



**DATE:** December 20, 2019

**TO:** SDH Board of Directors

**FROM:** Tracey Fecher, CEO

**RE:** **CEO Monthly Report**

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### 1. Overall Operations

- Visit volumes picked up for October, closing the gap in YTD visits from (53) at the end of September to (9) through October. Coastside is still low for Affordable Scale visits and overall visits (44) through October. As the KPI project continues, no-shows (also called broken appointments) will be a focus for both centers; but in particular for Coastside.
- Two registered dental assistants (1.4 FTE) have been hired and will start in early January. One RDA has pediatric experience and will be credentialed for hospital dentistry. We continue to recruit dental assistants and have a greeter position open in San Mateo.
- Earlier in the fiscal year, we considered hiring a part time staff member to do HR and compliance administration. SDH may be better served by hiring a contractor. After doing more research, options will be presented at the January board meeting.
- The capital improvement project for the San Mateo Clinic will be kicked off in January. Thank you to the PHCD board for approving up to \$65K of a grant installment for the project. Cash flow has been reviewed with the Senior Accountant and will not be an issue as the project is implemented.
- This month's financial dashboard includes FY 19 versus FY 20 income and expenses as well as visit volumes. This table shows that SDH has improved visit volume YTD by 269 visits and that we are ahead in all categories with the exception of Coastside revenue. The table has been inserted below for reference.

Sonrisas Dental Health Operations FY 19 vs FY 20						
	Oct 19	Oct 18	Variance	FY 20	FY 19	Variance
Visits	1004	972	32	3856	3607	249
San Mateo Revenue	118,002	92,960	25,042	442,364	416,208	26,156
Coastside Revenue	49,289	53,909	(4,620)	169,547	174,079	(4,532)
<b>Total Net Revenue</b>	<b>167,291</b>	<b>146,869</b>	<b>20,422</b>	<b>611,911</b>	<b>590,287</b>	<b>21,624</b>
Direct Program Cost	173,985	159,597	14,388	669,242	598,343	70,900
Indirect Program Cost	95,322	107,323	(12,002)	382,149	438,398	(56,250)
<b>Total Cost</b>	<b>269,306</b>	<b>266,921</b>	<b>2,386</b>	<b>1,051,391</b>	<b>1,036,741</b>	<b>14,650</b>
<b>TOTAL</b>	<b>(102,015)</b>	<b>(120,052)</b>	<b>18,036</b>	<b>(439,480)</b>	<b>(446,455)</b>	<b>6,974</b>
Dividend/Other Income	341	342	(1)	65,165	6,955	58,210
Donations Received	67,917	38,931	28,985	175,404	76,711	98,693
Grant from PHCD	75,000	75,000	0	300,000	225,000	75,000
<b>OTHER INCOME</b>	<b>143,257</b>	<b>114,273</b>	<b>28,984</b>	<b>540,569</b>	<b>308,666</b>	<b>231,903</b>
<b>NET INCOME</b>	<b>41,242</b>	<b>(5,778)</b>	<b>41,242</b>	<b>101,089</b>	<b>(137,788)</b>	<b>238,877</b>

## 2. FQHC Partnership

- The computer equipment from SMMC was received and has been configured. The x-ray equipment has been installed and training completed.
- On December 20<sup>th</sup>, SDH saw our first SMMC patients. There were 3 patients scheduled to be treated by Dr. Torrey. The SDH team has worked closely with SMMC to operationalize the contract.
- To date, only 8 patients have been referred from SMMC to SDH. The care coordination team is working closely with the SMMC team to ensure there are enough referrals to fill the scheduled FQHC days in January.

## 3. Key Performance Indicators

- The leadership team is reviewing multiple reports available in Open Dental to calculate hygienist and dentist production per day to compare it to industry standards. The September numbers reported in the last CEO report are being validated so that the team has a confirmed and documented process for calculating and presenting provider production monthly.
- In January, the team will be studying Provider Production data for September to December and will also share preliminary observations and learnings about no-show (broken) appointments.

## 4. School Screenings

- Dr. Jue has started to schedule the Spring school screenings and is planning on screenings at 11 schools, which is an increase of 2 schools over the last fiscal year.



## **5. Community Outreach**

- On November 16<sup>th</sup>, Dr. Jue gave a Diabetes and Oral Health Education Presentation at Mills Peninsula Medical Center.
- Dr. Jue attended the California Statewide Taskforce on Oral Health for People with Disabilities and Aging Californians in Sacramento.
- Dr. Jue connected Sunnybrae Elementary School in the San Mateo-Foster City School District with the SM County Oral Public Health Program to provide oral health education and Sonrisas is inquiring about screenings at the school.

## **6. Strategic Partnerships**

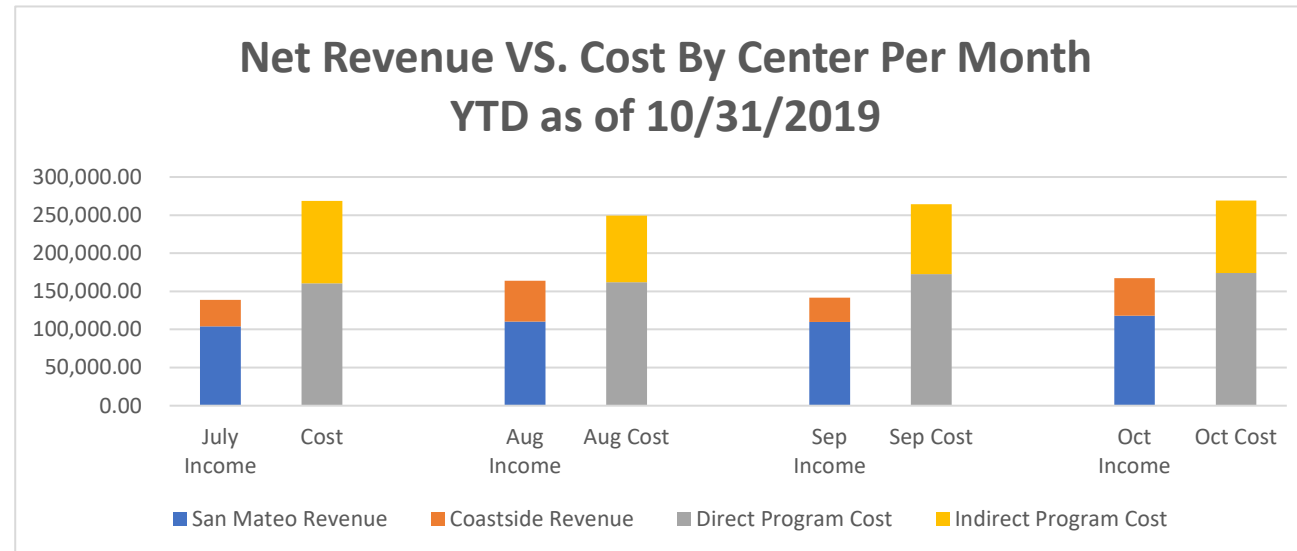
- The first HPSM Dental Advisory Committee meeting will be held in January. Dr. Rothstein or Dr. Bonnie will be attending to represent SDH.
- CFO Fama and CEO Fecher had a call with Pat Curran of HPSM about the Children's Health Initiative and serving children with special needs that either need sedation or desensitization to be seen at the dentist.

## **7. Development Update**

- Our new Director of Development, Maura LeBaron-Hsieh, started on December 2<sup>nd</sup>. She is working 8 days in December and will move to 3 days a week in January. Maura will be attending the January board meeting to introduce herself.
- SDH received a \$40,000 grant from Lucille Packard Children's Hospital in December. Each of the hospitals in the Healthy Community Collaborative of San Mateo (Stanford, LPCH, Sequoia, Mills Peninsula and Kaiser) have chosen to support SDH and oral health. The total of the grants received is \$170,000 with \$150,000 being from new funders to SDH. We believe the new relationships will result in year over year funding for several hospitals.

### Sonrisas Dental Health Operations

	Jul 19	Aug 19	Sept 19	Oct 19	Total	YTD Budget	B(W)
<b>San Mateo Revenue</b>	103,976	110,431	109,955	118,002	442,364	431,237	11,127
<b>Coastside Revenue</b>	34,980	53,473	31,805	49,289	169,547	153,836	15,711
<b>Total Net Revenue</b>	138,956	163,904	141,760	167,291	611,911	585,073	26,838
<b>Direct Program Cost</b>	160,634	162,047	172,576	173,985	669,242	713,643	(44,400)
<b>Indirect Program Cost</b>	107,847	87,327	91,652	95,322	382,149	439,973	(57,824)
<b>Total Cost</b>	268,482	249,375	264,228	269,306	1,051,391	1,153,615	(102,224)
<b>TOTAL</b>	(129,526)	(85,471)	(122,468)	(102,015)	(439,480)	(568,542)	129,062
<b>Dividend/Other Income</b>	33,103	303	31,419	341	65,165	1,360	63,805
<b>Donations Received</b>	39,307	36,304	31,877	67,917	175,404	153,650	21,754
<b>Grant from PHCD</b>	75,000	75,000	75,000	75,000	300,000	300,000	-
<b>OTHER INCOME</b>	147,409	111,606	138,297	143,257	540,569	455,010	85,559
<b>NET INCOME</b>	17,883	26,135	15,829	41,242	101,089	(113,532)	214,621



### Visits by Center

	Jul 19	Aug 19	Sept 19	Oct 19	Total	Budget	Variance
San Mateo Visits	668	631	598	677	2574	2539	35
Coastside Visits	295	357	303	327	1282	1326	(44)
<b>Total Visits</b>	<b>963</b>	<b>988</b>	<b>901</b>	<b>1004</b>	<b>3856</b>	<b>3865</b>	<b>(9)</b>

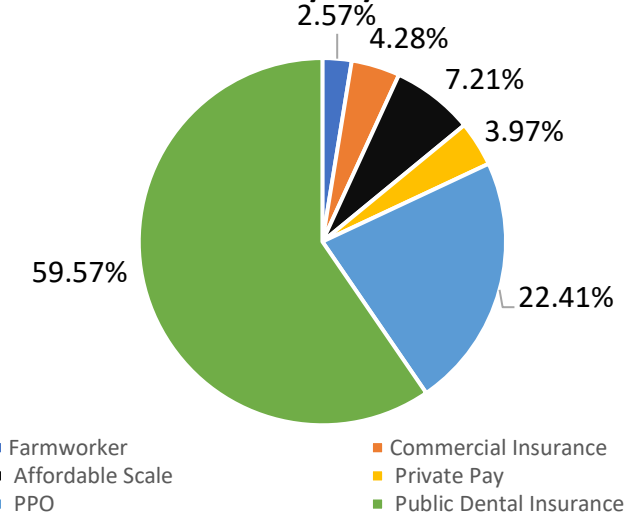
### Visits by Payer -San Mateo

	Jul 19	Aug 19	Sept 19	Oct 19	Total	Budget	Variance
Commercial Insurance	29	44	28	23	124	165	(41)
PPO	166	196	178	192	732	720	12
Private Pay	35	36	36	33	140	120	20
Affordable Scale	9	15	16	12	52	70	(18)
Farmworker	25	0	10	21	56	110	(54)
Public Dental Insurance(Adult)	201	172	142	155	670	1354	116
Public Dental Insurance(Child)	203	168	188	241	800		
<b>Total Visits</b>	<b>668</b>	<b>631</b>	<b>598</b>	<b>677</b>	<b>2,574</b>	<b>2,539</b>	<b>35</b>

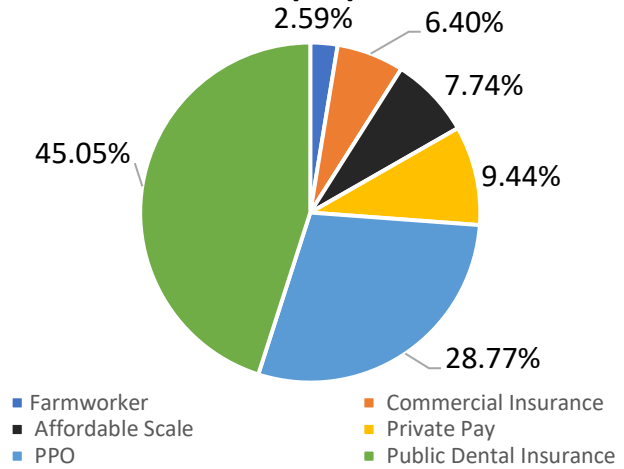
### Visits by Payer -Coastside

	Jul 19	Aug 19	Sept 19	Oct 19	Total	Budget	Variance
Commercial Insurance	4	19	9	9	41	22	19
PPO	30	25	39	38	132	105	27
Private Pay	1	5	3	4	13	24	(11)
Affordable Scale	60	61	52	53	226	260	(34)
Farmworker	1	22	0	20	43	0	43
Public Dental Insurance(Adult)	112	118	119	85	434	915	(88)
Public Dental Insurance(Child)	87	107	81	118	393		
<b>Total Visits</b>	<b>295</b>	<b>357</b>	<b>303</b>	<b>327</b>	<b>1282</b>	<b>1326</b>	<b>(44)</b>

### Visits By Payer As a Percentage YTD as of 10/31/2019



### Net Revenue by Payer As a Percentage YTD as of 10/31/2019



Avg. Income (Loss) per Visit	
YTD	
Net Revenue per Visit	\$ 158.54
Direct Cost per \	\$ (173.91)
Indirect Cost	\$ (99.26)
Net Income per Vi:	\$ (114.64)

True Income (Loss) per Visit by Payer	
Payer	Avg. YTD
Commercial Insurance	\$ 19.49
PPO	\$ (18.29)
Public Dental Insurance	\$(214.24)
Private Pay	\$ 308.67
Affordable Scale	\$ 71.20

Sonrisas Dental Health Operations FY 19 vs FY 20						
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**SONRISAS DENTAL HEALTH, INC.**  
**Profit & Loss Budget Performance**  
October 2019

	<u>Oct 19</u>	<u>Budget</u>	<u>Variance</u>	<u>Jul - Oct 19</u>	<u>YTD Budget</u>	<u>Variance</u>
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
<b>Program Revenue</b>						
<b>Patient Services</b>						
4103 · Commercial Insurance	10,279.00	13,626.55	(3,347.55)	50,326.00	56,541.07	(6,215.07)
4102 · PPO	85,335.00	65,348.28	19,986.72	299,487.00	262,728.84	36,758.16
4100 · Public Dental Insurance	260,800.00	195,071.26	65,728.74	937,331.40	798,210.03	139,121.37
4106 · Private Pay	11,617.00	9,942.72	1,674.28	57,816.00	39,770.88	18,045.12
4101 · Affordable Scale	23,203.00	22,213.41	989.59	85,910.00	91,828.48	(5,918.48)
4104 · Farmworker	14,053.00	12,543.71	1,509.29	39,439.00	45,993.60	(6,554.60)
4017 · FQHC	0.00	2,900.00	(2,900.00)	0.00	2,900.00	(2,900.00)
<b>Total Patient Services</b>	<b>405,287.00</b>	<b>321,645.93</b>	<b>83,641.07</b>	<b>1,470,309.40</b>	<b>1,297,972.90</b>	<b>172,336.50</b>
<b>Uncompensated Care</b>						
5020 · Prior Period Adjustment	(6,435.05)	0.00	(6,435.05)	15,370.42	(3,000.00)	18,370.42
5005 · Commercial Insurance	(2,109.20)	(2,735.73)	626.53	(11,150.54)	(11,371.91)	221.37
5004 · PPO	(34,479.34)	(25,517.00)	(8,962.34)	(123,365.74)	(102,544.00)	(20,821.74)
5009 · Public Dental Insurance	(176,416.10)	(128,270.40)	(48,145.70)	(661,537.40)	(524,923.15)	(136,614.25)
5007 · Affordable Scale	(9,433.00)	(8,211.00)	(1,222.00)	(38,521.10)	(33,668.00)	(4,853.10)
5003 · Farmworker Program	(3,556.00)	(7,470.96)	3,914.96	(23,592.00)	(27,393.72)	3,801.72
5002 · Hope Fund	0.00		0.00	0.00		0.00
5001 · Fee Adjustments	(5,567.30)	(2,500.00)	(3,067.30)	(15,602.30)	(10,000.00)	(5,602.30)
5006 · Private Pay	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Uncompensated Care</b>	<b>(237,995.99)</b>	<b>(174,705.09)</b>	<b>(63,290.90)</b>	<b>(858,398.66)</b>	<b>(712,900.78)</b>	<b>(145,497.88)</b>
<b>Total Program Revenue</b>	<b>167,291.01</b>	<b>146,940.84</b>	<b>20,350.17</b>	<b>611,910.74</b>	<b>585,072.12</b>	<b>26,838.62</b>
<b>Donations/ Incentives / Others</b>						
5104 · Fundraiser	0.00	0.00	0.00	0.00	1,000.00	(1,000.00)
5100 · Donations	621.79	3,200.00	(2,578.21)	2,181.26	10,800.00	(8,618.74)
5101 · In-Kind Donations	0.00	0.00	0.00	0.00	0.00	0.00
5103 · Incentives	0.00	0.00	0.00	0.00	0.00	0.00
5200 · Other Program Revenue	0.00		0.00	63,640.45		63,640.45
<b>Events/Fundraisers</b>						
5105 · Raffle	0.00	0.00	0.00	2,615.64	2,650.00	(34.36)
5106 · Other Events	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Events/Fundraisers</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>2,615.64</b>	<b>2,650.00</b>	<b>(34.36)</b>
5150 · Unrestricted Grants	75,000.00	75,000.00	0.00	300,000.00	300,000.00	0.00
5199 · Net Assets Released from Restri	67,294.71	34,800.00	32,494.71	170,713.09	139,200.00	31,513.09
<b>Total Donations/ Incentives / Others</b>	<b>142,916.50</b>	<b>113,000.00</b>	<b>29,916.50</b>	<b>539,150.44</b>	<b>453,650.00</b>	<b>85,500.44</b>
<b>Total Income</b>	<b>310,207.51</b>	<b>259,940.84</b>	<b>50,266.67</b>	<b>1,151,061.18</b>	<b>1,038,722.12</b>	<b>112,339.06</b>
<b>Gross Profit</b>	<b>310,207.51</b>	<b>259,940.84</b>	<b>50,266.67</b>	<b>1,151,061.18</b>	<b>1,038,722.12</b>	<b>112,339.06</b>
<b>Expense</b>						
<b>Direct Program Costs</b>						
<b>Personnel</b>						
5250 · Direct Program Salaries	133,636.31	139,788.00	(6,151.69)	521,689.95	559,152.00	(37,462.05)
5260 · Payroll Taxes	8,687.78	11,183.04	(2,495.26)	37,835.28	44,732.16	(6,896.88)
5261 · Unemployment Taxes	486.67	1,554.05	(1,067.38)	1,567.17	6,216.20	(4,649.03)
5270 · Benefits	5,754.27	2,643.47	3,110.80	18,428.18	10,573.88	7,854.30
5275 · 401k Match	942.84	963.66	(20.82)	3,433.61	3,854.64	(421.03)
5278 · Worker's Comp.	1,114.39	1,397.88	(283.49)	4,428.71	5,591.52	(1,162.81)

**SONRISAS DENTAL HEALTH, INC.**  
**Profit & Loss Budget Performance**  
October 2019

	<u>Oct 19</u>	<u>Budget</u>	<u>Variance</u>	<u>Jul - Oct 19</u>	<u>YTD Budget</u>	<u>Variance</u>
5280 · Continuing Educ.	932.45	0.00	932.45	2,032.45	500.00	1,532.45
5281 · Licenses and Registrations	363.25	216.00	147.25	5,181.00	864.00	4,317.00
<b>Total Personnel</b>	<b>151,917.96</b>	<b>157,746.10</b>	<b>(5,828.14)</b>	<b>594,596.35</b>	<b>631,484.40</b>	<b>(36,888.05)</b>
<b>Contracted Services</b>						
5301 · Contract Employees	0.00	0.00	0.00	0.00	0.00	0.00
5303 · Sterilization Services	1,154.00	760.00	394.00	3,272.00	3,040.00	232.00
5304 · Pathogen Testing	0.00	65.00	(65.00)	0.00	260.00	(260.00)
5305 · Shredding	67.00	0.00	67.00	263.00	0.00	263.00
<b>Total Contracted Services</b>	<b>1,221.00</b>	<b>825.00</b>	<b>396.00</b>	<b>3,535.00</b>	<b>3,300.00</b>	<b>235.00</b>
5320 · Dental Supplies	18,485.10	11,897.36	6,587.74	46,123.16	42,657.90	3,465.26
5325 · Small Dental Equipment	0.00	0.00	0.00	0.00	2,500.00	(2,500.00)
5326 · Dental Equipment Repair	0.00	800.00	(800.00)	731.02	3,200.00	(2,468.98)
5330 · Lab Fees	2,360.85	7,500.00	(5,139.15)	24,206.91	30,000.00	(5,793.09)
5331 · Uniforms	0.00	200.00	(200.00)	50.00	500.00	(450.00)
<b>Total Direct Program Costs</b>	<b>173,984.91</b>	<b>178,968.46</b>	<b>(4,983.55)</b>	<b>669,242.44</b>	<b>713,642.30</b>	<b>(44,399.86)</b>
<b>Indirect Costs</b>						
<b>Administrative Personnel</b>						
5450 · Salaries/Wages	43,512.20	53,649.00	(10,136.80)	161,811.74	189,600.00	(27,788.26)
5460 · Payroll Taxes, Admin/Mgmt	3,140.60	4,291.92	(1,151.32)	11,668.91	15,168.00	(3,499.09)
5461 · Unemployment Taxes	0.00	804.74	(804.74)	291.57	2,844.02	(2,552.45)
5470 · Benefits	1,412.49	5,364.90	(3,952.41)	6,226.45	18,960.00	(12,733.55)
5475 · 401k Match, Admin/Mgmt.	273.26	804.74	(531.48)	1,094.72	2,844.02	(1,749.30)
5478 · Worker's Comp.	335.52	536.49	(200.97)	1,369.38	1,896.00	(526.62)
Administrative Personnel - Other	0.00		0.00	11,927.26		11,927.26
<b>Total Administrative Personnel</b>	<b>48,674.07</b>	<b>65,451.79</b>	<b>(16,777.72)</b>	<b>194,390.03</b>	<b>231,312.04</b>	<b>(36,922.01)</b>
<b>Business Taxes</b>						
5520 · Property Taxes	0.00	0.00	0.00	79.29	250.00	(170.71)
<b>Total Business Taxes</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>79.29</b>	<b>250.00</b>	<b>(170.71)</b>
<b>Equipment Expenses</b>						
5507 · Computer Support	3,729.50	3,650.00	79.50	13,330.93	14,600.00	(1,269.07)
5608 · Software Support	827.00	850.00	(23.00)	3,155.00	3,400.00	(245.00)
5630 · Office Equip. Maintenance	0.00	0.00	0.00	0.00	1,000.00	(1,000.00)
<b>Total Equipment Expenses</b>	<b>4,556.50</b>	<b>4,500.00</b>	<b>56.50</b>	<b>16,485.93</b>	<b>19,000.00</b>	<b>(2,514.07)</b>
<b>Facilities Expenses</b>						
5600 · Auto Expenses	178.04	300.00	(121.96)	451.16	1,200.00	(748.84)
5610 · Building Maintenance	976.77	750.00	226.77	4,974.06	3,000.00	1,974.06
5611 · Janitorial Service	2,408.00	2,250.00	158.00	8,452.00	9,000.00	(548.00)
5670 · Rent	3,300.00	3,300.00	0.00	13,200.00	13,200.00	0.00
5672 · Phone / Internet	1,490.98	1,247.00	243.98	5,519.21	4,988.00	531.21
5680 · Utilities	1,920.65	2,444.00	(523.35)	8,341.22	9,776.00	(1,434.78)
<b>Total Facilities Expenses</b>	<b>10,274.44</b>	<b>10,291.00</b>	<b>(16.56)</b>	<b>40,937.65</b>	<b>41,164.00</b>	<b>(226.35)</b>
<b>Insurance</b>						
5635 · Auto Insurance	214.47	671.00	(456.53)	857.88	2,684.00	(1,826.12)
5636 · Malpractice (Prof. Liab.)	765.00	457.60	307.40	3,060.00	1,830.40	1,229.60
5637 · Liability & Property	993.33	1,030.70	(37.37)	3,973.32	4,122.80	(149.48)
5638 · Directors & Officer Liability	280.50	309.10	(28.60)	1,122.00	1,236.40	(114.40)
<b>Total Insurance</b>	<b>2,253.30</b>	<b>2,468.40</b>	<b>(215.10)</b>	<b>9,013.20</b>	<b>9,873.60</b>	<b>(860.40)</b>
<b>Office Exp.</b>						



**SONRISAS DENTAL HEALTH, INC.**  
**Profit & Loss Budget Performance**  
October 2019

	Oct 19	Budget	Variance	Jul - Oct 19	YTD Budget	Variance
5502 · Claims Processing	120.62	126.00	(5.38)	573.12	504.00	69.12
5504 · Payroll Processing / BG Checks	954.67	984.00	(29.33)	3,247.05	3,936.00	(688.95)
5616 · Patient Notification	485.00	485.00	0.00	1,959.90	1,940.00	19.90
5660 · Office Supplies	918.58	1,280.00	(361.42)	3,604.58	5,120.00	(1,515.42)
5665 · Postage and Shipping	419.86	310.00	109.86	1,503.26	1,240.00	263.26
5668 · Printing Costs	157.68	200.00	(42.32)	713.11	700.00	13.11
<b>Total Office Exp.</b>	<b>3,056.41</b>	<b>3,385.00</b>	<b>(328.59)</b>	<b>11,601.02</b>	<b>13,440.00</b>	<b>(1,838.98)</b>
<b>Fundraising Expenses</b>						
5632 · Fundraising Expenses	25.00	1,100.00	(1,075.00)	160.50	1,100.00	(939.50)
5633 · Fundraising Consulting	5,230.50	2,800.00	2,430.50	9,888.50	11,200.00	(1,311.50)
<b>Total Fundraising Expenses</b>	<b>5,255.50</b>	<b>3,900.00</b>	<b>1,355.50</b>	<b>10,049.00</b>	<b>12,300.00</b>	<b>(2,251.00)</b>
<b>Meeting &amp; Travel Expenses</b>						
5676 · Travel Costs	0.00	0.00	0.00	919.20	0.00	919.20
5677 · Meals	0.00	25.00	(25.00)	0.00	100.00	(100.00)
5678 · Mileage	244.79	225.00	19.79	662.56	900.00	(237.44)
<b>Total Meeting &amp; Travel Expenses</b>	<b>244.79</b>	<b>250.00</b>	<b>(5.21)</b>	<b>1,581.76</b>	<b>1,000.00</b>	<b>581.76</b>
<b>Outsourced Services</b>						
5503 · Consultants	0.00	0.00	0.00	0.00	0.00	0.00
5508 · Professional Fees	0.00	0.00	0.00	2,500.00	0.00	2,500.00
<b>Total Outsourced Services</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>2,500.00</b>	<b>0.00</b>	<b>2,500.00</b>
5615 · Depreciation Expense	22,289.81	20,834.56	1,455.25	89,144.92	87,692.72	1,452.20
5618 · Dues, Fees & License	192.00	210.00	(18.00)	192.00	840.00	(648.00)
5620 · Employee Goodwill	14.99	200.00	(185.01)	1,246.60	800.00	446.60
5639 · Recruitment Expense	289.86	1,475.00	(1,185.14)	1,073.56	5,900.00	(4,826.44)
5648 · Marketing Expense						
5651 · Outreach	(3,006.49)	0.00	(3,006.49)	364.02	5,000.00	(4,635.98)
5648 · Marketing Expense - Other	298.96	2,000.00	(1,701.04)	418.96	8,000.00	(7,581.04)
<b>Total 5648 · Marketing Expense</b>	<b>(2,707.53)</b>	<b>2,000.00</b>	<b>(4,707.53)</b>	<b>782.98</b>	<b>13,000.00</b>	<b>(12,217.02)</b>
<b>Fees and Interest</b>						
5605 · Service Charges	0.00	0.00	0.00	0.00	0.00	0.00
5625 · Penalty charges	0.00		0.00	0.00		0.00
5641 · Finance Charges	63.42	50.00	13.42	252.01	200.00	52.01
5642 · Loan Interest	0.00	0.00	0.00	0.00	0.00	0.00
5650 · Merchant Processing	864.01	800.00	64.01	2,698.45	3,200.00	(501.55)
<b>Total Fees and Interest</b>	<b>927.43</b>	<b>850.00</b>	<b>77.43</b>	<b>2,950.46</b>	<b>3,400.00</b>	<b>(449.54)</b>
<b>Total Indirect Costs</b>	<b>95,321.57</b>	<b>115,815.75</b>	<b>(20,494.18)</b>	<b>382,028.40</b>	<b>439,972.36</b>	<b>(57,943.96)</b>
<b>Total Expense</b>	<b>269,306.48</b>	<b>294,784.21</b>	<b>(25,477.73)</b>	<b>1,051,270.84</b>	<b>1,153,614.66</b>	<b>(102,343.82)</b>
<b>Net Ordinary Income</b>	<b>40,901.03</b>	<b>(34,843.37)</b>	<b>75,744.40</b>	<b>99,790.34</b>	<b>(114,892.54)</b>	<b>214,682.88</b>
<b>Other Income/Expense</b>						
<b>Other Income</b>						
<b>Other Income</b>						
6120 · Interest Income	9.35		9.35	37.40		37.40
6121 · Dividends	259.63	340.00	(80.37)	1,204.29	1,360.00	(155.71)
6130 · Other Income	72.00		72.00	177.35		177.35
<b>Total Other Income</b>	<b>340.98</b>	<b>340.00</b>	<b>0.98</b>	<b>1,419.04</b>	<b>1,360.00</b>	<b>59.04</b>
<b>Total Other Income</b>	<b>340.98</b>	<b>340.00</b>	<b>0.98</b>	<b>1,419.04</b>	<b>1,360.00</b>	<b>59.04</b>
<b>Other Expense</b>						
5900 · Other Expenses	0.00		0.00	120.19		120.19

**SONRISAS DENTAL HEALTH, INC.**  
**Profit & Loss Budget Performance**  
 October 2019

	<u>Oct 19</u>	<u>Budget</u>	<u>Variance</u>	<u>Jul - Oct 19</u>	<u>YTD Budget</u>	<u>Variance</u>
Total Other Expense	0.00		0.00	120.19		120.19
Net Other Income	340.98	340.00	0.98	1,298.85	1,360.00	(61.15)
<b>Net Income</b>	<b>41,242.01</b>	<b>(34,503.37)</b>	<b>75,745.38</b>	<b>101,089.19</b>	<b>(113,532.54)</b>	<b>214,621.73</b>

**SONRISAS DENTAL HEALTH, INC.**  
**Balance Sheet**  
 As of October 31, 2019

Oct 31, 19

**ASSETS**

**Current Assets**

**Checking/Savings**

**Checking/Savings**

1010 · Boston Private BusinessChecking	607,277.07
1020 · Boston Private Saving	110,072.28
1050 · Wells Fargo Checking	21,280.03
1070 · Merrill Lynch	203,264.70

<b>Total Checking/Savings</b>	941,894.08
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1175 · PettyCash - Coastside	381.41
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1176 · PettyCash -San Mateo	200.00
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<b>Total Checking/Savings</b>	942,475.49
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**Accounts Receivable**

**Accounts Receivable**

1250 · Accounts Receivable - Services	169,656.65
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1260 · Accts.Rec.- Other Agencies	11,753.33
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<b>Total Accounts Receivable</b>	181,409.98
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<b>Total Accounts Receivable</b>	181,409.98
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**Other Current Assets**

1400 · Prepaid Expense	25,171.31
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1405 · Work Comp Deposit	1,898.00
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1450 · Allowance for Bad Debt	(4,938.61)
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1499 · Undeposited Funds	26.00
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<b>Total Other Current Assets</b>	22,156.70
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<b>Total Current Assets</b>	1,146,042.17
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**Fixed Assets**

**Fixed Assets**

1320 · Leasehold Impvmnt. - Coastside	25,886.14
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1321 · Leasehold Improv. - S. Mateo	1,016,755.76
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1335 · Dental Equipment - Coastside	117,755.81
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1336 · Dental Equipment - San Mateo	506,218.80
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1340 · Computers - Coastside	35,725.63
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1341 · Computers - San Mateo	67,209.65
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1350 · Mobile Equipment	188,945.09
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1370 · Furniture/Fixtures - Coastside	8,515.46
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1371 · Furniture/Fixtures - S.Mateo	109,021.12
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1380 · Truck	111,934.08
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**Less Accumulated Depr.**

1390 · Accum. Depreciation-Coastside	(159,812.39)
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1395 · Accum. Depreciation - San Mateo	(839,929.22)
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<b>Total Less Accumulated Depr.</b>	(999,741.61)
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<b>Total Fixed Assets</b>	1,188,225.93
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<b>Total Fixed Assets</b>	1,188,225.93
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**Other Assets**

1420 · SecurityDeposits	14,697.00
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<b>Total Other Assets</b>	14,697.00
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<b>TOTAL ASSETS</b>	<b>2,348,965.10</b>
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**LIABILITIES & EQUITY**

**SONRISAS DENTAL HEALTH, INC.**

**Balance Sheet**

As of October 31, 2019

	<u>Oct 31, 19</u>
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 · Accounts Payable	47,926.53
<b>Total Accounts Payable</b>	<u>47,926.53</u>
<b>Credit Cards</b>	
2116 · Wells Fargo(Tracey)	88.78
<b>Total Credit Cards</b>	<u>88.78</u>
<b>Other Current Liabilities</b>	
<b>*Payroll Liabilities</b>	
2300 · Accrued Salaries/W ages	71,655.16
2301 · Accrued PTO	63,745.99
2321 · 401k Funds Payable	3,424.48
2383 · Accrued Payroll Taxes	4,869.98
2384 · Accrued PR Taxes on PTO	4,876.57
2387 · Accrued 401K Match	511.40
<b>Total *Payroll Liabilities</b>	<u>149,083.58</u>
<b>Patient Liabilities</b>	
2220 · Patient Prepayments - Coastsid	4,279.20
2221 · Patient Prepayments - SM	9,759.34
2225 · Patient Refunds Payable -SM	1,945.40
2226 · Patient Refunds Payable - CSTSE	1,759.20
<b>Total Patient Liabilities</b>	<u>17,743.14</u>
2205 · Accrued Interest	260.33
<b>Total Other Current Liabilities</b>	<u>167,087.05</u>
<b>Total Current Liabilities</b>	<u>215,102.36</u>
<b>Total Liabilities</b>	215,102.36
<b>Equity</b>	
3900 · Retained Earnings- Coastsid	344,765.83
3901 · Retained Earnings - San Mateo	1,486,780.08
3905 · Restricted Net Assets- Coastsid	126,051.78
3906 · Restricted Net Assets-S.Mateo	75,175.86
Net Income	101,089.19
<b>Total Equity</b>	<u>2,133,862.74</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>2,348,965.10</u></u>

**Grant / Fundraising Status (FY19)**

**December**



<b>GRANT SUBMISSIONS</b>						
Name	Submittal Date	Requested	Center	Programs	Period	Awarded?
City of Half Moon Bay - Government Grant	5/28/2019	\$ 10,000	CS	Procedures	1 year	Yes
Chan Zuckerberg Initiative	9/12/2019	\$ 75,000	SM/CS	ATC	1 year	Denied
George H Sandy Foundation	8/29/2019	\$ 30,000	SM/CS	ATC	1 year	Denied
Dignity Health Sequoia Hospital	9/6/2019	\$ 20,000	SM/CS	School Screenings	1 year	Yes
Stanford Hospital	9/6/2019	\$ 50,000	SM/CS	ATC	1 year	Yes
Sutter Health Mills Peninsula Hospital	9/13/2019	\$ 20,000	SM/CS	School Screenings	1 year	Yes
Kaiser Hospital	10/6/2019	\$ 40,000	SM/CS	ATC	1 year	Yes
Lucile Packard Children's Hospital	10/23/2019	\$ 40,000	SM/CS	ATC and School Screening	1 year - possible 3	Yes
Tooth Fairy - Clean and Screen	11/8/2019	\$ 3,500	SM	School Screenings	1 month - Feb	Denied
Sandhill Foundation	12/3/2019	\$ 40,000	SM/CS	ATC	1 year	Pending
Tooth Fairy - Gap	12/18/2019	\$ 500	SM	Case for a child	December	Yes
American Academy of Pediatric Dentists	12/20/2019	\$ 20,000	SM	ATC and School Screening	1 year	Pending
<b>Total</b>		<b>\$ 349,000</b>				

<b>AWARDED</b>								
Name	Awarded	Amount	Received	Not Yet Received	Period	Program	Center	
California Wellness Foundation	8/13/2018	\$ 250,000	\$ 250,000	\$ -	Aug 18-Jul 21	Adults/Seniors	SM/CS	
Peninsula Health Care District	10/25/2018	\$ 1,300,000	\$ 598,000	\$ 702,000	Jan 19-Jun 20	ATC	SM	
Sequoia Healthcare District	2/6/2019	\$ 150,000	\$ 150,000	\$ -	Feb 19-Feb 20	SHD Residents	SM	
Healthy Smiles, Healthy Children (AAPD*)	6/28/2019	\$ 20,000	\$ 20,000	\$ -	July 19-Jun 20	School Screenings and treatment	SM/CS	
Delta Dental Community Foundation	8/20/2019	\$ 20,000	\$ 20,000	\$ -	July 19-Jun 20	ATC	SM/CS	
Sutter Health Mills Peninsula Hospital	10/28/2019	\$ 20,000	\$ 20,000	\$ -	Jan 19-Dec 19	School Screenings and treatment	SM	
City of HMB	9/30/2019	\$ 10,000	\$ 10,000	\$ -	July 19-Jun 20		CS	
Stanford Hospital	9/23/2019	\$ 50,000	\$ 25,000	\$ 25,000	Sept 19-Aug 20	ATC	SM/CS	
Kaiser Hospital	9/24/2019	\$ 40,000	\$ 40,000	\$ -	Oct 19-Sept 20	ATC	SM/CS	
Lucile Packard Hospital	12/18/2019	\$ 40,000	\$ -	\$ 40,000	Sept 19-Aug 20	ATC and School Screenings	SM	
<b>Total</b>		<b>\$ 1,900,000</b>	<b>\$ 1,133,000</b>	<b>\$ 767,000</b>				

<b>ACCOUNTING REPORT: GRANTS/DONATIONS</b>									
<b>AVAILABLE IN FY20 (Cash Rec'd)</b>									
Name	Jul-19			Dec-19			Period	Purpose	Center
	Beginning Bal	Addition	Released	Ending Bal					
Hope Fund	\$ 2,229		\$ -	\$ 2,229	On Going	Uncompensated Care	CS		
Hope Fund	\$ 7,817		\$ -	\$ 7,817	On Going	Fund Development	CS		
Gassert - School Screenings	\$ 600		\$ 600	\$ -	On Going	School Screenings	CS		
Farmworkers	\$ 55,246	\$ 24,453	\$ 31,201	\$ 48,498	On Going	Farmworkers	SM		
Sand Hill Foundation	\$ 7,500		\$ 7,500	\$ -	10/01/2018-9/30/2019	General Support	SM/CS		
California Wellness	\$ 48,611	\$ 125,000	\$ 41,664	\$ 131,947	08/01/2018-07/31/2121	Senior/Children	SM/CS		
Delta Dental Community Foundation	\$ 8,756		\$ 8,756	\$ -	10/01/2018-9/30/2019	General Support	SM/CS		
Dignity Health Sequoia Hospital	\$ 6,664		\$ 6,664	\$ -	1/1/2019-12/31/2019	Hoover School/Casa de Redwood	SM		
TouchPoint Foundation	\$ 1,750		\$ 1,500	\$ 250	2/1/2019-1/31/2020	Older Adults	SM/CS		
Healthy Smiles, Healthy Children (AAPD*)	\$ -	\$ 20,000	\$ 9,996	\$ 10,004	07/01/2019-06/30/2020	School Screenings and treatment	SM/CS		
Delta Dental Community Foundation	\$ -	\$ 20,000	\$ 9,996	\$ 10,004	07/01/2019-06/30/2020	General Support	SM/CS		
Sutter Health Mills Peninsula Hospital	\$ -	\$ 20,000	\$ 20,000	\$ -	01/01/2019-12/31/2019	School Screenings and treatment	SM/CS		
City of HMB	\$ -	\$ 10,000	\$ 4,998	\$ 5,002	07/01/2019-06/30/2020	General Support	CS		
Sequoia Health District	\$ 12,500	\$ 75,000	\$ 50,000	\$ 37,500	09/01/2019-02/28/2020	General Support	SM/CS		
<b>Total</b>	<b>\$ 151,672</b>	<b>\$ 294,453</b>	<b>\$ 192,875</b>	<b>\$ 253,250</b>					

<b>GRANTS NOT AWARDED</b>								
Name	Submittal Date	Requested	Center	Date Notified	Programs	Reason	Next Steps	
Wells Fargo	7/1/2019	\$ 25,000.00	SM/CS	9/11/2019	Screenings	None Given		
Chan Zuckerberg Initiative	9/12/2019	\$ 75,000.00	SM/CS	ATC	1 year	None Given	Research introduction to C-Z when Dev Director Starts	
George H Sandy Foundation	8/29/2019	\$ 30,000.00	SM/CS	ATC	1 year	None Given		
Tooth Fairy - Clean and Screen	11/8/2019	\$ 3,500.00	SM	School Screenings	1 month - Feb	None Given	Maura to follow up with Foundation	

<b>COMING UP</b>
Name
Palo Alto Community Foundation
Pearlstein Family Foundation
Delta Denta
Atkinson Foundation
Genentech