submits payroll for processing.
- Payroll periods are every two weeks.

Preparation of Payroll

- Payroll is prepared by an outside service currently ADP.
- The outside service agency prepares all government required deposits and reports.
- Payroll checks are issued either via direct deposit or physical check.
- Prior to submitting payroll, payroll reports will be reviewed and initialed by Accountant/CEO

Payroll Reports

- Center Director receives ADP unopened envelope with payroll register, withholding, paystub, pay checks and employee direct deposit confirmation.

- Center Director reviews payroll and initials to confirm accuracy. Reports are given to CEO after Center Director reviews.
- Center Director maintains all payroll information in a locked designated HR file cabinet.
- Center Director distributes individual employee deposit confirmation information.

Recording of Payroll in Financials

- Center Director provides copy of payroll information to the Accountant.
- Accountant reviews and records payroll transactions in Quick Book and maintains records in **saved files electronically**.

Billing

Risk: *Accuracy of Billing*
Detection of Unauthorized Transaction
Timely Processing

- Office Director prepares monthly billing within the first three business days of the following month.
- Care Coordinator reviews statements and reconciles to Open Dental and then mails out.
- Accountant keeps all copies of statement sent by Care Coordinator and spot checks against aging report produced by Open Dental.

JOURNAL ENTRIES

Risk: *Unauthorized Entries to Financial Statements*
Override of Internal Controls
Errors in Recording

- Accountant provides entries and supporting documentation to CFO **quarterly**.
- CFO reviews and approves Journal Entries with initial and date.
- Accountant files original Journal Entry in current year work paper binder.

REVENUE RECOGNITION

Risk: *Over/Understatement of Revenue
Errors in recording transactions*

CONTROLS

- All revenue is recorded in Open Dental when services are performed.
- Adjustments and write-offs based on payor type are adjusted by the Front Desk Coordinators or by the Center Director.
- All adjustments and write-offs are reviewed weekly and monthly by the Center Director.
- Center Director makes adjustment as needed based on weekly and monthly reviews.
- Office Coordinator generates a summary report and a detailed report on Production Income by Payor for the Accountant and CEO at the end of each month.
- Accountant enters in Quick Books by payor.
- CEO reviews revenue and adjustments/write-offs on summary report.

FIXED ASSETS

Risk: *Disposals of Assets without Notification to CEO, Center Director, and Accountant
Errors in recording transactions*

CONTROLS

- Accountant prepares and maintains the Fixed Asset Listing and depreciation schedule.
- Accountant records in QuickBooks all additions, deletions and depreciation.
- Bi-annual count is taken of equipment exceeding \$500 which is reconciled to the fixed asset subsidiary ledgers.

FINANCIAL STATEMENTS

Risk: *Errors in Recording Transactions*

CONTROLS

- Financial Statement Preparation: Accountant prepares Financial Statements.

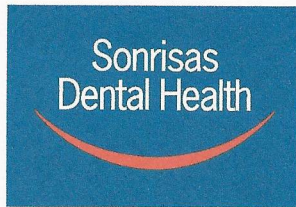
Internal Review

- Accountant provides the Board and CFO with monthly reports on bank activities.
- Accountant provides the CEO and CFO with the monthly Financial Statements, detailed bank reconciliation, and detailed General Ledger for review and approval.
- All transactions are entered in QuickBooks.
- All transactions are supported by documentation in files.
- Financial Statements include Actual Current Quarter and YTD columns and budget current quarter, year to date and annual columns

FINANCIAL AUDITS

The above procedures represent the Sonrisas Dental Health's system of internal controls. An annual audit is required by an independent Certified Public Accountant. That audit is not relied upon as a substitute for the Sonrisas Dental Centers' internal controls.

B



DATE: September 13, 2018

TO: SDH Board of Directors

CC: Cheryl Fama, CFO

FROM: Tina Wang, Senior Accountant
Vickie Yee, PHCD CBO

RE: FY 2018 June 2018 Unaudited Financials and YTD Performance to Budget

JUNE PERFORMANCE:

- A. Revenue:** Net Patient Revenue was **\$106,013** (19% down from prior month)
 - 1. 1,007 visits – down from May by 25 visits but above the average expected 920 visits/mo.
 - 2. Total deductions from gross revenue were 65% (9% over prior month) due to a year-end adjustment for bad-debt allowance <\$27,641>. Without this adjustment would be 56% the same as the previous month.

- B. Donations/Grants & Incentives:** **\$165,382**– \$150,000 PHCD grant (two months) & \$4,839 Coastside Gives (received to date: \$7,839)

- C. Total Net Income:** **\$271,395**

- D. EXPENSES:**
 - 1. **Direct Expense:** **\$126,304** -\$7,296 over prior month due to an increase in dental supplies, lab fees, and PTO accrual adjustment for year-end.
 - 2. **Indirect Expense:** **\$146,730** –\$551 decrease from the prior month due to a combination of activities. Salaries were down due to staffing changes, fundraising consulting expenses were up due to a catch-up payment, and professional fees were higher because of FY17 tax preparation fees.

NET ORDINARY INCOME: <**\$1,639**> - Increase by \$14,672 over prior month

PERFORMANCE TO BUDGET – FY18:

	Actual	Budget	Performance
Gross Patient Revenue	\$3,235,819	\$3,406,027	-5%
Total Deduction from Revenue	< \$1,807,907 >	< \$2,018,785 >	10%
Total Grants/Donations/Incentives	\$1,237,248	\$502,185	146%
Direct Cost	\$1,412,644	\$1,727,722	18%
Indirect Cost	\$1,655,852	\$1,603,072	-3%
Net Ordinary Income	< \$403,335 >	< \$1,441,366 >	72%

SONRISAS DENTAL HEALTH, INC.
Profit & Loss Budget Performance
July 2017 through June 2018

	TOTAL			
	Jun 18	Budget	Jul '17 - Jun 18	Budget
Ordinary Income/Expense				
Program Revenue				
Patient Services				
4103 · Commercial Insurance	11,839.00	9,000.00	139,405.60	107,128.10
4102 · PPO	76,015.00	59,000.00	753,291.00	712,497.00
4100 · Public Dental Insurance	170,862.00	180,000.00	1,873,582.10	2,100,783.00
4106 · Private Pay	9,191.00	0.00	99,893.00	0.00
4101 · Affordable Scale	23,341.00	37,000.00	259,315.00	433,984.00
4104 · Farmworker	13,283.00	0.00	108,720.00	51,635.00
4105 · Hope Fund	0.00	0.00	1,932.00	0.00
4109 · Virtual Dentistry Home	0.00	0.00	(318.75)	0.00
Total Patient Services	304,531.00	285,000.00	3,235,819.95	3,406,027.10
Uncompensated Care				
5020 · Prior Period Adjustment	1,342.23	0.00	38,597.94	0.00
5005 · Commercial Insurance	(469.70)	0.00	(3,779.20)	0.00
5004 · PPO	(26,581.70)	0.00	(277,573.66)	0.00
5009 · Public Dental Insurance	(122,978.60)	0.00	(1,270,195.65)	0.00
5007 · Affordable Scale	(2,679.40)	0.00	(81,912.24)	0.00
5003 · Farmworker Program	(5,353.70)	0.00	(62,643.32)	(7,599.20)
5002 · Hope Fund	0.00	(1,400.00)	(10,580.50)	(19,210.50)
5001 · Fee Adjustments	(14,155.00)	(160,000.00)	(108,014.17)	(1,875,838.60)
5010 · Bad Debt Write-off	0.00	(1,000.00)	(4,165.69)	(9,716.40)
Allowance for Bad Debt	(27,640.75)	0.00	(27,640.75)	0.00
5011 · Misc. Write Offs	0.00	(9,000.00)	0.00	(107,000.41)
Total Uncompensated Care	(198,516.62)	(171,400.00)	(1,807,907.24)	(2,018,784.61)
Total Program Revenue	106,014.38	113,600.00	1,427,912.71	1,387,242.49
Donations and Incentives				
5100 · Donations	6,874.31	0.00	87,752.27	68,369.78
5101 · In-Kind Donations	0.00	0.00	700.00	700.00
5103 · Incentives	0.00	0.00	54,780.00	0.00
Events/Fundraisers	0.00	0.00	0.00	0.00
5105 · Raffle	410.00	0.00	2,840.00	2,430.00
5106 · Other Events	0.00	0.00	9,644.93	0.00
Total Events/Fundraisers	410.00	0.00	12,484.93	2,430.00
5150 · Unrestricted Grants	150,000.00	0.00	929,651.00	175,500.00
5199 · Net Assets Released from Restri	8,098.00	14,659.83	151,877.79	255,185.19
Total Donations and Incentives	165,382.31	14,659.83	1,237,245.99	502,184.97
	271,396.69	128,259.83	2,665,158.70	1,889,427.46
Gross Profit	271,396.69	128,259.83	2,665,158.70	1,889,427.46
Direct Program Costs				
Personnel				
5250 · Direct Program Salaries	86,888.81	113,373.33	1,036,606.52	1,287,270.05
5260 · Payroll Taxes	6,656.10	8,673.28	76,489.70	97,661.83

SONRISAS DENTAL HEALTH, INC.
Profit & Loss Budget Performance

July 2017 through June 2018

5261 · Unemployment Taxes	0.00	35.00	3,299.05	776.48
5270 · Benefits	2,415.70	3,205.00	38,050.51	41,576.14
5275 · 401k Match	859.74	800.00	6,175.57	7,968.27
5278 · Worker's Comp.	1,144.33	1,270.00	14,822.13	15,226.38
5280 · Continuing Educ.	0.00	465.00	1,954.00	5,541.50
5281 · Licenses and Registrations	0.00	110.00	546.12	1,026.12
Total Personnel	97,964.68	127,931.61	1,177,943.60	1,457,046.77
5320 · Dental Supplies	13,365.96	12,000.00	120,613.84	144,730.46
5325 · Small Dental Equipment	0.00	270.00	1,172.66	3,241.00
5326 · Dental Equipment Repair	514.73	625.00	7,120.29	7,566.21
5330 · Lab Fees	11,787.87	9,000.00	91,772.05	101,568.00
5331 · Uniforms	131.75	0.00	3,440.95	0.00
Contracted Services				
5302 · Interpreters	0.00	0.00	(30.00)	0.00
5303 · Sterilization Services	614.37	850.00	7,959.85	10,080.53
5305 · Shredding	93.00	62.00	806.00	744.00
5306 · Dental Specialist	0.00	100.00	1,845.00	2,745.00
Total Contracted Services	707.37	1,012.00	10,580.85	13,569.53
Total Direct Program Costs	124,472.36	150,838.61	1,412,644.24	1,727,721.97
Indirect Costs				
Administrative Personnel				
5450 · Salaries/Wages	58,398.44	51,235.00	598,755.87	595,142.73
5460 · Payroll Taxes, Admin/Mgmt	5,076.28	766.50	45,283.81	17,101.20
5461 · Unemployment Taxes	145.21	0.00	8,831.37	163.65
5470 · Benefits	746.57	1,080.12	10,356.91	12,297.13
5475 · 401k Match, Admin/Mgmt.	355.80	210.00	2,572.15	2,092.71
5478 · Worker's Comp.	951.86	320.00	4,371.37	4,145.40
Total Administrative Personnel	65,674.16	53,611.62	670,171.48	630,942.82
Facilities Expenses				
5600 · Auto Expenses	474.17	200.00	3,994.73	2,551.11
5610 · Building Maintenance	628.60	775.00	8,337.52	9,268.81
5611 · Janitorial Service	1,655.00	1,859.00	21,243.42	21,982.00
5670 · Rent	18,529.00	18,544.00	219,672.00	221,562.00
5672 · Phone / Internet	1,164.28	1,050.00	17,126.59	15,212.46
5680 · Utilities	2,109.31	2,030.00	26,106.45	24,520.52
Total Facilities Expenses	24,560.36	24,458.00	296,480.71	295,096.90
Transition Costs				
5801 · Transition Accounting Services	0.00	0.00	74,381.77	37,263.50
5802 · Transition Billing Services	0.00	0.00	100.00	10,000.00
5803 · Transition Branding/Marketing	0.00	0.00	17,397.44	32,500.00
5804 · Transition IT Services	3,523.03	0.00	65,040.43	14,174.25
5805 · Transition HR Services	0.00	0.00	1,980.00	3,980.00
Total Transition Costs	3,523.03	0.00	158,899.64	97,917.75
Office Exp.				
5502 · Claims Processing	216.72	120.00	1,425.41	1,430.04
5504 · Payroll Processing / BG Checks	1,355.67	500.00	6,693.37	7,315.00

SONRISAS DENTAL HEALTH, INC.
Profit & Loss Budget Performance
July 2017 through June 2018

5505 · Collection Agencies	0.00	0.00	7.00	7.00
5616 · Patient Notification	485.00	500.00	5,419.45	5,783.83
5655 · Miscellaneous Expense	0.00	0.00	80.00	58.94
5660 · Office Supplies	814.93	650.00	10,824.28	8,094.30
5665 · Postage and Shipping	565.59	350.00	2,715.11	3,897.82
5668 · Printing Costs	200.56	100.00	1,821.25	900.00
Total Office Exp.	3,638.47	2,220.00	28,985.87	27,486.93
Equipment Expenses				
5507 · Computer Support	0.00	1,827.75	9,526.95	22,098.66
5608 · Software Support	818.00	630.00	10,716.00	7,254.00
5630 · Office. Equip. Maintenance	175.00	125.00	1,197.94	1,549.25
Total Equipment Expenses	993.00	2,582.75	21,440.89	30,901.91
Insurance				
5635 · Auto Insurance	610.48	436.81	5,415.39	5,241.72
5636 · Malpractice (Prof. Liab.)	416.66	416.66	4,999.98	4,999.92
5637 · Liability & Property	935.50	824.75	11,720.04	9,897.00
5638 · Directors & Officer Liability	294.50	355.00	3,495.97	5,622.69
Total Insurance	2,257.14	2,033.22	25,631.38	25,761.33
Outsourced Services				
5503 · Consultants	0.00	5,640.00	2,175.00	52,125.00
5508 · Professional Fees	2,500.00	0.00	2,500.00	0.00
5509 · Legal Fees	0.00	0.00	0.00	4,414.62
5510 · Management Fee	0.00	0.00	200.00	75,198.61
Total Outsourced Services	2,500.00	5,640.00	4,875.00	131,738.23
Fundraising Expenses				
5632 · Fundraising Expenses	25.00	110.00	3,622.63	2,680.00
5633 · Fundraising Consulting	12,374.50	7,200.00	48,561.43	80,134.10
Total Fundraising Expenses	12,399.50	7,310.00	52,184.06	82,814.10
Fees and Interest				
5605 · Service Charges	0.00	45.00	519.11	684.14
5625 · Penalty charges	0.00	0.00	1,515.06	1,515.06
5641 · Finance Charges	108.48	25.00	602.54	1,176.11
5642 · Loan Interest	4,776.13	4,320.84	57,615.17	67,219.20
5650 · Merchant Processing	901.39	775.00	8,902.76	9,331.50
Total Fees and Interest	5,786.00	5,165.84	69,154.64	79,926.01
5615 · Depreciation Expense	22,278.86	22,299.42	267,469.71	267,706.59
5618 · Dues, Fees & License	115.65	241.00	2,609.52	4,515.86
5620 · Employee Goodwill	0.00	160.00	1,849.17	2,251.17
5639 · Recruitment Expense	202.21	50.00	2,820.65	891.40
5648 · Marketing Expense	4,560.00	4,750.00	51,387.70	50,250.00
Meeting & Travel Expenses				
5676 · Travel Costs	0.00	0.00	803.84	4,148.48
5677 · Meals	71.26	125.00	480.61	1,645.20
5678 · Mileage	0.00	65.00	607.07	694.79
Total Meeting & Travel Expenses	71.26	190.00	1,891.52	6,488.47
5700 · Management Costs	0.00	0.00	0.00	(131,617.95)

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Accrual Basis

SONRISAS DENTAL HEALTH, INC. Profit & Loss Budget Performance

July 2017 through June 2018

Total Indirect Costs	148,559.64	130,711.85	1,655,851.94	1,603,071.52
	<u>273,032.00</u>	<u>281,550.46</u>	<u>3,068,496.18</u>	<u>3,330,793.49</u>
Net Ordinary Income	(1,635.31)	(153,290.63)	(403,337.48)	(1,441,366.03)
Other Income/Expense				
6121 · Dividends	257.37	135.00	2,122.17	1,700.10
6130 · Other Income	0.00	0.00	2,906.10	1,024.96
6131 · Settlement	0.00	0.00	1,129,826.60	1,054,337.55
	<u>257.37</u>	<u>135.00</u>	<u>1,134,854.87</u>	<u>1,057,062.61</u>
Total Other Income	<u>257.37</u>	<u>135.00</u>	<u>1,134,854.87</u>	<u>1,057,062.61</u>
Net Other Income	<u>257.37</u>	<u>135.00</u>	<u>1,134,854.87</u>	<u>1,057,062.61</u>
Net Income	<u>(1,377.94)</u>	<u>(153,155.63)</u>	<u>731,517.39</u>	<u>(384,303.42)</u>

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

Ordinary Income/Expense	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL
Income													
Program Revenue													
Patient Services													
4103 - Commercial Insurance	11,560	7,688	12,261	11,008	9,173	16,801	15,796	12,212	7,367	10,933	12,768	11,939	139,406
4102 - PPO	70,697	57,503	51,000	52,492	61,257	67,506	65,864	60,930	73,388	55,455	61,484	76,015	753,291
4100 - Public Dental Insurance	175,694	172,937	134,415	158,218	131,348	109,361	147,871	165,631	160,501	170,153	176,791	170,862	1,873,582
4106 - Private Pay	14,651	8,091	6,844	5,412	8,104	7,200	5,645	4,925	11,948	8,927	9,355	9,191	99,893
4101 - Affordable Scale	30,865	15,230	19,598	17,060	25,227	14,927	22,493	18,147	23,366	17,749	31,310	23,341	259,315
4104 - Farmworker	8,311	10,799	825	6,597	4,177	4,829	11,439	8,123	14,212	10,697	15,428	13,283	108,720
4105 - Hope Fund	207	251	0	242	123	986	0	123	0	0	0	0	1,932
4109 - Virtual Dentistry Home	0	0	0	0	0	0	(319)	0	0	0	0	0	(319)
Total Patient Services	311,985	272,499	224,943	251,029	239,409	221,610	288,389	269,591	280,784	273,914	307,136	304,531	3,235,820
Uncompensated Care													
5020 - Prior Period Adjustment	(7,073)	(7,404)	(4,791)	(9,286)	(1,812)	(18,005)	32,150	33,104	16,149	2,031	2,173	1,342	38,597
5005 - Commercial Insurance	(357)	(146)	(25)	(21)	(448)	(367)	(650)	(1,247)	0	0	(48)	(470)	(3,779)
5004 - PPO	(26,946)	(20,464)	(21,239)	(20,239)	(22,877)	(26,684)	(24,863)	(20,409)	(26,582)	(18,766)	(21,925)	(26,582)	(277,574)
5009 - Public Dental Insurance	(117,996)	(113,957)	(91,524)	(103,325)	(82,235)	(68,043)	(99,283)	(114,012)	(113,476)	(115,573)	(127,793)	(122,979)	(1,270,196)
5006 - Private Pay	0	0	0	0	0	0	0	0	0	0	0	0	0
5007 - Affordable Scale	(10,343)	(5,461)	(7,115)	(5,396)	(8,460)	(4,978)	(8,503)	(5,821)	(6,772)	(6,102)	(10,282)	(2,679)	(61,913)
5003 - Farmworker Program	(9,732)	(7,333)	(3,300)	(3,611)	(4,011)	(5,309)	(4,080)	(6,274)	(4,677)	(5,030)	(6,903)	(5,354)	(62,644)
5002 - Hope Fund	169	(4,172)	(2,608)	0	0	0	(3,970)	0	0	0	0	0	(10,561)
5001 - Fee Adjustments	(9,371)	(8,981)	(10,178)	(5,506)	(4,386)	(9,714)	(6,766)	(9,902)	(10,596)	(7,871)	(10,589)	(14,155)	(108,016)
5010 - Bad Debt Write-off	113	0	0	0	0	0	(3,989)	(290)	0	0	0	0	(4,166)
5010 - Allowance for Bad Debt	0	0	0	0	0	0	0	0	0	0	0	0	0
5010 - Allowance for Bad Debt	(161,536)	(167,918)	(137,810)	(147,361)	(124,229)	(133,102)	(119,955)	(124,850)	(145,954)	(151,313)	(175,366)	(196,518)	(2,764,411)
Total Uncompensated Care	(130,449)	(104,581)	87,133	103,668	115,180	88,508	148,433	144,741	144,830	122,601	131,770	106,013	(1,427,907)
Donations and Incentives													
5100 - Donations	427	67,368	575	2,066	746	608	1,008	143	3,465	374	4,100	6,874	87,754
5101 - In-Kind Donations	700	0	0	0	0	0	0	0	0	0	0	0	700
5103 - Incentives	0	0	0	0	0	0	0	21,468	0	0	33,293	0	54,761
Events/Fundraisers													
5105 - Raffle	820	200	1,410	0	0	0	0	0	0	0	0	410	2,840
5106 - Other Events	0	0	0	0	0	0	0	0	246	9,399	0	0	9,645
Total Events/Fundraisers	820	200	1,410	0	0	0	0	0	246	9,399	0	410	12,485
5150 - Unrestricted Grants	0	0	175,500	1,151	75,000	150,000	100,000	115,000	90,000	0	73,000	150,000	929,651
5199 - Net Assets Released from Restr.	14,586	17,855	15,317	13,030	29,163	17,156	17,861	(5,685)	7,292	9,392	7,815	8,088	151,880
Total Donations and Incentives	16,533	85,423	192,802	16,247	104,909	167,764	118,869	130,946	101,003	19,165	118,208	165,382	1,237,251
Total Income	146,982	190,004	279,935	119,915	220,089	286,272	267,302	275,687	245,833	141,766	249,978	271,395	2,685,158
Gross Profit	146,982	190,004	279,935	119,915	220,089	286,272	267,302	275,687	245,833	141,766	249,978	271,395	2,685,158
Expense													
Direct Program Costs													
Personnel													
5260 - Direct Program Salaries	93,323	93,533	80,054	73,093	79,259	85,867	86,410	91,138	93,501	83,782	89,757	86,720	1,038,437
5260 - Payroll Taxes	6,952	6,976	5,674	5,415	5,878	5,678	6,672	6,903	6,907	6,253	6,624	6,656	76,488
5261 - Unemployment Taxes	165	147	150	261	159	(76)	1,349	807	331	(173)	179	0	3,299
5270 - Benefits	5,515	4,063	3,152	3,242	2,325	4,057	2,047	2,329	2,180	4,304	2,420	2,416	38,050
5275 - 401k Match	768	0	0	0	983	0	983	940	954	966	715	860	6,176
5278 - Worker's Comp.	1,265	1,265	1,265	1,265	1,265	1,265	1,265	1,265	1,265	1,144	1,144	1,144	14,817
5280 - Continuing Educ.	50	0	1,307	598	0	0	0	0	0	0	0	0	1,955

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

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL
5281 - Licenses and Registrations	0	36	0	0	0	0	0	0	0	500	10	0	546
Total Personnel	108,038	106,020	91,602	83,874	88,886	96,791	98,726	103,282	105,138	96,766	100,849	99,796	1,179,788
5320 - Dental Supplies	11,817	13,027	11,887	6,433	5,634	9,226	10,598	11,253	9,184	10,727	7,462	13,366	120,614
5325 - Small Dental Equipment	0	0	0	811	0	0	362	0	0	0	0	0	1,173
5326 - Dental Equipment Repair	491	745	705	1,339	1,787	118	785	0	630	6	0	515	7,121
5330 - Lab Fees	11,997	4,221	4,350	10,345	6,638	3,320	10,504	6,743	3,455	8,390	10,021	11,788	91,772
5331 - Uniforms	0	0	0	0	227	1,581	1,371	0	130	0	0	132	3,441
Contracted Services													
5302 - Interpreters	0	0	0	0	0	(30)	0	0	0	0	0	0	(30)
5303 - Sterilization Services	613	1,011	806	613	810	420	194	194	1,454	614	614	614	7,957
5305 - Shredding	62	62	62	62	62	93	62	62	62	62	62	93	806
5306 - Dental Specialist	0	1,845	0	0	0	0	0	0	0	0	0	0	1,845
Total Contracted Services	675	2,918	868	675	872	483	256	256	1,516	676	676	707	10,578
Total Direct Program Costs	133,018	126,931	110,223	102,666	104,044	111,519	122,802	121,534	120,053	116,955	119,008	126,304	1,414,467
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	50,745	65,886	56,567	596,925
5460 - Payroll Taxes, Admin/Mgmt	2,734	3,072	3,244	2,844	3,572	3,944	4,448	4,077	4,026	3,821	4,427	5,076	45,285
5461 - Unemployment Taxes	2	29	133	29	115	2,922	2,634	947	484	598	794	145	8,832
5470 - Benefits	1,107	277	963	963	963	1,110	833	851	921	887	737	747	10,359
5475 - 401k Match, Admin/Mgmt.	203	0	0	0	0	0	351	280	429	380	563	356	2,572
5478 - Worker's Comp.	316	316	316	316	316	316	316	316	316	286	286	952	4,388
Total Administrative Personnel	40,305	43,947	47,161	41,878	51,951	65,336	65,560	59,992	58,958	56,717	72,693	63,843	668,341
Facilities Expenses													
5600 - Auto Expenses	611	(117)	257	99	219	363	446	764	99	495	284	474	3,984
5610 - Building Maintenance	1,006	616	671	691	511	483	799	787	865	652	629	629	8,339
5611 - Janitorial Service	1,696	1,696	1,696	1,696	1,909	1,859	1,859	1,859	1,655	1,683	1,655	1,655	21,244
5670 - Rent	18,083	18,083	18,083	18,083	18,083	18,083	18,529	18,529	18,529	18,529	18,529	18,529	219,672
5672 - Phone / Internet	1,197	925	3,078	1,261	2,254	1,400	1,281	1,105	1,084	1,169	1,207	1,164	17,125
5680 - Utilities	1,840	2,083	2,128	2,099	1,901	1,037	4,103	1,986	2,306	2,315	2,200	2,109	26,107
Total Facilities Expenses	24,433	23,286	26,076	24,082	24,877	23,225	27,017	25,030	24,538	24,943	24,504	24,560	296,481
Transition Costs													
5601 - Transition Accounting Services	0	1,607	15,657	15,772	6,949	6,318	6,623	23,503	(2,046)	0	0	0	74,383
5602 - Transition Billing Services	0	0	0	100	0	0	0	0	0	0	0	0	100
5603 - Transition Branding/Marketing	0	0	3,500	1,979	8,000	2,718	0	0	507	693	0	0	17,397
5604 - Transition IT Services	0	3,551	2,623	10,373	10,865	8,297	5,584	4,423	4,603	5,755	5,445	3,523	65,042
5605 - Transition HR Services	0	0	1,980	0	0	0	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	6,448	5,445	3,523	158,902
Office Exp.													
5502 - Claims Processing	111	125	114	100	97	39	109	79	172	129	133	217	1,425
5504 - Payroll Processing / BG Checks	443	470	586	444	462	507	871	396	665	249	246	1,356	6,695
5505 - Collection Agencies	0	0	7	0	0	0	0	0	0	0	0	0	7
5616 - Patient Notification	495	495	240	495	495	240	495	750	240	495	495	485	5,420
5655 - Miscellaneous Expense	0	0	60	0	0	0	20	0	0	0	0	0	80
5660 - Office Supplies	755	650	836	629	1,019	169	1,513	485	676	1,638	1,618	815	10,823
5685 - Postage and Shipping	67	0	209	0	34	71	370	0	592	682	125	566	2,716
5688 - Printing Costs	0	0	0	44	91	105	625	321	164	0	271	201	1,822
Total Office Exp.	1,871	1,740	2,052	1,712	2,198	1,131	4,003	2,031	2,509	3,213	2,988	3,640	28,988
Equipment Expenses													
5597 - Computer Support	1,840	1,840	1,840	1,840	2,167	0	0	0	0	0	0	0	9,527

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

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL
5608 - Software Support	408	588	588	683	688	277	428	383	469	4,348	858	818	10,716
5630 - Office, Equip. Maintenance	92	92	240	92	92	92	0	322	0	0	0	175	1,197
Total Equipment Expenses	2,340	2,520	2,668	2,615	3,127	369	428	705	469	4,348	858	993	21,440
Insurance													
5635 - Auto Insurance	437	437	437	437	437	437	437	437	437	437	437	610	5,417
5636 - Malpractice (Prof. Liab.)	417	417	417	417	417	417	417	417	417	417	417	417	5,004
5637 - Liability & Property	825	825	825	825	138	825	2,389	732	1,448	1,023	931	936	11,722
5638 - Directors & Officer Liability	265	172	409	295	295	295	295	295	295	295	295	295	3,501
Total Insurance	1,944	1,851	2,088	1,974	1,287	1,974	3,638	1,881	2,597	2,172	2,080	2,258	25,644
Outsourced Services													
5503 - Consultants	375	375	375	0	0	0	0	0	0	0	1,050	0	2,175
5508 - Professional Fees	0	0	0	0	0	0	0	0	0	0	0	2,500	2,500
5510 - Management Fee	0	0	0	0	0	100	100	0	0	0	0	0	200
Total Outsourced Services	375	375	375	0	0	100	100	0	0	0	1,050	2,500	4,875
Fundraising Expenses													
5632 - Fundraising Expenses	810	110	110	110	110	110	110	110	110	841	1,067	25	3,623
5633 - Fundraising Consulting	2,090	1,018	2,230	2,977	1,680	6,497	6,362	5,462	2,538	3,996	1,340	12,375	48,585
Total Fundraising Expenses	2,900	1,128	2,340	3,087	1,790	6,807	6,472	5,572	2,648	4,837	2,407	12,400	52,188
Fees and Interest													
5605 - Service Charges	35	53	43	28	64	110	106	80	0	0	0	0	519
5625 - Penalty charges	1,515	0	0	0	468	(468)	0	0	0	0	0	0	1,515
5641 - Finance Charges	42	22	16	6	6	6	92	92	14	67	223	108	602
5642 - Loan Interest	5,325	4,556	5,515	4,637	4,542	4,715	4,756	4,382	4,836	4,698	4,878	4,776	57,616
5650 - Merchant Processing	918	748	658	711	868	590	691	780	819	612	614	901	8,900
Total Fees and Interest	7,835	5,379	6,232	5,382	5,848	4,943	5,553	5,934	5,669	5,377	5,715	5,785	69,152
5615 - Depreciation Expense	22,299	22,299	22,299	22,299	22,299	22,299	22,279	22,279	22,279	22,279	22,279	22,279	267,468
5618 - Dues, Fees & License	0	1,570	400	0	0	350	0	20	0	154	0	116	2,610
5620 - Employee Goodwill	412	19	380	14	108	92	710	5	362	(253)	0	0	1,849
5639 - Recruitment Expense	75	0	366	222	78	393	387	114	476	386	122	202	2,821
5648 - Marketing Expense	0	2,250	5,250	4,500	4,640	4,948	4,535	4,930	4,500	4,400	6,875	4,580	51,388
Meeting & Travel Expenses													
5676 - Travel Costs	335	223	8	13	0	225	0	0	0	0	0	0	804
5677 - Meals	29	0	64	0	0	0	170	0	120	26	0	71	480
5678 - Mileage	85	0	15	0	0	0	71	156	70	0	211	0	608
Total Meeting & Travel Expenses	449	223	87	13	0	225	241	156	190	26	211	71	1,892
Total Indirect Costs	105,238	111,745	141,534	136,012	144,117	149,325	153,030	155,975	128,259	134,793	147,281	146,730	1,654,039
Total Expense	238,256	238,676	251,757	238,678	248,161	260,844	275,632	277,509	248,312	251,358	266,289	273,034	3,068,506
Net Ordinary Income	(91,274)	(46,672)	28,178	(118,763)	(28,072)	(4,572)	(8,330)	(1,822)	(2,479)	(109,592)	(16,311)	(1,639)	(403,348)
Other Income/Expense													
Other Income													
6121 - Dividends	124	139	130	149	148	152	188	170	184	236	245	257	2,122
6130 - Other Income	0	0	1,025	0	0	0	0	0	262	1,619	0	0	2,906
6131 - Settlement	0	1,129,827	0	0	0	0	0	0	0	0	0	0	1,129,827
Total Other Income	124	1,129,966	1,155	149	148	152	188	170	446	1,855	245	257	1,134,855
Net Income	(91,150)	1,081,294	29,333	(118,614)	(27,924)	(4,420)	(8,142)	(1,652)	(2,033)	(107,737)	(16,066)	(1,332)	731,507

SONRISAS DENTAL HEALTH, INC.
Balance Sheet
 As of June 30, 2018

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 06/04/18
 Accrual Basis

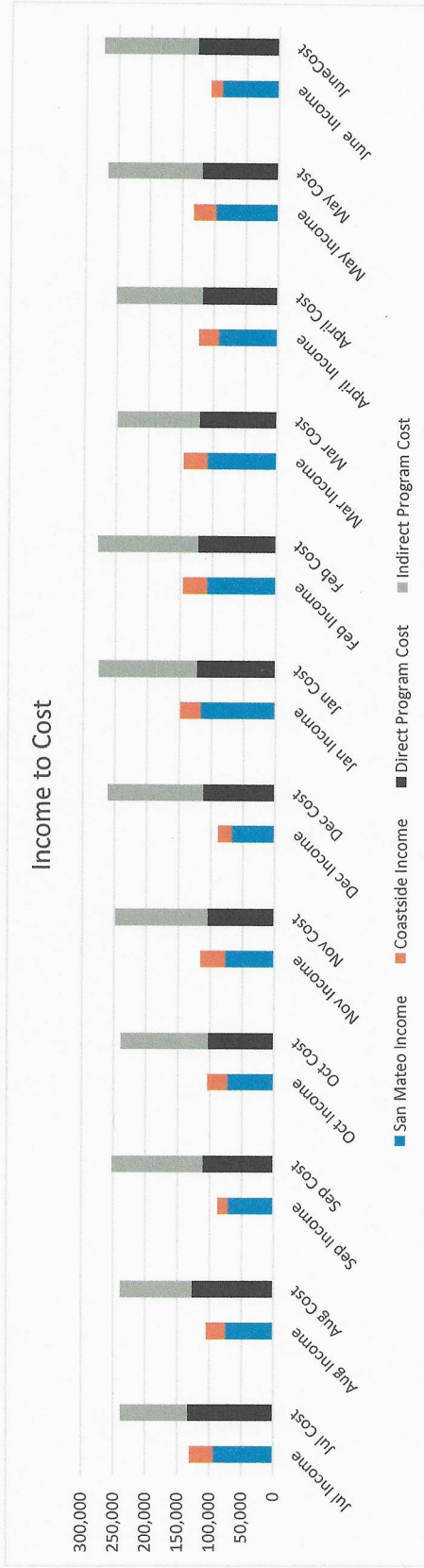
	Jul 31, 17	Aug 31, 17	Sep 30, 17	Oct 31, 17	Nov 30, 17	Dec 31, 17	Jan 31, 18	Feb 28, 18	Mar 31, 18	Apr 30, 18	May 31, 18	Jun 30, 18
ASSETS												
Current Assets												
Checking/Savings	0.00	0.00	0.00	0.00	0.00	0.00	49,723.77	103,304.29	121,479.77	100,188.08	86,978.79	185,401.85
1010 - Boston Private Business Checking												
1050 - Wells Fargo Checking	63,438.43	121,378.00	119,731.88	84,264.13	11,220.01	54,742.22	44,521.64	9,803.49	14,186.04	21,320.03	21,320.03	21,320.03
1070 - Merrill Lynch	196,545.45	196,694.73	198,815.11	198,983.84	197,111.15	197,263.19	197,450.94	197,620.96	197,804.98	198,041.17	198,135.80	198,393.17
Total Checking/Savings	259,983.88	318,062.73	318,546.99	281,227.77	208,331.16	252,006.41	291,688.35	310,728.74	333,440.79	315,548.28	306,434.62	405,115.05
1175 - Petty Cash - Coastside	400.00	400.00	385.00	381.41	381.41	381.41	381.41	381.41	381.41	381.41	381.41	381.41
1176 - Petty Cash - San Mateo	200.00	200.00	142.00	127.60	200.00	180.67	200.00	200.00	200.00	200.00	200.00	200.00
Total Checking/Savings	260,583.88	318,662.73	317,073.88	281,736.78	208,912.57	252,568.49	292,277.76	311,310.15	334,022.20	320,130.69	307,016.03	405,696.46
Accounts Receivable												
1210 - Grants Receivable	35,000.00	0.00	50,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1260 - Accounts Receivable - Services	208,462.32	171,566.74	144,836.44	152,543.33	162,576.10	162,803.33	190,161.32	225,656.90	200,069.43	200,812.26	203,498.34	186,468.84
1260 - Accts.Rec.- Other Agencies	14,074.25	15,818.75	11,188.75	3,418.75	3,118.75	(1,231.25)	25,180.00	35,485.00	49,235.00	19,465.00	14,885.00	5,726.00
Total Accounts Receivable	257,536.57	187,385.49	206,005.19	165,982.08	162,894.85	161,572.08	215,351.32	261,153.90	249,304.43	220,277.26	218,383.34	202,213.84
Total Accounts Receivable	257,536.57	187,385.49	206,005.19	165,982.08	162,894.85	161,572.08	215,351.32	261,153.90	249,304.43	220,277.26	218,383.34	202,213.84
1400 - Prepaid Expense	29,300.29	27,649.24	29,295.83	27,522.41	25,748.99	26,675.57	20,599.92	24,211.86	25,309.21	40,067.71	40,405.21	42,417.95
1405 - Work Comp Deposit	1,898.00	1,898.00	1,898.00	1,898.00	1,898.00	1,898.00	1,898.00	1,898.00	1,898.00	1,898.00	1,898.00	1,898.00
1450 - Allowance for Bad Debt	(18,775.05)	(18,775.05)	(18,775.05)	(18,775.05)	(18,775.05)	(18,775.05)	(18,775.05)	(18,775.05)	(18,775.05)	(18,775.05)	(18,775.05)	(46,416.80)
1499 - Undeposited Funds	2,685.22	3,451.02	8,321.00	6,852.85	8,871.94	10,051.96	4,091.45	12,901.87	35,018.10	3,475.48	0.00	3,676.00
Total Other Current Assets	15,108.46	14,223.21	20,739.78	17,498.21	8,871.94	19,850.48	7,794.32	20,238.48	43,450.26	26,666.15	23,528.16	1,576.15
Total Current Assets	533,226.91	520,271.43	543,818.85	465,197.07	380,679.36	433,991.05	515,423.40	592,700.53	626,776.89	567,074.10	546,927.53	609,486.46
Fixed Assets												
1320 - Leasehold Improvmt. - Coastside	25,886.14	25,886.14	25,886.14	25,886.14	25,886.14	25,886.14	25,886.14	25,886.14	25,886.14	25,886.14	25,886.14	25,886.14
1321 - Leasehold Improv. - S. Mateo	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76
1335 - Dental Equipment - Coastside	117,755.81	117,755.81	117,755.81	117,755.81	117,755.81	117,755.81	117,755.81	117,755.81	117,755.81	117,755.81	117,755.81	117,755.81
1336 - Dental Equipment - San Mateo	460,259.48	460,259.48	460,259.48	460,259.48	460,259.48	460,259.48	460,259.48	460,259.48	460,259.48	460,259.48	460,259.48	460,259.48
1340 - Computers - Coastside	35,725.63	35,725.63	35,725.63	35,725.63	35,725.63	35,725.63	35,725.63	35,725.63	35,725.63	35,725.63	35,725.63	35,725.63
1341 - Computers - San Mateo	65,633.05	65,633.05	65,633.05	65,633.05	65,633.05	65,633.05	65,633.05	65,633.05	65,633.05	65,633.05	65,633.05	65,633.05
1350 - Mobile Equipment	188,945.09	188,945.09	188,945.09	188,945.09	188,945.09	188,945.09	188,945.09	188,945.09	188,945.09	188,945.09	188,945.09	188,945.09
1370 - Furniture/Fixtures - Coastside	8,515.46	8,515.46	8,515.46	8,515.46	8,515.46	8,515.46	8,515.46	8,515.46	8,515.46	8,515.46	8,515.46	8,515.46
1371 - Furniture/Fixtures - S. Mateo	109,021.12	109,021.12	109,021.12	109,021.12	109,021.12	109,021.12	109,021.12	109,021.12	109,021.12	109,021.12	109,021.12	109,021.12
1380 - Truck	111,934.08	111,934.08	111,934.08	111,934.08	111,934.08	111,934.08	111,934.08	111,934.08	111,934.08	111,934.08	111,934.08	111,934.08
Less Accumulated Depr.	(126,624.45)	(127,791.27)	(128,038.12)	(130,294.97)	(131,551.82)	(132,808.67)	(134,044.95)	(135,281.23)	(136,517.51)	(137,753.79)	(138,990.07)	(140,226.35)
1390 - Accum. Depreciation-Coastside	(273,002.51)	(294,045.09)	(315,067.67)	(336,130.25)	(357,172.83)	(378,215.41)	(399,257.99)	(420,300.57)	(441,343.15)	(462,385.73)	(483,428.31)	(504,470.89)
1395 - Accum. Depreciation - San Mateo	(399,636.86)	(421,636.36)	(444,126.79)	(466,426.22)	(488,726.65)	(511,024.08)	(533,302.94)	(555,581.80)	(577,860.66)	(600,139.52)	(622,418.38)	(644,697.24)
Total Less Accumulated Depr.	1,740,904.66	1,718,605.26	1,696,305.83	1,674,006.40	1,651,706.97	1,629,407.54	1,607,128.68	1,584,849.82	1,562,576.94	1,540,292.10	1,518,013.24	1,495,734.38
Total Fixed Assets	1,740,904.66	1,718,605.26	1,696,305.83	1,674,006.40	1,651,706.97	1,629,407.54	1,607,128.68	1,584,849.82	1,562,576.94	1,540,292.10	1,518,013.24	1,495,734.38
Other Assets												
1420 - Security Deposits	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00
Total Other Assets	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00
TOTAL ASSETS	2,288,830.57	2,253,573.69	2,254,821.68	2,143,900.47	2,047,083.33	2,078,095.59	2,137,249.08	2,212,247.35	2,204,050.83	2,122,063.20	2,081,637.77	2,119,197.83
LIABILITIES & EQUITY												
Liabilities												
Current Liabilities												
Accounts Payable	248,887.00	49,238.77	24,326.45	25,422.90	27,150.26	38,634.12	44,543.72	65,635.73	40,324.10	65,446.59	59,908.39	77,729.42
2000 - Accounts Payable												
Total Accounts Payable	248,887.00	49,238.77	24,326.45	25,422.90	27,150.26	38,634.12	44,543.72	65,635.73	40,324.10	65,446.59	59,908.39	77,729.42
Credit Cards												
2112 - Wells Fargo Visa-Rohstein	1,314.84	2,483.30	1,606.67	957.56	332.55	0.00	739.42	251.60	778.64	1,128.19	1,289.01	1,061.56
2114 - Wells Fargo Visa-Kimburgh	1,778.51	3,616.48	6,344.21	3,685.95	4,892.63	0.00	7,767.79	221.54	4,201.87	6,695.92	3,948.84	4,357.76
2115 - Wells Fargo Visa-Cota	53.20	6.73	66.50	0.00	152.84	0.00	0.00	52.19	0.00	12.46	9.79	0.00
Total Credit Cards	3,146.55	6,106.51	8,017.38	4,645.51	5,388.94	0.00	8,507.21	474.74	5,180.51	7,836.67	5,247.64	5,419.32

SONRISAS DENTAL HEALTH, INC.
Balance Sheet
As of June 30, 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	Apr 30, 18	May 31, 18	Jun 30, 18
Total Credit Cards	3,146.55	6,108.51	8,017.38	4,643.51	5,377.82	0.00	8,507.21	525.33	4,980.51	7,837.57	5,188.64	5,419.32
Total Credit Cards	3,146.55	6,108.51	8,017.38	4,643.51	5,377.82	0.00	8,507.21	525.33	4,980.51	7,837.57	5,188.64	5,419.32
Other Current Liabilities												
2200 - Accrued Payables	445.51	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2205 - Accrued Interest	11,180.43	781.25	260.42	260.42	260.42	260.42	260.42	260.42	260.42	260.42	260.42	260.41
2210 - NAF Bridge Loan	150,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2300 - Accrued Salaries/Wages	70,285.28	85,918.32	88,112.12	92,070.86	44,032.47	68,513.67	85,615.89	86,172.40	100,181.14	91,513.84	58,920.80	66,960.80
2301 - Accrued PTO	43,038.04	43,038.04	43,038.04	43,038.04	43,038.04	43,038.04	43,038.04	43,038.04	43,038.04	43,038.04	43,038.04	43,038.04
2302 - Accrued Incentives	18,760.11	12,506.75	6,293.39	0.00	(6,253.42)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2321 - 401k Funds Payable	0.00	0.00	0.00	0.00	0.00	0.00	5,461.91	10,408.89	10,938.47	16,272.51	10,791.89	10,779.31
2383 - Accrued Payroll Taxes	5,414.22	6,608.55	6,619.54	6,781.23	8,514.18	1,990.08	1,996.51	1,990.08	2,878.07	3,227.59	4,471.93	0.00
2384 - Accrued PR Taxes on PTO	3,292.41	3,292.41	3,292.41	3,292.41	3,292.41	3,292.41	3,292.41	3,292.41	3,292.41	3,292.41	3,292.41	3,868.87
2385 - Accrued PR Taxes on Incentives	1,435.15	958.77	478.39	0.00	(478.40)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2387 - Accrued 401K Match	0.00	0.00	0.00	0.00	0.00	0.00	142.01	201.12	329.61	411.64	601.33	0.00
Total *Payroll Liabilities	142,205.21	152,321.84	148,793.89	145,182.34	92,145.28	116,844.12	139,146.77	145,092.94	160,657.74	157,765.83	121,116.50	132,182.40
Total Patient Prepayments - Coastside	4,595.90	4,595.90	4,595.90	4,595.90	4,595.90	0.00	0.00	0.00	0.00	777.90	1,058.30	2,893.98
2220 - Patient Prepayments - Coastside	4,595.90	4,595.90	4,595.90	4,595.90	4,595.90	0.00	0.00	0.00	0.00	777.90	1,058.30	2,893.98
2221 - Patient Prepayments - SM	13,869.45	13,869.45	12,723.35	12,835.35	12,835.35	4,189.30	4,189.30	4,198.30	1,920.10	16,196.25	12,588.05	22,343.00
2225 - Patient Refunds Payable - SM	12,418.05	13,422.50	7,827.36	13,796.20	8,311.40	22,165.40	21,333.34	25,229.59	27,898.09	14,888.25	17,044.90	4,092.50
2226 - Patient Refunds Payable - CSTSE	4,753.39	3,550.89	3,797.49	4,826.19	1,750.89	6,321.49	7,346.56	5,354.58	5,413.58	4,820.38	4,533.48	4,715.60
Total Patient Liabilities	35,626.79	35,428.74	28,934.10	36,043.84	27,483.54	32,688.19	32,889.20	34,785.47	35,331.77	36,682.78	35,234.73	34,045.08
Total Other Current Liabilities	339,457.94	188,531.83	177,988.41	181,488.40	119,889.24	148,790.73	172,276.39	180,136.83	196,249.93	194,699.03	156,611.65	166,487.89
Total Current Liabilities	591,481.48	243,871.11	210,332.24	211,562.81	152,417.32	186,424.85	225,327.32	246,297.89	241,554.54	258,983.19	221,678.68	246,636.63
Long Term Liabilities												
2701 - Accrued Rent Expense	466,023.24	481,408.24	495,789.24	512,172.24	527,555.24	542,938.24	558,767.24	574,596.24	590,425.24	606,254.24	622,083.24	637,912.24
2702 - PHCD Operating Loan	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00
2703 - PHCD T.I. Loan	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36
2705 - Note Payable	770,412.86	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2706 - Accr. Interest-TI Loan	66,435.66	69,259.71	72,694.80	75,518.83	78,251.76	81,075.79	83,899.82	86,450.55	89,274.58	92,007.51	94,831.54	97,564.47
2707 - Accr. Interest-Def. Rent	15,891.62	16,816.01	18,374.96	19,666.90	20,955.09	22,325.42	23,736.08	25,046.65	26,537.97	27,982.28	29,515.07	31,037.44
Total Long Term Liabilities	2,676,917.76	1,925,836.32	1,946,213.36	1,965,712.33	1,985,116.45	2,004,683.81	2,024,157.50	2,044,447.80	2,064,698.39	2,084,958.39	2,104,784.21	2,124,888.51
Total Liabilities	3,288,408.25	2,169,718.43	2,156,545.60	2,177,285.14	2,137,533.77	2,190,118.66	2,250,084.82	2,290,745.69	2,306,146.69	2,343,581.58	2,326,462.89	2,374,505.14
Equity												
3900 - Retained Earnings - Coastside	405,840.98	405,840.98	405,840.98	405,840.98	405,840.98	405,840.98	405,840.98	405,840.98	405,840.98	405,840.98	405,840.98	405,840.98
3901 - Retained Earnings - San Mateo	(1,473,813.00)	(1,473,813.00)	(1,473,813.00)	(1,473,813.00)	(1,473,813.00)	(1,473,813.00)	(1,473,813.00)	(1,473,813.00)	(1,473,813.00)	(1,473,813.00)	(1,473,813.00)	(1,473,813.00)
3905 - Restricted Net Assets - Coastside	117,984.08	103,709.20	90,995.82	81,170.32	55,211.56	41,137.40	31,033.24	41,222.08	34,867.91	26,993.74	20,116.57	14,387.40
3906 - Restricted Net Assets - S.Mateo	61,558.33	57,979.59	55,776.39	52,571.22	49,367.05	46,285.48	63,718.81	69,520.00	74,307.50	70,500.00	70,135.00	67,480.00
Net Income	(879,578.65)	980,144.52	1,019,478.89	900,865.81	872,942.97	868,526.07	860,384.23	858,731.60	855,700.75	748,959.90	732,885.33	731,517.31
Total Equity	2,288,630.57	2,263,572.89	2,254,821.88	2,143,900.47	2,047,083.33	2,076,095.59	2,137,249.08	2,192,247.35	2,204,050.83	2,221,063.20	2,081,637.77	2,119,917.83
TOTAL LIABILITIES & EQUITY	3,288,408.25	2,169,718.43	2,156,545.60	2,177,285.14	2,137,533.77	2,190,118.66	2,250,084.82	2,290,745.69	2,306,146.69	2,343,581.58	2,326,462.89	2,374,505.14

Sonrisas Dental Health Operations

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	Total
San Mateo Income	96,549	72,449	65,087	76,090	76,589	67,062	116,262	107,781	97,170	91,111	97,077	88,064	1,051,291
Coastside Income	33,900	32,131	22,046	27,578	38,592	21,446	32,171	36,960	47,660	31,489	34,692	17,950	376,616
Total Income	130,449	104,580	87,133	103,668	115,181	88,508	148,433	144,741	144,830	122,601	131,769	106,014	1,427,907
Direct Program Cost	133,019	126,931	110,223	102,665	104,044	111,519	122,602	121,534	120,052	116,565	119,007	126,304	1,414,466
Indirect Program Cost	105,238	111,744	141,534	136,012	144,117	149,325	153,030	155,975	128,259	134,793	147,278	146,730	1,654,034
Total Cost	238,257	238,676	251,757	238,677	248,161	260,844	275,632	277,509	248,311	251,358	266,285	273,034	3,068,500
TOTAL	(107,808)	(134,096)	(164,624)	(135,009)	(132,980)	(172,336)	(127,199)	(132,766)	(103,481)	(128,757)	(134,517)	(167,020)	(1,640,593)
Dividend/Other Income	124	139	1,155	149	148	152	188	21,658	692	11,254	33,538	257	69,454
Donations Received	16,533	18,422	72,802	16,247	29,909	17,764	18,869	34,458	10,757	9,766	11,915	15,382	272,823
Settlement	0	1,129,827	0	0	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	0	73,000	150,000	900,000
OTHER INCOME	16,658	1,215,388	193,957	16,395	105,056	167,916	119,057	131,116	101,449	21,020	118,453	165,639	2,372,104
NET INCOME	(91,150)	1,081,293	29,333	(118,614)	(27,924)	(4,420)	(8,142)	(1,652)	(2,032)	(107,737)	(16,064)	(1,381)	731,510



Patients Visits

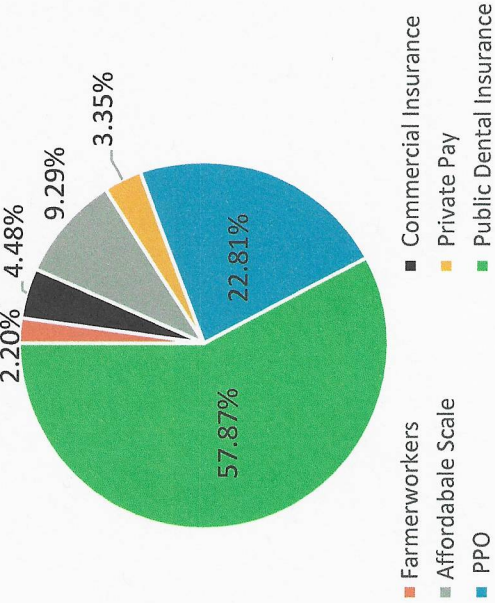
	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	Total
San Mateo Visits	659	599	537	542	505	541	593	569	704	585	653	660	7147
Coastside Visits	361	369	289	315	325	237	377	333	325	333	379	347	3990
Total Visits	1,020	968	826	857	830	778	970	902	1,029	918	1,032	1,007	11,137

Patient Visits by Payer

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	Total
Farmworker	21	18	1	18	10	15	28	19	29	26	30	30	245
Commercial Insur.	36	36	39	32	37	53	55	36	41	40	40	54	499
Affordable Scale	99	76	87	81	94	72	97	86	87	83	92	81	1,035
Private Pay	47	37	28	27	35	20	24	26	40	26	29	34	373
PPO	242	196	182	204	198	240	218	184	236	211	193	236	2,540
Public Dental Insur.	575	605	489	495	456	378	548	551	596	532	648	572	6,445
Total Visits	1,020	968	826	857	830	778	970	902	1,029	918	1,032	1,007	11,137

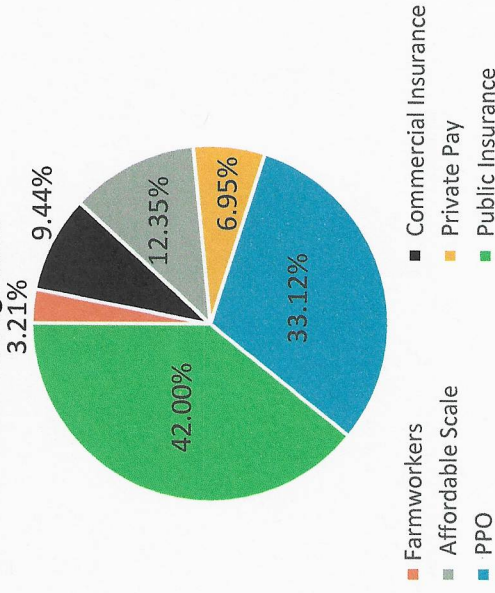
Visits by Payer As a Percentage

YTD Through June



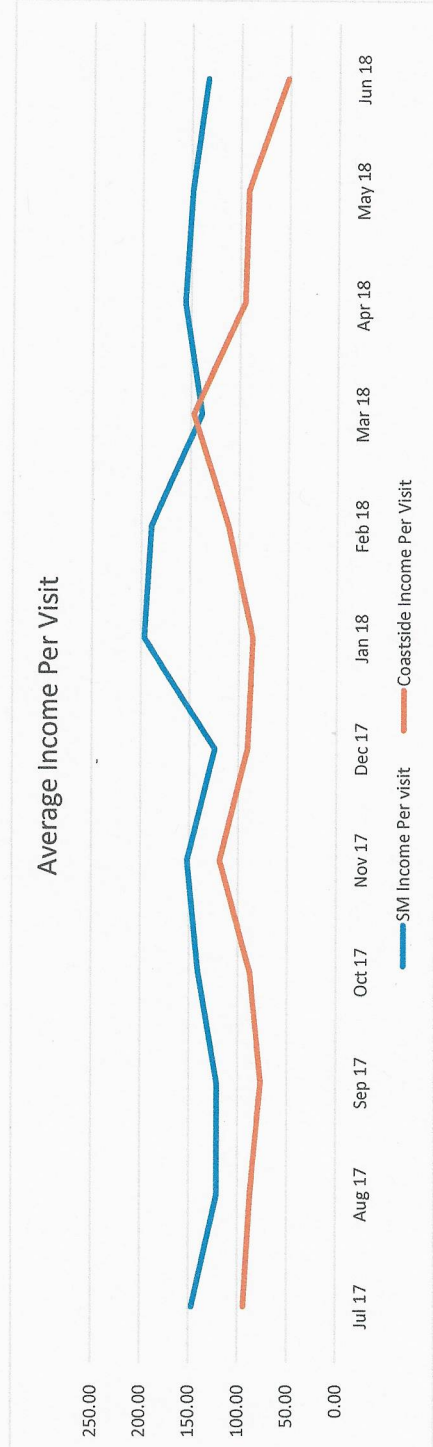
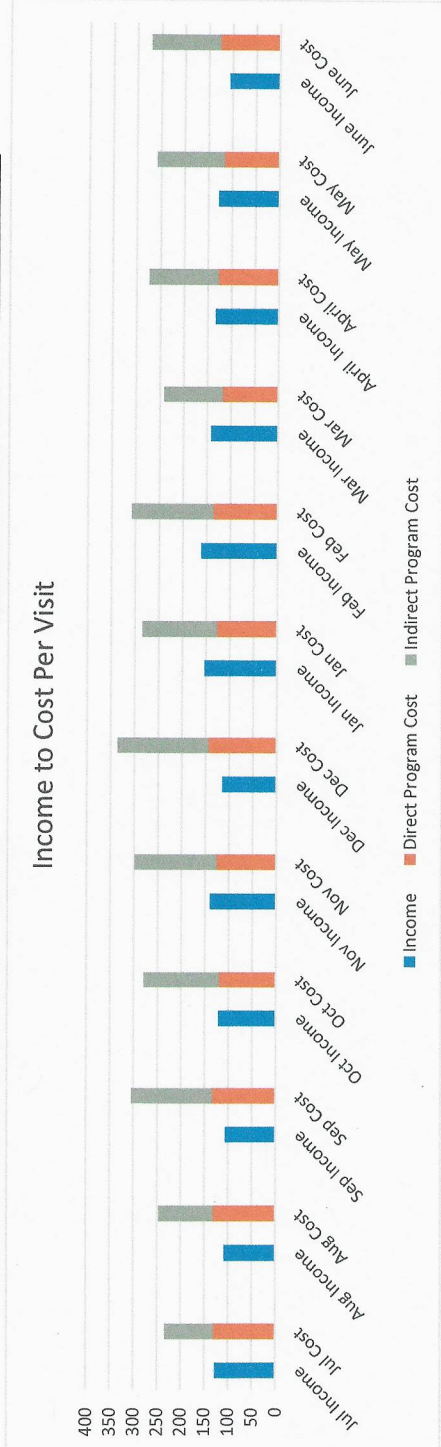
Net Revenue by Payer As a Percentage

YTD through June



Avg Cost per Visit	
Income per Visit	Jun 18 \$ 105.28
Direct Cost per Visit	\$ (125.43)
Indirect Cost per Visit	\$ (145.71)
Net Income per Visit	\$ (165.86)

Avg Net Income per Visit by Payer	
Payer Group	Net Income
Commercial Insurance	\$ 30.72
PPO	\$ (55.64)
Public Dental Insurance	\$ (230.95)
Private Pay	\$ 123.65
Affordable Scale	\$ 26.24



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**Grant / Fundraising Status
September 15, 2018**

CS = Coastside
SM = San Mateo
ATC = Access to Care
To Be Submitted

GRANT SUBMISSION / PENDING					
Name	Submitted Date	Requested	Center	Program	Period
George H. Sandy Foundation	7/26/2018	\$ 20,000	SM/CS	ATC	1 year
Dignity Health	7/20/2018	\$ 20,000	SM/CS	Screenings	1 year
Pierre Fauchard Foundation	5/25/2018	\$ 10,000	SM/CS	ATC	1 year
Sidney Memorial Trust	4/28/2018	\$ 5,000	CS	ATC	1 year
The Gellert Foundation	8/15/2018	\$ 50,000	SM/CS	Procedures	1 year
Get Healthy San Mateo County	9/14/2015	\$ 6,500	SM/CS	Screenings	1 year
Bristol Meyer		\$ 10,000			
Sobrato Family Foundation					
SM Credit Union		\$ 5,000			
Total		\$ 126,500			

AWARDED (Pledges - Cash Not Rec'd)					
Name	Awarded	Amount	Center	Program	Period
Peninsula Health Care District	5/24/2018	\$ 450,000	SM	ATC	May 18-Dec 18
City of HMB	6/8/2018	\$ 10,000	CS	ATC	FY 19
Atkinson Foundation	7/9/2018	\$ 7,500	SM/CS	Seniors	Jul 18- May 19
Sand Hill Foundation	7/26/2018	\$ 30,000	SM/CS	ATC	Sept 18-Aug 19
California Wellness	7/27/2018	\$ 125,000	SM/CS	ATC	FY19, FY20, FY21
Delta Dental Community Foundation	8/9/2018	\$ 35,000	SM/CS	ATC	FY19
Wells Fargo	9/12/2018	\$ 2,500	SM/CS	ATC	Sept 18-Aug 19
Total		\$ 660,000			

Name	Jul-17				Jun-18			
	Beginning Bal	Addition	Released	Ending Bal	Beginning Bal	Addition	Released	Ending Bal
Hope Fund	\$ 21,377		\$ 15,406	\$ 5,971				
California Wellness	\$ 65,000		\$ -	\$ 7,817				
Atkinson, Aging Outreach	\$ 5,625		\$ 65,000	\$ -				
Delta Dental Community Foundation	\$ -	\$ 10,000	\$ 10,000	\$ -				
ADHA Institute for Oral Health (Wrigley)	\$ 2,083		\$ 2,083	\$ -				
Sand Hill Foundation	\$ 11,667		\$ 11,667	\$ -				
Gassert - School Screenings	\$ 600		\$ -	\$ 600				
Kaiser Permanente	\$ 15,000		\$ 15,000	\$ -				
Sutter Bay Hospitals	\$ -	\$ 50,000	\$ 50,000	\$ -				
Hurlbut-Johnson Charitable Trust	\$ -	\$ 40,000	\$ 40,000	\$ -				
Wells Fargo Foundation	\$ -	\$ 2,500	\$ 2,500	\$ -				
Bothin Foundation	\$ 40,000		\$ -	\$ 40,000				
Casa de Redwood - Resident Care	\$ 4,960		\$ 4,960	\$ -				
Farmworkers	\$ -	\$ 55,916	\$ 28,436	\$ 27,480				
Touch Point Foundation	\$ -	\$ 3,000	\$ 3,000	\$ -				
Coastside Womens Club	\$ -	\$ 7,839	\$ 7,839	\$ -				
National Children's Oral Health Foundation	\$ -	\$ 1,292	\$ 1,292	\$ -				
Individual Donations	\$ -	\$ 10,015	\$ 10,015	\$ -				
Peninsula Health Care District	\$ -	\$ 900,000	\$ 900,000	\$ -				
Total	\$ 174,129	\$ 1,080,562	\$ 1,172,823	\$ 81,868				

Name	Jul-18				Sep-18			
	Beginning Bal	Addition	Released	Ending Bal	Beginning Bal	Addition	Released	Ending Bal
Hope Fund	\$ 5,971		\$ -	\$ 5,971				
California Wellness	\$ 7,817		\$ 7,817	\$ -				
Atkinson, Aging Outreach	\$ 600		\$ -	\$ 600				
Delta Dental Community Foundation	\$ 40,000		\$ 3,996	\$ 36,004				
Farmworkers	\$ 27,480		\$ -	\$ 27,480				
Peninsula Health Care District	\$ -	\$ 150,000	\$ 150,000	\$ -				
California Wellness	\$ 81,868	\$ 125,000	\$ 20,833	\$ 104,167				
Total	\$ 81,868	\$ 275,000	\$ 174,829	\$ 182,039				