



December 2023 Board Reports

1. CEO Report
2. CFO Report

CEO Report



DATE: December 26, 2023

TO: SDH Board of Directors

FROM: Tracey Fecher, CEO

RE: CEO Report

1. Clinic Operations:

- Clinic visits were under budget by (199) visits and ahead of forecast by 71 visits. Visits remain off budget number due to being understaffed by 1 FTE dentist in HMB and .6 FTE hygienist between both clinics.
- The San Mateo Clinic was closed for three days in November to treat the building for termites. The team was creative and resourceful in planning for the providers usually assigned to the San Mateo Clinic that Thursday, Friday, and Saturday. One example is that patients were treated in HMB that Saturday and additional treatment days were held for farmworkers at the La Honda/Pescadero clinic. The additional farmworker days replaced some of the FQHC patients that would have been treated in San Mateo.
- The no-show rate at both clinics was under budget, with the HMB office being 1% lower than budget.

| | November | | Actual | Actual vs. Budget | % of Actual Visits | % of Budgeted Visits |
|--------------------------------|--------------|--------------|--------------|-------------------|--------------------|----------------------|
| | Budget | Forecast | | | | |
| Comm/PPO | 318 | 228 | 226 | (92) | 20% | 24% |
| Private Pay | 33 | 18 | 25 | (8) | 2% | 2% |
| Medi-Cal Dental | 710 | 567 | 651 | (59) | 58% | 54% |
| Affordable Plan | 44 | 59 | 42 | (2) | 4% | 3% |
| Farmworker | 29 | 35 | 49 | 20 | 4% | 2% |
| FQHC | 190 | 147 | 132 | (58) | 12% | 14% |
| Access to Care Subtotal | 973 | 808 | 874 | (99) | 78% | 74% |
| Total Visits | 1,324 | 1,054 | 1,125 | (199) | | |

2. HR and Staffing:

- The implementation of TriNet is moving forward with all employees receiving early access to the platform to complete their I-9s, update their personal information and elect benefits. The implementation team (Veronica Le, Tina Wang, Jennifer Podraza

(GroHR) and Tracey Fecher) is working hard to make the transition as easy for Sonrisas' employees as possible.

3. Recruiting:
 - Recruiting for 1 FTE dentist for HMB, .6 FTE hygienist, 1 FTE dental assistant and 1 FTE Care Coordinator continues. It is a challenging time of year to recruit; and the team hopes for more active referrals in the new year.
4. SMMC FQHC Contract: SMMC has proposed offering Sonrisas their new FQHC rate, which would improve Sonrisas' rate from \$318/visit to \$351/visit effective September 1, 2023. The contract rate increase should be on the consent agenda for a Board of Supervisors meeting in late January.
5. Holiday Staff Party: The annual staff holiday party was held on Friday, December 22nd. The staff enjoyed lunch and the traditional white elephant gift exchange. For the third year in a row, desserts were homemade by Sonrisas' staff, with three staff receiving a gift card for being selected as the top desserts by staff judges. Here are some photos from the event:



6. Financial Update: On December 26th, Sonrisas' current cash position was \$2,006,000.

CFO Report



DATE: December 17, 2023

TO: SDH Board of Directors

FROM: Vickie Yee, CFO
Tina Wang, Senior Accountant

RE: **November Unaudited Financials and YTD Performance to Budget**

November PERFORMANCE:

- A. **Revenue:** Net Patient Revenue was **\$260,083** - \$28K below the budget.
- Total visits were 1,125 - 199 visits below the budget.
 - Total gross revenue was \$476,015– \$96K below the budget.
 - There were missing provider days due to unfilled positions. All available appointments are filled unless there are no shows, which are very few.
 - San Mateo center was closed for 3 business days due to an emergency facility maintenance issue, and 1 additional day was added to the Half Moon Bay center.
 - Total uncompensated care deduction was **(\$216,932)** – 46% of gross revenue.
- B. **Expenses:** **\$491,467** – \$52K better than budget.
- Direct Expenses - \$44K better than budget, mainly from \$39k savings in personnel costs due to unfilled positions and staff taking unpaid time off.
 - Indirect Expenses -\$7.6k better than budget.
- C. **Donations/Grants & Other Income:** **\$192,416**
- \$11,660 was received from the Year-End Campaign, \$1,500 from Cooking for a Cause, and \$600 from individual donors.
 - \$103,745 released from restricted grants, including an estimated \$44K grant from the Sequoia Health District
 - \$66,666 in PHCD estimated grant was recorded for the month.
 - \$8,245 in Investment Income

NET INCOME -\$(38,968) - \$21K positive variance to budget



YTD PERFORMANCE:

Performance continues to be favorable to budget primarily due to the following:

- o While visits are under budget by 12%, total direct care expenses are under budget by 13%.
- o Fundraising efforts remain strong with a net positive budget variance after fundraising expenses of \$39K.

Staffing continues to be challenging, resulting in 815 fewer visits than budget. However, all available appointments are mostly filled except for a few no-shows.

YTD PERFORMANCE TO BUDGET: YTD net income is **\$226k** better than the budget. The estimated Cash-flow is \$219K better than the budget. PHCD grant to date is \$393K.

| | YTD Actual | YTD Budget | Performance |
|---------------------------------|-----------------|--------------------|--------------|
| <i>Visits</i> | <i>6016</i> | <i>6831</i> | <i>(815)</i> |
| Gross Patient Revenue | \$2,713,605 | \$2,963,614 | (8%) |
| Uncompensated Care (Deductions) | (\$1,355,287) | (\$1,469,289) | 8% |
| Grants/Donations/Other Income | \$1,121,488 | \$1,044,586 | 8% |
| Direct Cost | (\$1,564,867) | (\$1,804,076) | 13% |
| Indirect Cost | (\$884,142) | (\$930,145) | 5% |
| Net Income | \$30,798 | \$(195,310) | 116% |
| <i>Non-cash items adj.</i> | | | |
| Depreciation | \$123,395 | \$127,863 | 3% |
| Capital Expenditure | \$60,130 | \$57,510 | (5%) |
| Estimated Cash Flow | \$94,062 | (\$124,957) | 175% |

FINANCIAL OPERATIONS:

The team would like to develop a 1-page clinical financial dashboard starting in January. We would like a Board member (or 2) to be part of these meetings to provide input. Please reach out to me if you would like to be part of these meetings. I will also be reaching out in the new year.

Sonrisas Dental Health
Revenues and Expenditures - Budget vs Actual
As of November 30, 2023

As of Date:

Location:

Restriction:

| | Month Ending 11/30/2023 | | | Year To Date 11/30/2023 | | |
|--|----------------------------|------------------|-------------|----------------------------|------------------|--------------|
| | Actual | 2023 2024 BUDGET | Budget Diff | Actual | 2023 2024 BUDGET | Budget Diff |
| Revenue and Expenditures | | | | | | |
| Net Program Income | | | | | | |
| Patient Revenue | | | | | | |
| Patient Services | | | | | | |
| Commercial Insurance | 11,788.00 | 18,702.87 | (6,914.87) | 70,929.00 | 95,499.63 | (24,570.63) |
| PPO | 65,218.00 | 101,910.24 | (36,692.24) | 412,077.33 | 533,085.11 | (121,007.78) |
| Private Pay | 12,589.00 | 9,431.19 | 3,157.81 | 43,553.00 | 49,727.63 | (6,174.63) |
| Public Dental Insurance | 291,432.80 | 325,786.53 | (34,353.73) | 1,506,443.30 | 1,679,767.26 | (173,323.96) |
| Tobacco Tax | 3,480.25 | 0.00 | 3,480.25 | 122,846.05 | 0.00 | 122,846.05 |
| Affordable Scale | 14,508.00 | 18,845.64 | (4,337.64) | 101,176.00 | 93,707.89 | 7,468.11 |
| Farmworker | 21,340.00 | 12,922.53 | 8,417.47 | 68,596.00 | 69,269.26 | (673.26) |
| FQHC | 55,659.00 | 84,752.56 | (29,093.56) | 386,522.00 | 442,556.99 | (56,034.99) |
| Gross Patient Revenue | 476,015.05 | 572,351.56 | (96,336.51) | 2,712,142.68 | 2,963,613.77 | (251,471.09) |
| Uncompensated Care | | | | | | |
| Prior Period Adjustment | (2,294.13) | (1,000.00) | (1,294.13) | 10,658.60 | (5,000.00) | 15,658.60 |
| Uncompensated Care - Commercial Insurance | (1,809.00) | (3,166.32) | 1,357.32 | (12,027.13) | (15,954.27) | 3,927.14 |
| Uncompensated Care - PPO | (22,876.60) | (41,951.33) | 19,074.73 | (162,984.55) | (219,371.46) | 56,386.91 |
| Uncompensated Care - Public Dental Insurance | (163,638.80) | (201,360.06) | 37,721.26 | (998,134.60) | (1,038,260.19) | 40,125.59 |
| Uncompensated Care - Affordable Scale | (5,950.00) | (8,003.84) | 2,053.84 | (43,575.75) | (39,772.95) | (3,802.80) |
| Uncompensated Care - Farmworker | (2,549.00) | (2,073.59) | (475.41) | (3,420.00) | (11,115.17) | 7,695.17 |
| Uncompensated Care - FQHC | (13,189.40) | (24,248.99) | 11,059.59 | (128,386.80) | (129,814.73) | 1,427.93 |
| Fee Adjustments | (4,625.50) | (2,000.00) | (2,625.50) | (17,416.63) | (10,000.00) | (7,416.63) |
| Total Uncompensated Care | (216,932.43) | (283,804.13) | 66,871.70 | (1,355,286.86) | (1,469,288.77) | 114,001.91 |
| Other Program Revenue | | | | | | |
| Other Program Revenue | 1,000.00 | 0.00 | 1,000.00 | 1,462.00 | 0.00 | 1,462.00 |
| Total Other Program Revenue | 1,000.00 | 0.00 | 1,000.00 | 1,462.00 | 0.00 | 1,462.00 |

| | | | | | | |
|-------------------------------------|------------|------------|-------------|--------------|--------------|--------------|
| Net Patient Revenue | 260,082.62 | 288,547.43 | (28,464.81) | 1,358,317.82 | 1,494,325.00 | (136,007.18) |
| Total Expenses | | | | | | |
| Direct Expenses | | | | | | |
| Direct Personnel Expense | | | | | | |
| Direct Program Salaries | 235,930.98 | 264,708.23 | 28,777.25 | 1,175,901.68 | 1,323,541.15 | 147,639.47 |
| Payroll Taxes | 14,695.77 | 20,250.18 | 5,554.41 | 81,726.99 | 101,250.90 | 19,523.91 |
| Unemployment Taxes | 261.23 | 2,179.68 | 1,918.45 | 2,057.60 | 10,898.40 | 8,840.80 |
| Benefits | 8,093.02 | 8,400.11 | 307.09 | 40,772.17 | 42,000.55 | 1,228.38 |
| 401k Match | 4,086.82 | 6,617.70 | 2,530.88 | 23,617.80 | 33,088.50 | 9,470.70 |
| Worker's Comp | 3,344.77 | 1,852.95 | (1,491.82) | 6,962.27 | 9,264.75 | 2,302.48 |
| Continuing Education | 0.00 | 150.00 | 150.00 | 2,374.93 | 750.00 | (1,624.93) |
| License and Registration | 1,058.24 | 1,000.00 | (58.24) | 7,528.20 | 5,000.00 | (2,528.20) |
| Outreach Extra Helap | 0.00 | 1,111.00 | 1,111.00 | 0.00 | 2,222.00 | 2,222.00 |
| Total Direct Personnel Expense | 267,470.83 | 306,269.85 | 38,799.02 | 1,340,941.64 | 1,528,016.25 | 187,074.61 |
| Clinic Expenses | | | | | | |
| Sterilization Services | 896.43 | 841.46 | (54.97) | 4,262.15 | 4,207.30 | (54.85) |
| Shredding | 117.00 | 98.00 | (19.00) | 409.00 | 490.00 | 81.00 |
| Dental Specialist-Claims Processing | 4,623.48 | 5,123.05 | 499.57 | 22,541.92 | 26,494.15 | 3,952.23 |
| Dental Supplies | 27,251.44 | 24,315.16 | (2,936.28) | 109,938.83 | 124,203.81 | 14,264.98 |
| Small Dental Equipment | 648.08 | 900.00 | 251.92 | 3,039.22 | 2,500.00 | (539.22) |
| Dental Equipment Repair | 1,005.78 | 3,218.00 | 2,212.22 | 8,465.92 | 16,090.00 | 7,624.08 |
| Lab Fees | 8,950.65 | 12,969.52 | 4,018.87 | 49,765.45 | 65,775.81 | 16,010.36 |
| Uniforms | 0.00 | 50.00 | 50.00 | 924.17 | 200.00 | (724.17) |
| PPE& Covid Related | 5,644.66 | 7,035.35 | 1,390.69 | 24,578.36 | 36,098.56 | 11,520.20 |
| Total Clinic Expenses | 49,137.52 | 54,550.54 | 5,413.02 | 223,925.02 | 276,059.63 | 52,134.61 |
| Total Direct Expenses | 316,608.35 | 360,820.39 | 44,212.04 | 1,564,866.66 | 1,804,075.88 | 239,209.22 |
| Indirect Expenses | | | | | | |
| Indirect Personnel Expenses | | | | | | |
| Salaries/Wages | 78,331.64 | 77,703.14 | (628.50) | 367,989.35 | 398,515.70 | 30,526.35 |
| Payroll Taxes | 5,456.81 | 5,659.92 | 203.11 | 27,593.89 | 29,064.60 | 1,470.71 |
| Unemployment Taxes | 6.62 | 677.25 | 670.63 | 117.90 | 3,486.25 | 3,368.35 |
| Benefits | 947.88 | 1,659.31 | 711.43 | 4,690.82 | 8,512.55 | 3,821.73 |
| 401k Match | 887.18 | 2,331.09 | 1,443.91 | 5,298.88 | 11,955.45 | 6,656.57 |
| Worker's Comp | 2,159.88 | 543.91 | (1,615.97) | 3,871.40 | 2,789.55 | (1,081.85) |
| Total Indirect Personnel Expenses | 87,790.01 | 88,574.62 | 784.61 | 409,562.24 | 454,324.10 | 44,761.86 |
| Facility Expenses | | | | | | |
| Building Maintenance | 1,705.99 | 1,830.00 | 124.01 | 10,173.93 | 9,150.00 | (1,023.93) |

| | | | | | | |
|---|-----------|-----------|------------|------------|------------|-------------|
| Janitorial Service | 2,928.00 | 2,668.50 | (259.50) | 13,470.00 | 13,281.50 | (188.50) |
| Rent | 3,484.00 | 3,484.00 | 0.00 | 17,420.00 | 17,420.00 | 0.00 |
| Phone/Internet | 1,997.94 | 1,820.25 | (177.69) | 7,738.83 | 9,101.25 | 1,362.42 |
| Utilities | 4,280.54 | 4,000.00 | (280.54) | 20,872.74 | 20,000.00 | (872.74) |
| Total Facility Expenses | 14,396.47 | 13,802.75 | (593.72) | 69,675.50 | 68,952.75 | (722.75) |
| Office Expenses | | | | | | |
| Claims Processing | 762.68 | 470.00 | (292.68) | 3,056.05 | 2,350.00 | (706.05) |
| Patient Notification | 798.00 | 800.00 | 2.00 | 3,990.00 | 4,000.00 | 10.00 |
| Office Supplies | 1,804.03 | 2,494.85 | 690.82 | 10,328.80 | 9,642.25 | (686.55) |
| Postage and Shipping | 310.50 | 384.00 | 73.50 | 1,469.13 | 1,920.00 | 450.87 |
| Printing Costs | 0.00 | 0.00 | 0.00 | 0.00 | 750.00 | 750.00 |
| Property Taxes | 0.00 | 0.00 | 0.00 | 65.58 | 250.00 | 184.42 |
| Employee Goodwill | 603.56 | 1,403.00 | 799.44 | 3,565.97 | 6,860.00 | 3,294.03 |
| Recruitment Expense | 1,226.00 | 181.00 | (1,045.00) | 3,551.35 | 905.00 | (2,646.35) |
| Total Office Expenses | 5,504.77 | 5,732.85 | 228.08 | 26,026.88 | 26,677.25 | 650.37 |
| Insurance | | | | | | |
| Insurance - Malpractice | 909.00 | 780.00 | (129.00) | 4,025.00 | 3,900.00 | (125.00) |
| Insurance - Liability & Property | 551.00 | 552.00 | 1.00 | 2,755.00 | 2,760.00 | 5.00 |
| Insurance - Directors & Officer Liability | 804.00 | 804.00 | 0.00 | 4,020.00 | 4,020.00 | 0.00 |
| Total Insurance | 2,264.00 | 2,136.00 | (128.00) | 10,800.00 | 10,680.00 | (120.00) |
| Fundraising Department | | | | | | |
| Fundraising Expenses | 1,202.96 | 5,719.00 | 4,516.04 | 48,711.83 | 34,589.00 | (14,122.83) |
| Fundraising Consulting | 940.00 | 2,617.00 | 1,677.00 | 51,820.00 | 42,685.00 | (9,135.00) |
| Total Fundraising Department | 2,142.96 | 8,336.00 | 6,193.04 | 100,531.83 | 77,274.00 | (23,257.83) |
| Professional fee | | | | | | |
| Consultant - General | 1,100.00 | 500.00 | (600.00) | 4,900.00 | 6,500.00 | 1,600.00 |
| Consultant - HR Professionals | 3,200.00 | 2,600.00 | (600.00) | 13,600.00 | 13,000.00 | (600.00) |
| Consultant-Project Manager | 6,100.00 | 6,000.00 | (100.00) | 24,300.00 | 30,000.00 | 5,700.00 |
| Consultant-Outreach System | 0.00 | 1,250.00 | 1,250.00 | 0.00 | 6,250.00 | 6,250.00 |
| Consultant-FQHC | 7,950.00 | 3,500.00 | (4,450.00) | 16,200.00 | 14,500.00 | (1,700.00) |
| Consultant - Legal | 391.00 | 0.00 | (391.00) | 776.00 | 0.00 | (776.00) |
| Consultant - Leadership Coaching | 2,583.33 | 3,277.77 | 694.44 | 11,041.66 | 9,555.54 | (1,486.12) |
| Total Professional fee | 21,324.33 | 17,127.77 | (4,196.56) | 70,817.66 | 79,805.54 | 8,987.88 |
| General | | | | | | |
| Depreciation Expense | 24,938.79 | 25,572.67 | 633.88 | 123,394.84 | 127,863.35 | 4,468.51 |
| Marketing Expense | 6,062.62 | 6,000.00 | (62.62) | 9,123.02 | 9,175.00 | 51.98 |
| Meeting & Travel Expenses | 57.00 | 165.00 | 108.00 | 2,190.56 | 1,425.00 | (765.56) |

| | | | | | | |
|------------------------------------|--------------|--------------|-------------|----------------|----------------|-------------|
| Fees and Interest | 1,741.38 | 2,000.00 | 258.62 | 9,805.31 | 10,000.00 | 194.69 |
| Outreach Supplies | 1,815.93 | 0.00 | (1,815.93) | 7,667.65 | 12,737.00 | 5,069.35 |
| Training & Membership | 317.00 | 0.00 | (317.00) | 375.00 | 0.00 | (375.00) |
| Board Expense | 40.97 | 875.00 | 834.03 | 195.33 | 4,375.00 | 4,179.67 |
| Total General | 34,973.69 | 34,612.67 | (361.02) | 152,751.71 | 165,575.35 | 12,823.64 |
| Computer expense | | | | | | |
| Computer Support | 5,668.47 | 6,446.66 | 778.19 | 30,194.76 | 29,033.32 | (1,161.44) |
| Software Support | 794.00 | 5,706.00 | 4,912.00 | 13,781.04 | 17,823.00 | 4,041.96 |
| Total Computer expense | 6,462.47 | 12,152.66 | 5,690.19 | 43,975.80 | 46,856.32 | 2,880.52 |
| Total Indirect Expenses | 174,858.70 | 182,475.32 | 7,616.62 | 884,141.62 | 930,145.31 | 46,003.69 |
| Total Total Expenses | 491,467.05 | 543,295.71 | 51,828.66 | 2,449,008.28 | 2,734,221.19 | 285,212.91 |
| Total Net Program Income | (231,384.43) | (254,748.28) | 23,363.85 | (1,090,690.46) | (1,239,896.19) | 149,205.73 |
| Grants and Other Income | | | | | | |
| Grants and Donations | | | | | | |
| Fundraiser | 13,160.28 | 0.00 | 13,160.28 | 179,130.31 | 130,000.00 | 49,130.31 |
| Donations | 600.00 | 10,000.00 | (9,400.00) | 5,861.68 | 15,000.00 | (9,138.32) |
| Grants | 103,745.13 | 116,666.00 | (12,920.87) | 520,289.90 | 558,331.00 | (38,041.10) |
| PHCD Grants | 66,666.00 | 66,667.00 | (1.00) | 393,132.00 | 333,335.00 | 59,797.00 |
| Total Grants and Donations | 184,171.41 | 193,333.00 | (9,161.59) | 1,098,413.89 | 1,036,666.00 | 61,747.89 |
| Other Income | | | | | | |
| Interest Income-Heritage | 178.75 | 42.00 | 136.75 | 985.76 | 210.00 | 775.76 |
| Other Income | 0.00 | 0.00 | 0.00 | 32.27 | 0.00 | 32.27 |
| Unrealized gain(loss)-CityNational | 6,486.10 | 0.00 | 6,486.10 | 10,717.43 | 0.00 | 10,717.43 |
| Investment Income | 1,580.33 | 1,542.00 | 38.33 | 11,296.59 | 7,710.00 | 3,586.59 |
| Interest Income | 0.00 | 0.00 | 0.00 | 42.47 | 0.00 | 42.47 |
| Total Other Income | 8,245.18 | 1,584.00 | 6,661.18 | 23,074.52 | 7,920.00 | 15,154.52 |
| Total Grants and Other Income | 192,416.59 | 194,917.00 | (2,500.41) | 1,121,488.41 | 1,044,586.00 | 76,902.41 |
| Net income | (38,967.84) | (59,831.28) | 20,863.44 | 30,797.95 | (195,310.19) | 226,108.14 |

Sonrisas Dental Health**Balance Sheet**

As of Date:

11/30/2023

Location:

Sonrisas Dental Health

Year To Date

11/30/2023

Current Year Balance**Assets**

Current Assets

Cash and Cash Equivalents

11218 - Heritage -Operating 667,122.39

11600 - Petty Cash 198.84

Total Cash and Cash Equivalents 667,321.23

Accounts Receivable, Net

Accounts Receivable

12100 - Accounts Receivable 295,081.10

12210 - Accounts Receivable - Grants 574,327.46

12218 - Contra Acct - Allowance for Bad Debt (21,248.65)

12220 - Accounts Receivable - Other Agencies 129,529.28

Total Accounts Receivable 977,689.19

Total Accounts Receivable, Net 977,689.19

Other Current Assets 25,846.84

Total Current Assets 1,670,857.26

Long-term Assets

Property & Equipment

17300 - Improvements 1,202,486.39

17400 - Equipment 1,536,860.26

17500 - Furniture/Fixtures 134,795.71

17999 - Accum Depreciation (2,032,333.89)

Total Property & Equipment 841,808.47

Other Long-term Assets 16,297.00

Total Long-term Assets 858,105.47

Investments

Long Term Investments

11410 - Investment Acct. - Merrill Lynch 10,793.17

11412 - Investment Acct. - City National 1,012,094.47

11415 - Unrealized Gain(loss) on Investment 3,783.71

Total Long Term Investments 1,026,671.35

Total Investments 1,026,671.35

Total Assets**3,555,634.08****Liabilities and Net Assets**

Liabilities

Short-term Liabilities

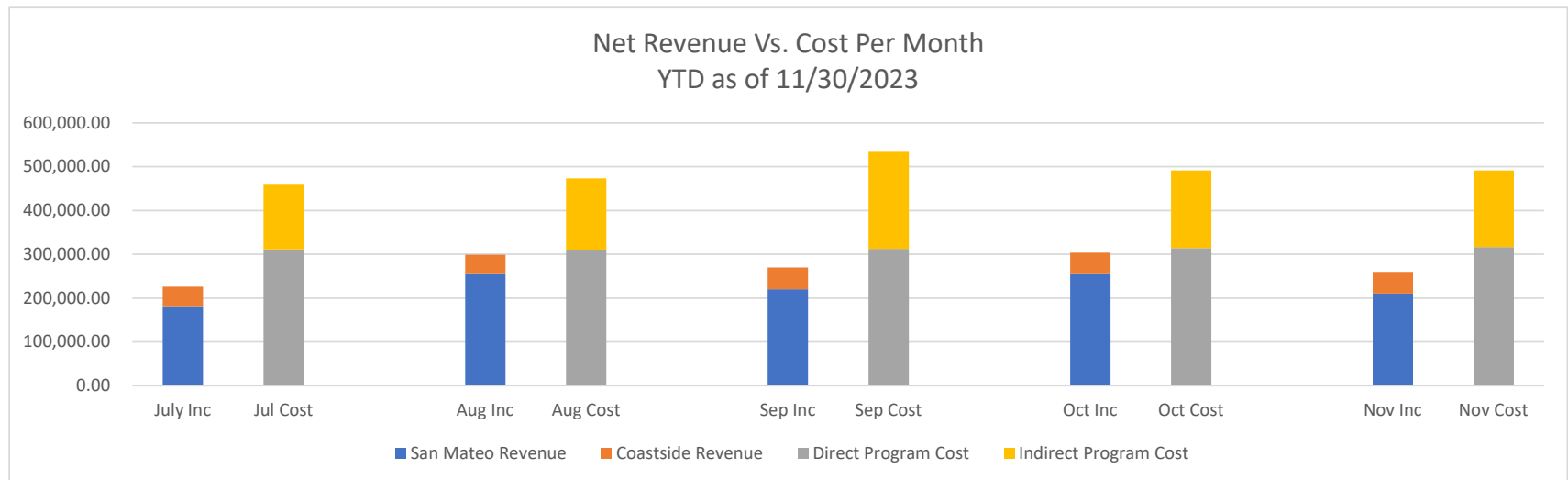
Accounts Payable

21110 - Accounts Payable 71,664.67

| | |
|---|---------------------|
| 23100 - Patient Prepayments | 16,652.55 |
| 23200 - Patient Refunds Payable | 4,338.65 |
| Total Accounts Payable | 92,655.87 |
| Accrued Liabilities | |
| 22210 - Accrued Payroll | 53,972.60 |
| 22220 - Accrued PTO | 83,587.86 |
| 22250 - Accrued 401k Funds Payable | 6,620.82 |
| 22255 - Accrued 401k Match Fund | 755.10 |
| 22260 - Accrued HSA Fund Payable | (636.75) |
| 22320 - FSA Employee Account | (1,620.26) |
| Total Accrued Liabilities | 142,679.37 |
| Withholding Tax Payable | |
| 22230 - Accrued Payroll Taxes | 9,472.24 |
| Total Withholding Tax Payable | 9,472.24 |
| Total Short-term Liabilities | 244,807.48 |
| Long Term Liabilities | |
| Other Long-term Liabilities | 4,623.93 |
| Total Long Term Liabilities | 4,623.93 |
| Total Liabilities | 249,431.41 |
| Net Assets | 3,306,202.67 |
| Total Liabilities and Net Assets | 3,555,634.08 |

Created on : 12/18/2023 6:05 PM PDT

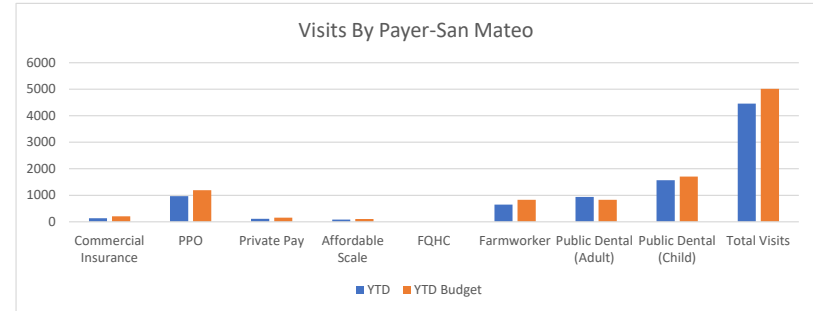
| Sonrisas Dental Health Operations | | | | | | | | |
|-----------------------------------|------------------|------------------|------------------|------------------|------------------|--------------------|--------------------|----------------|
| | Jul 23 | Aug 23 | Sept 23 | Oct 23 | Nov 23 | Total | Budget | B(W) |
| San Mateo Revenue | 181,811 | 254,513 | 220,223 | 254,699 | 210,340 | 1,121,585 | 1,133,717 | (12,133) |
| Coastside Revenue | 43,960 | 44,659 | 49,383 | 48,986 | 49,743 | 236,732 | 360,608 | (123,876) |
| Total Net Revenue | 225,771 | 299,172 | 269,606 | 303,685 | 260,083 | 1,358,317 | 1,494,325 | (136,008) |
| Direct Program Cost | 310,925 | 310,629 | 312,436 | 314,267 | 316,608 | 1,564,865 | 1,804,076 | 239,211 |
| Indirect Program Cost | 147,846 | 162,745 | 221,513 | 177,180 | 174,859 | 884,142 | 930,145 | 46,003 |
| Total Cost | 458,771 | 473,374 | 533,949 | 491,447 | 491,467 | 2,449,008 | 2,734,221 | 285,214 |
| TOTAL | (233,000) | (174,202) | (264,343) | (187,761) | (231,385) | (1,090,691) | (1,239,896) | 149,206 |
| Dividend/Other Income | 4,578 | 4,520 | 1,535 | 4,196 | 8,245 | 23,074 | 7,920 | 15,154 |
| Donations Received | 128,140 | 136,132 | 191,729 | 131,776 | 117,505 | 705,281 | 703,331 | 1,950 |
| Grant from PHCD | 66,666 | 80,667 | 112,467 | 66,666 | 66,666 | 393,132 | 333,335 | 59,797 |
| OTHER INCOME | 199,384 | 221,318 | 305,731 | 202,638 | 192,416 | 1,121,487 | 1,044,586 | 76,901 |
| NET INCOME | (33,616) | 47,116 | 41,388 | 14,877 | (38,968) | 30,797 | (195,310) | 226,107 |



| | 22-Jul | 30-Aug | 30-Sep | 31-Oct | 30-Nov | Total | Budget | Variance |
|----------------------|-------------|-------------|-------------|-------------|-------------|--------------|-------------|--------------|
| San Mateo Visits | 872 | 989 | 871 | 948 | 777 | 4,457 | 5014 | (557) |
| Half Moon Bay Visits | 231 | 299 | 334 | 347 | 348 | 1,559 | 1817 | (258) |
| Total Visits | 1103 | 1288 | 1205 | 1295 | 1125 | 6,016 | 6831 | (815) |

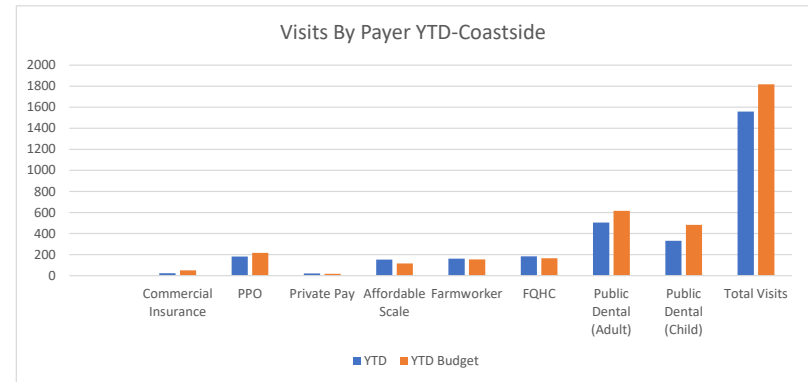
23-Nov

| | 30-Nov Budget | Variance | YTD | YTD Budget | Variance | |
|---------------------------------|---------------|------------|--------------|-------------|-------------|--------------|
| Commercial Insurance | 23 | 39 | (16) | 134 | 207 | (73) |
| PPO | 163 | 222 | (59) | 969 | 1189 | (220) |
| Private Pay | 16 | 29 | (13) | 110 | 155 | (45) |
| Affordable Scale | 10 | 19 | (9) | 87 | 103 | (16) |
| Farmworker | | | 0 | | | 0 |
| FQHC | 100 | 154 | (54) | 649 | 827 | (178) |
| Public Dental Insurance(Adult) | 186 | 154 | 32 | 937 | 827 | 110 |
| Public Dental Insurance (Child) | 279 | 318 | (39) | 1571 | 1706 | (135) |
| Total Visits | 777 | 935 | (158) | 4457 | 5014 | (557) |



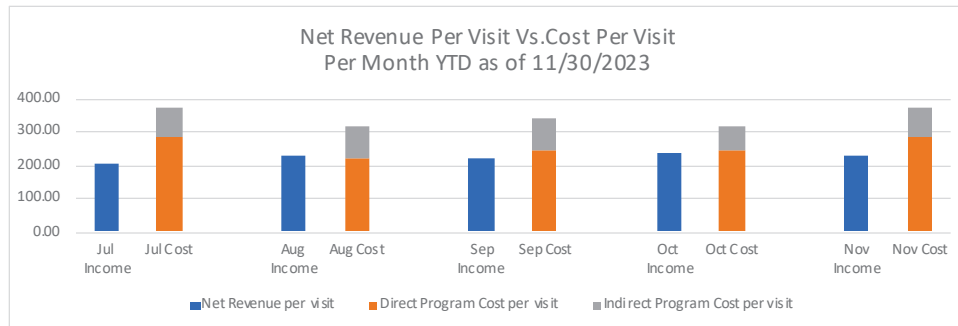
Visits by Payer -Coastside

| | 30-Nov Budget | Variance | YTD | YTD Budget | Variance | |
|---------------------------------|---------------|------------|-------------|-------------|-------------|--------------|
| Commercial Insurance | 5 | 11 | (6) | 23 | 50 | (27) |
| PPO | 35 | 47 | (12) | 182 | 216 | (34) |
| Private Pay | 9 | 4 | 5 | 21 | 17 | 4 |
| Affordable Scale | 32 | 25 | 7 | 152 | 116 | 36 |
| Farmworker | 49 | 29 | 20 | 161 | 155 | 6 |
| FQHC | 32 | 36 | (4) | 184 | 166 | 18 |
| Public Dental Insurance (Adult) | 114 | 133 | (19) | 504 | 615 | (111) |
| Public Dental Insurance (Child) | 72 | 104 | (32) | 332 | 482 | (150) |
| Total Visits | 348 | 389 | (41) | 1559 | 1817 | (258) |



| Avg. Income (Loss) per Visit | | | | |
|------------------------------|-------------|-------------|------------|--|
| | YTD | Budget YTD* | FY23 | |
| Net Revenue per Visit | \$ 225.78 | \$ 218.76 | \$204.01 | |
| Direct Cost per Visit | \$ (254.20) | \$ (249.54) | (\$234.27) | |
| Indirect Cost per Visit* | \$ (90.01) | \$ (87.63) | (\$79.46) | |
| Net Income per Visit | \$ (118.43) | \$ (118.41) | (\$109.72) | |

* Indirect cost excludes costs in outreach program and fundraising department



| Sonrisas Dental Health Operations Nov 23 VS. Nov 22 | | | |
|---|------------------|------------------|-----------------|
| | Nov -23 | Nov -23 | Variance B(W) |
| Visits | 1125 | 1085 | 40 |
| San Mateo Revenue | 210,340 | 174,626 | 35,714 |
| Coastside Revenue | 49,743 | 51,302 | (1,559) |
| Total Net Revenue | 260,083 | 225,928 | 34,155 |
| *Direct Program Cost | 316,608 | 227,190 | (89,418) |
| *Indirect Program Cost | 174,859 | 135,832 | (39,027) |
| Total Cost | 491,467 | 363,022 | (128,445) |
| TOTAL | (231,385) | (137,094) | (94,291) |
| Div idend/Other Income | 8,245 | 163 | 8,082 |
| Donations Received | 117,505 | 86,106 | 31,399 |
| Grant from PHCD | 66,666 | 75,000 | (8,334) |
| Grants and Donations | 192,416 | 161,269 | 31,148 |
| NET INCOME | (38,968) | 24,175 | (63,143) |