



DATE: February 12, 2018
TO: Board of Directors, Sonrisas Dental Health
FROM: Sonrisas Management Team
RE: Interim Report on SDH Activities

In lieu of the February 15th Board meeting, cancelled due to multiple schedule conflicts, and at the request of Chair Taverner, the Management Team prepared progress reports on strategic, operating, and financial activities since last month's meeting. Included in the documents that follow are:

- TAB A. November 16, 2017 Board minutes (Pending approval)
January 18, 2018 Board minutes (Pending approval)
- TAB B. CEO Report - Dr. Bonnie Jue
Director of Development and Special Projects Report - Dirk Alvarado
- TAB C. CFO Analysis of financial performance, December and YTD – C. Fama
Monthly P&L, July -December with comparison to Budget
Quarterly P&L with comparison to Budget
Balance Sheet as of December 31, 2017
Dashboards with data broken out by Center

A



Meeting of the Board of Directors of Sonrisas Dental Health

November 16, 2017

SDH San Mateo Center Board Room

MINUTES

1. **CALL TO ORDER:** Chair Taverner called the meeting to order at 18:35 hours.
2. **ROLL CALL:** Present: Directors Taverner, Cappel, Hinshelwood, Galligan, and Young.
Absent: Directors Machias and Navarro.
Staff: Dr Bonnie Jue, Cheryl Fama, Dirk Alvarado
3. **PUBLIC COMMENT:** Laurie Kretchmar, Content Marketing Place, and San Mateo resident shared that Dr. Jue will be introducing Mary Otto, author of *"Teeth: The Story of Beauty, Inequity, and the Struggle for Oral Health in America"* at Kepler's Book Store in Menlo Park on November 28th at 7:30 pm. This connection and visibility in Silicon Valley will be positive.
4. **WELCOME AND INTRODUCTION:** Chair Taverner welcomed Dirk Alvarado back to the team as SDH's Director of Development and Special Projects.
5. **APPROVAL of AGENDA:** *It was moved by Director Cappel, seconded by Director Galligan, and approved unanimously to approve the agenda as presented. 5/0/0*
6. **WEBSITE DEVELOPMENT PRESENTATION:** Chair Taverner introduced Bill Hunt and Caleb Zeringue who were engaged to develop Sonrisas' new website. They presented their research at the October Board meeting and tonight shared the design that went live November 1st. The site will be maintained internally by Mr. Alvarado.
7. **APPROVAL of MINUTES:** *It was moved by Director Galligan, seconded by Director Cappel, and unanimously approved to accept the October 19, 2017 minutes as written.*
8. **OLD BUSINESS:**
 - a. **IV Sedation Licensing Requirements:** Dr. Jue reported on her conversation with Jay Wong at State Licensing who clarified that it is a three-step process – 1) Submit application online to Licensing via the Central Application Unit; 2) OSHPD and Fire Marshall make site visit; 3) Public Health makes site visit. This could take a while. Mr. Casey of the Bothin Foundation that gave a \$40K grant to start



this service was informed about the delayed start up. He expressed his understanding of the protracted licensing procedure and asked we keep him updated.

- b. **FQHC Outreach:** Dr. Jue reported on her recent participation in a Statewide DentiCal summit which provided productive networking opportunities with representatives from California Wellness and the Gary & Mary West Foundation clinic in La Jolla; the latter already has a Conscious Sedation practice. Dr. Jue also confirmed that the change in DentiCal coverage, effective 1/1/18, is primarily the inclusion of more lab constructed services. She cautioned the potential is there for even greater losses from non-reimbursement and that SDH must proceed carefully with potential FQHC partners to ensure an even distribution of patients and protect against taking on too many of more complex procedures that will soon be allowed by DentiCal. CFO Cheryl Fama made two calls to San Mateo County in the preceding week but did not manage to connect with anybody to give an update.
- c. **Marketing Update:** Dr. Jue and Director Alvarado presented plans for the upcoming First Giving and Fall Appeal campaigns. The current donor list is will be targeted and consists primarily of Coastside contacts. CFO Cheryl Fama directed them to access the 300 Friends of the PHCD; Ashley has the names. A further initiative is to carry out a local mailing; CFO Cheryl Fama volunteered to ask Lee Michaelson of Sequoia HCD if they had a similar list. The plan is to "go big" on Get a Smile, Give a Smile by launching it at the book signing at Kepler's on November 28.
- d. **Proposed Bylaws Revisions:** Chair Taverner called attention to the red-lined version in the meeting materials. The proposed changes incorporate the new name and meeting notice compliance with Brown Act requirements and transparency.
- e. **Status of Transition to Independence from MN:** Dr. Jue reported that all systems have been transitioned and further support from the Apple Tree Dental MN team has been terminated. There are still considerable training and stabilization issues that will go on for the few months with managing the Open Dental billing system, ADP payroll and 401K plan, and accounting/bookkeeping.



She acknowledged the hard work of her team in accomplishing independence by the 10/31/17 target date.

9. NEW BUSINESS:

- a. **Unaudited October 31, 2017 financials:** CFO Fama reported that the October close could not be finalized by this meeting date and therefore, these financials will be provided at the next meeting. She noted that visit volumes were up October over September primarily for Denti-Cal so revenues were down 8%. However, direct costs were down 7% and total expenses were down 9% over September.
CFO Cheryl Fama suggested that we develop a Report Card highlighting 3-4 key measurements along with the comparative figures from last year. She will revert with a proposal.
- b. **Grant Writer Contract Renewal and New Hire:** Dr. Jue reported she plans to renew the contract with Coastside's current grant writer, Brittany Jarabek and to hire the team of Heidi and Ming to focus on funding for San Mateo. Their first task will be to prepare the report for the impending meeting with Sequoia HCD. The expected costs of the grant writers were included in the FY 2018 operating budget approved last meeting.

10. FUNDRAISING COMMITTEE REPORT: Chair Hinshelwood presented a brief power point presentation on his vision for a "Fundraising Strategy 2.0" that included the purpose, refocus of the committee, pillars to explore for the revenue plan and the newly recruited external committee members who represent Silicon Valley, major campaigns, investment managers, and other business leaders. [Presentation is appended to and made part of these minutes.] The Directors received his proposed restructuring and focus favorably and encouraged him to proceed with the first meeting he planned for December.

11. OTHER BUSINESS:

- a. **Proposed Board meeting Schedule for 2018:** Chair Taverner called attention to the draft calendar in the meeting packet. It was agreed to continue monthly meetings. Given Director Hinshelwood's plan for a Fundraising Committee in December and the 3rd Thursday is close to the vacation week, it was unanimously agreed to cancel the December regular board meeting.



- b. **Board Officers:** Director Galligan reflected on the many transition activities that occurred in a short period of time around the August 1 separation date from ATD Minnesota. At that time, she was asked to be the CEO which she accepted. Sonrisas Dental Health is now stabilizing and she recommends that she step down and that Dr. Jue, who is directly leading the Centers, be given the title that reflects the work she is doing.

It was moved by Director Galligan, seconded by Director Hinshelwood, and unanimously approved to accept CEO Galligan's resignation and appoint Dr. Jue as the CEO. 5/0/0.

Chair Taverner pointed out that there is a vacancy for Vice Chair and proposed Director Galligan for the position. Also approved.

To the question, do we need to appoint a COO, it was noted that the bylaws do not call out a COO position and no action was taken.

12. **ADJOURNMENT:** There being no further business, the meeting was adjourned by Chair Taverner at 20:30 hours.

Written by Cheryl A. Fama, CFO

Approved: Clyde Hinshelwood, Secretary

Approved: Nigel Taverner, Board Chair



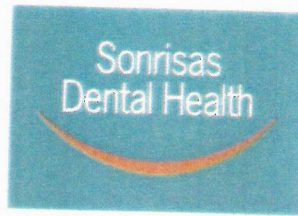
Meeting of the Board of Directors of Sonrisas Dental Health

January 18, 2018

SDH San Mateo Center Board Room

MINUTES

1. **CALL TO ORDER:** Chair Taverner called the meeting to order at 18:33 hours.
2. **ROLL CALL:** Present: Directors Taverner, Hinshelwood, Galligan, Macias, and Young.
Absent: Directors Cappel and Navarro.
Management: Dr. Bonnie Jue, Cheryl Fama, Dirk Alvarado
3. **Approval of Agenda:** *It was moved by Director Galligan, seconded by Director Hinshelwood, and approved unanimously to accept the agenda as presented. 5/0/0*
4. **PUBLIC COMMENT:** None offered.
5. **APPROVAL of MINUTES:** Deferred.
6. **OLD BUSINESS:**
 - a. **IV Sedation Licensing Requirements:** Dr. Jue reported that she received a response with more questions today (January 18). Next step – Dr. Jue now has the name of the recipient for required forms and further questions and will submit responses, after consulting with Dr. Ricky Chan.
 - b. **FQHC Update:** Dr. Jue proposed we hold off on pursuing Gardner's pediatric patients now due to risk of adverse selection and potential disruption for other SDH patients. A San Jose FQHC may be interested in sending patients; this will be explored further. No news from San Mateo County Health CFO on any response from the State on County's request to partner with SDH. CFO Fama pursuing with County.
7. **FINANCIAL REPORT:** CFO Fama distributed and reviewed the P&L and Balance Sheet through November 30, 2017. She expressed high confidence in the gross and net revenues; however, the precise breakdown of write-offs vs. adjustments is still under review and part of the learning curve related to the Open Dental/ATD unique software programming. November total Operating costs exceeded Net Income by \$133,000 and have averaged a negative run rate of \$135,000 for the fiscal year to date; without

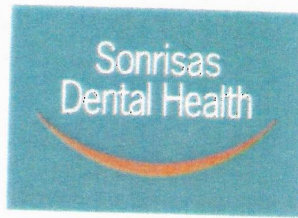


depreciation and PHCD rent, that average drops to \$100,000/month. This was mitigated in November by \$105,000 in grant funds, \$75,000 from PHCD, and YTD a total of \$416,000 in grant funding. **Chair Taverner** asked for an explanation of why Indirect Costs continue to increase despite a reduction in Transition Costs. **CFO Fama** responded total indirect costs were \$8,000 higher than October due primarily to the new Director of Development and Special Projects, needed IT support to help with Open Dental transition, and cost of temporary accounting services.

November visits were 830; average YTD were 900. Ratio of insured to Denti-Cal/uninsured remains at 56%:44% resulting in an average loss per visit of \$160.00 in November and YTD average loss of \$152/visit. (Based on total centers' costs, direct & indirect, depreciation, and 430 rent). **CFO Fama** distributed a variety of 'dashboards' that graphically summarized income, costs, visits by center. The dashboard was well received by the Board. **CFO Fama** solicited feedback on preferred formats. **Chair Taverner** requested we include waiting times for appointments, number of new patients, and how they were referred to the Center. Also that Patient Visits be compared with last year as bar charts.

8. OPERATIONS REPORT: Dr. Jue

- a. **Recruitment:** Two per diem dentists and two dental hygienists have been hired; credentialing in process.
- b. **Farm Workers** grant renewed at \$1,145/new patient, \$370/patient more than the prior contract. Commitment is to serve up to 115 unduplicated patients. Mobile visits start on Friday January 19 (already a quarter ahead of last year in starting) and are already booked through March.
- c. **1/1/18 Dental-Cal** changes, as understood at this time, suggest SDH Centers could be in for more losses. However, it will depend on mix of treatments; for example, for deep cleanings, income should be a wash.
- d. **Residency Program:** The Coastsides dental residency will continue. New terms require a 5-day week operation. Staff is willing; residents will cover adding Fridays which keeps costs down; and, more patients can be served. Unfortunately, the UOP dental assistant rotation will need to be terminated as there is insufficient room and supervisory opportunity to participate in both.
- e. **New Patients:** Dr. Jue reported that have been a number of new patients, probably through insurance company referrals. SDH is seen as convenient, brand new, and with parking which gets good reviews.
- f. **Marketing Update:** Mr. Alvarado reported – Social media is being tracked daily; there is better control of Yelp, Instagram and Facebook usage; website donor



button has been fixed. Laurie Kreshnar, Marketing consultant, is promoting Dr. Jue on LinkedIn for increased ambient awareness. Flyers have been developed for *Get A Smile, Give a Smile* campaign, with others for Special Needs and Seniors in development. CFO Fama noted the next PHCD newsletter, mailed out to 40,000 households, will feature SDH; and Dr. Jue and Chair Taverner have been selected as PHCD's Community Heroes to be recognized at PHCD's 10th Annual Community Partners Celebration on February 7th. All are invited.

- g. **Fund Raising:** The fall Coastside campaign netted \$5,000; next is the Coastside Gives campaign on May 1st. First meeting is on February 1 at the HMB Brewery. Heidi _____, San Mateo's new grant writer is now on board. The initial coordination meeting was held on January 8. Both new and existing grant writers are contributing to the Grant Status report. The plan going forward is to coordinate and standardize grant requests together, not siloed by Center. The goal is to submit 3-6 requests per month.

Director Hinshelwood reported on the December 14 Fundraising Committee with his new recruits who are bringing strategic thinking and maturity to the discussion. They are experienced, have been successful in major campaigns, 'loved the San Mateo facility', are committed to the cause, and offered some interesting perspectives on the challenge created by the private/public model. Comments offered included "Do one thing and do it well"; "all volunteer dentists create a better philanthropic opportunity", and "People wouldn't give money if we also treat insured patients". After robust discussion, it was agreed to try and schedule a publicly noticed Fundraising Committee in the next couple of weeks and encourage full board attendance to meet the new members and discuss their perspectives in more detail.

9. NEW BUSINESS:

- a. **Management Services Agreement:** *It was moved by Chair Taverner, seconded by Director Hinshelwood and approved unanimously to renew the Management Services Agreement between SDH and PHCD from January 1 – December 31, 2018. 5/0/0*
- b. **Proposal to Hire a Fulltime Accountant:** CFO Fama referred to her recommendation document in the Board packet that identified the cost benefit over Accounttemp staffing, the inefficiencies created by the turnover of temporary help, the impact of lack of ownership on establishing consist and clear operating procedures, and the need for inhouse expertise given the complexity



of the Centers' model. **Chair Taverner** expressed concern about adding more fixed overhead costs given the negative run rate and questioned if part-time or a temporary fulltime would be a better approach. It was agreed to do more analysis.

10. OTHER BUSINESS:

- a. **Mission Moment:** **Director Macias** shared that the past practice at Coastside was to share a "mission moment" in the Dental Director's report at each Board meeting, with staff sharing a poignant example of how Sonrisas was helping patients in needed (with pictures as appropriate). It was agreed that would be a nice way to reflect on how SDH really does make a difference to those in need.

11. ADJOURNMENT: There being no further business, the meeting was adjourned by **Chair Taverner** at 20:30 hours.

Written by Cheryl A. Fama, CFO

Approved: Clyde Hinshelwood, Secretary

Approved: Nigel Taverner, Board Chair

B

SONRISAS DENTAL HEALTH
CEO REPORT
February 2018 Update

In February, I continue to focus on the Strategic Initiatives with objectives to increase patient visit volume and revenue, streamline operations, and develop Sonrisas Dental Health's special programs, such as the IV sedation, mobile, and residency programs.

- San Mateo Center staff positions have now been filled which will enable the center to see more patients!
 - All current dentists are now credentialed with Denti-Cal. In addition to his/her ability to provide general preventive and restorative dental treatment, each dentist has a special area of interest which will diversify services to our patients.
 - Dr. Leri and Dr. Alcala – pediatrics
 - Dr. Hendre – geriatrics
 - Dr. Chau – special needs and extractions
 - Dr. Bateman – mobile
 - Dr. Laurie and Vincent Jue – private practice experience (also, former patients continue to enjoy being patients at Sonrisas Dental, while more former patients who now live and work in the area have registered as new patients)
 - Most of the dentists are part-time and do not qualify for full-time benefits.
 - We have hired a new dental assistant and care coordinator, which will enable the center to work at its full capacity, including the mobile program.
 - San Mateo Center has begun scheduling new patients, especially children, who have Denti-Cal coverage, in a manner that will increase visit volume while being mindful of payor mix. This will not only increase our ability to see more patients, but also help us achieve a monetary incentive by Denti-Cal based on the number of new children (0-20 years of age) seen annually.
- Coastside Center staffing undergoing changes, but operations still steady
 - Yadira's last day of work will be 3/22/18. We have begun the process of recruiting a new dental assistant.
 - Coastside Center continues to accept new Denti-Cal patients who live in the region.
- NYU Lutheran Residency Program for 2018-2019 underway
 - Coastside Center is now in the process of "matching" with a resident for the upcoming 2018-2019 academic year.
 - NYU has required Coastside to open 5 days a week to accommodate the resident at the same facility. Dr. Torrey Rothstein (Coastside Dental Director), Pat Kinniburgh (Center Director), and I are coordinating logistics for this upcoming change, which will begin in July.

- A dentist who has been working at Coastside part-time for the past 4 years has committed to working on Fridays beginning in July, in order to supervise the new resident.
- We will also begin the process of credentialing the San Mateo Center as a potential residency site, as well, so that we can accommodate 2 residents in the future, which NYU has requested.
- IV Sedation Program gaining traction
 - Dr. Ricci Chan and I have been completing the application forms required by the California Department of Public Health (CDPH) to formally initiate the process of adding IV sedation services to the San Mateo Center. I have also been working with the CDPH Regional Office to address their questions which is usually the second step of the process, but they have allowed me to submit information to them concurrently which should save time.
- Program Development
 - This month, I am in the process of meeting with Directors and Program Managers of the following organizations to explore potential collaborations or to renew existing contracts:
 - Samaritan House
 - Community Gatepath
 - Leslie Senior Communities
 - Casa de Redwood Senior Housing
 - San Mateo High School
 - San Bruno School District
 - Redwood City School District

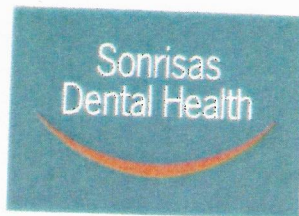
SONRISAS DENTAL HEALTH
DIRECTOR OF DEVELOPMENT AND SPECIAL PROJECTS REPORT
February 2018 Update

- 401k available to employees 1/18
 - Beginning with the January 26 payroll, employees were able to make contributions to their 401k accounts for the first time since July 2017.
 - Sonrisas is pursuing compensation from ADP for employees that lost retirement contributions and tax opportunities during the gap between July 2017 and January 2018.
- Bank transfer from Wells Fargo to Boston Private 2/18
 - The decision was made to initiate our banking transfer from Wells Fargo to Boston Private immediately following the February 9 payroll. Through careful planning and ongoing internal communication, staff initiated a plan that would ensure all expenses will be paid on time with no overdrafts. This is particularly important to avoid fees, maintain credibility with vendors, and to ensure staff receive paychecks and other benefits without interruption.
- ADP
 - The company “spin” from Apple Tree Dental (ATD) is almost complete allowing Sonrisas to be its own “parent” company (Sonrisas was a “child” company up to this point). This will sever all ties to ATD.
- Fundraising
 - The Grant Fund Development Strategy is close to completion. While most of the principles in this strategy have been used for years, this will be the first time they will be captured in one document that will track development and progress, as well as, guide future steps throughout the year.
 - Letters of Intent have been submitted to the Sunlight Giving and Pearlstein Foundations.
 - The National Children’s Oral Health Foundation, the Joseph and Vera Long Foundation and the Sandhill Foundation will receive grant requests in February.
 - Through a relationship with one of our grant writers, a Dignity Health Foundation board member was approached to discuss funding. After an in-depth discussion about oral health and Sonrisas, it was determined there is no opportunity for a submittal this year.
 - The Chan Zuckerberg Foundation was ruled out for the time being as it has been confirmed that the foundation has no interest in funding dental grants this year.
 - Sonrisas is registered to participate in Coastsides Gives. The event will be taking place on May 1. Staff has attended the first mandatory meeting and will be attending the second mandatory meeting on February 15. The second meeting focuses on the importance and proper use of social media in support of this

fundraising event. With such a large focus on social media, consultant Laurie Kretchmar will be attending the second meeting with staff and will anchor social media activities relating to Coastside Gives.

- The 2018 Sonrisas Raffle is scheduled to begin not long after Coastside Gives. Details on the event and requests for assistance to follow.
- Clyde continues to work on Cooking for a Cause. It is slated to be held in April. More information to follow.
- Website
 - Patient review section has been updated with 9 new patient reviews that represent patients who are children, patients with special needs, returning patients, and patients who have received restorative treatment, and patients who like the modern facility.
 - Yelp buttons have been reconfigured so that both San Mateo and Coastside Yelp accounts can be easily and accurately accessed.
 - LinkedIn button has been added to row of social media buttons.
- Marketing and Social Media presence
 - All Social Media outlets are now being monitored daily. This allows Sonrisas to be responsive to comments or reviews made by patients and supporters. Please like and follow us on: Facebook, Twitter, Instagram and LinkedIn.
- New patient marketing
 - The new patient campaign will begin on February 26.
 - Sonrisas will utilize Yelp, Facebook, The San Mateo Daily Journal and a home mailer targeting approximately 650 homes and apartments in close proximity to the San Mateo Center. The month-long campaign is designed to saturate the market and have the target audience “see” Sonrisas multiple times. It is estimated this campaign will generate between 704,000 to 740,000 impressions.

C



DATE: February 12, 2018
TO: SDH Board of Directors
FROM: Cheryl Fama, CFO
RE: FY 2018 December 2017 Unaudited Financials and YTD Performance to Budget

Attached please find the following documents:

- FY 2018 Monthly P&L with Comparison to YTD and Annual Budget
- FY 2018 Quarterly P&L with Comparison to YTD and Annual Budget
- Balance Sheet as of December 31, 2017
- "Dashboards" showing:
 - Monthly Operating Performance by Center
 - Visits by Center
 - Cost per visit by Center
 - Net Revenue per visit by Center
- Pie Charts showing 6 mos. Net Patient Revenue and Total Costs by Center as compared to Annual Budget

December Performance:

- A. Revenue:** Net Patient Revenue was \$88,510
1. Visit volume of 778 was lowest this fiscal year due to holidays and Dentist vacancies
 2. Total deductions from gross revenue were 60%
- B. Grants & Donations:** \$167,760 (\$150,000 from PHCD)
- C. Total Net Income - \$256,270**
- D. EXPENSES:**
1. **Direct were \$111,520-** Up \$7,475 over prior month due to 3 payroll periods in December, return of FT Dental Assistant from Maternity Leave, modest holiday bonuses for staff, purchase of uniforms with new logo, larger dental supply order preparing for pediatric patients, and purchase of new Cavitron machine for cleanings. While total was higher than prior two months, the total is lower than July through September 2017.
 2. **Indirect were \$149,320 –** Highest month YTD due to 3 payrolls and full month of fulltime salaries for the CEO and Director of Development/Special Projects.
- E. NET INCOME: <\$4,417>** lowest this year due to PHCD grant funding.



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

A. Gross Patient revenue	\$174,550 less than budget
B. Total deductions from revenue	\$ 98,432 better than budget
C. Total grants/donations	\$169,450 better than budget
D. Direct costs:	\$134,285 better than budget by 16%
E. Indirect costs:	\$ 30,564 better than budget by 4%
F. Total costs:	\$164,850 better than budget by 10%

NET ORDINARY INCOME YTD: <\$263,168 > which is \$258,179 less than the budget of <\$521,347>

SONRISAS DENTAL HEALTH, INC.
Profit & Loss w/Prior Period Comparison
July through December 2017

Ordinary Income/Expense	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	TOTAL	YTD Budget	Annual Budget
Income									
Total Patient Services	311,985	272,499	224,943	251,029	239,409	221,610	1,521,475	1,696,027	3,406,027
Total Uncompensated Care	(181,535)	(167,918)	(137,810)	(147,360)	(124,228)	(133,101)	(891,953)	(990,385)	(2,018,785)
Total Program Revenue	130,450	104,581	87,133	103,669	115,181	88,509	629,523	705,642	1,387,242
Grants and Donations									
5100 - Donations	427	67,368	575	2,066	746	608	71,789	68,370	68,370
5101 - In-Kind Donations	700	0	0	0	0	0	700	700	700
Events/Fundraisers									
5105 - Raffle	820	200	1,410	0	0	0	2,430	2,430	2,430
Total Events/Fundraisers	820	200	1,410	0	0	0	2,430	2,430	2,430
5150 - Unrestricted Grants	0	0	175,500	1,151	75,000	150,000	401,651	175,500	175,500
5199 - Net Assets Released from Restri	14,586	17,855	15,317	13,030	29,163	17,156	107,106	167,226	255,185
Total Grants and Donations	16,533	85,422	192,802	16,247	104,909	167,764	583,676	414,226	502,185
Total Income	146,983	190,003	279,935	119,916	220,089	256,273	1,213,199	1,119,868	1,889,427
Gross Profit	146,983	190,003	279,935	119,916	220,089	256,273	1,213,199	1,119,868	1,889,427
Expense									
Direct Program Costs									
Personnel									
5250 - Direct Program Salaries	93,323	93,533	80,054	73,093	79,259	85,867	505,130	607,030	1,287,270
5260 - Payroll Taxes	6,952	6,976	5,674	5,415	5,878	5,678	36,574	45,622	97,662
5261 - Unemployment Taxes	165	147	150	261	159	(76)	806	566	776
5270 - Benefits	5,515	4,063	3,152	3,242	2,325	4,057	22,355	22,346	41,576
5275 - 401k Match	768	0	0	0	0	0	768	3,168	7,968
5278 - Worker's Comp.	1,265	1,265	1,265	1,265	1,265	1,265	7,593	7,606	15,226
5280 - Continuing Educ.	50	0	1,307	598	0	0	1,954	2,752	5,542
5281 - Licenses and Registrations	0	36	0	0	0	0	36	366	1,026
Total Personnel	108,039	106,021	91,603	83,874	88,888	96,792	575,216	689,457	1,457,047
5320 - Dental Supplies	11,817	13,027	11,887	6,433	5,634	9,226	58,024	72,730	144,730
5325 - Small Dental Equipment	0	0	811	0	0	0	811	1,621	3,241
5326 - Dental Equipment Repair	491	745	705	1,339	1,787	118	5,185	3,816	7,566
5330 - Lab Fees	11,997	4,221	4,350	10,345	6,638	3,320	40,871	47,568	101,568
5331 - Uniforms	0	0	0	0	227	1,581	1,807	0	0
Contracted Services									
5302 - Interpreters	0	0	0	0	0	(30)	(30)	0	0
5303 - Sterilization Services	613	1,011	806	613	810	420	4,274	4,981	10,081
5305 - Shredding	62	62	62	62	62	93	403	372	744
5306 - Dental Specialist	0	1,845	0	0	0	0	1,845	2,145	2,745
Total Contracted Services	675	2,918	868	675	872	483	6,492	7,498	13,570
Total Direct Program Costs	133,020	126,931	110,223	102,666	104,045	111,520	688,406	822,690	1,727,722
Indirect Costs									
Administrative Personnel									
5450 - Salaries/Wages	35,943	40,253	42,505	37,726	46,985	57,044	260,456	287,733	595,143
5460 - Payroll Taxes, Admin/Mgmt	2,734	3,072	3,244	2,844	3,572	3,944	19,409	12,502	17,101
5461 - Unemployment Taxes	2	29	133	29	115	2,922	3,229	164	164
5470 - Benefits	1,107	277	963	963	963	1,110	5,382	5,816	12,297
5475 - 401k Match, Admin/Mgmt.	203	0	0	0	0	0	203	833	2,093
5478 - Worker's Comp.	316	316	316	316	316	316	1,898	2,225	4,145
Total Administrative Personnel	40,305	43,947	47,162	41,877	51,951	65,335	290,577	309,273	630,943
Facilities Expenses									
5600 - Auto Expenses	611	(117)	257	99	219	363	1,432	1,351	2,551
5610 - Building Maintenance	1,006	616	671	691	511	483	3,979	4,619	9,269
5611 - Janitorial Service	1,696	1,696	1,859	1,859	1,909	1,859	10,878	10,828	21,982
5670 - Rent	18,083	18,083	18,083	18,083	18,083	18,083	108,498	110,298	221,562
5672 - Phone / Internet	1,197	925	3,078	1,261	2,254	1,400	10,115	8,912	15,212
5680 - Utilities	1,840	2,083	2,128	2,099	1,901	1,037	11,088	12,341	24,521
Total Facilities Expenses	24,433	23,285	26,077	24,092	24,877	23,225	145,989	148,349	295,097
Transition Costs									
5801 - Transition Accounting Services	0	1,607	15,657	15,772	6,949	6,318	46,302	37,264	37,264
5802 - Transition Billing Services	0	0	0	100	0	0	100	10,000	10,000
5803 - Transition Branding/Marketing	0	0	3,500	1,979	8,000	2,718	16,197	32,500	32,500
5804 - Transition IT Services	0	3,551	2,623	10,373	10,865	8,297	35,708	14,174	14,174

SONRISAS DENTAL HEALTH, INC.
Profit & Loss w/Prior Period Comparison
 July through December 2017

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	TOTAL	YTD Budget	Annual Budget
5805 · Transition HR Services	0	0	1,980	0	0	0	1,980	3,980	3,980
Total Transition Costs	0	5,158	23,760	28,224	25,814	17,332	100,288	97,918	97,918
Office Exp.									
5502 · Claims Processing	111	125	114	100	97	39	586	710	1,430
5504 · Payroll Processing / BG Checks	443	470	586	444	462	507	2,911	4,315	7,315
5505 · Collection Agencies	0	0	7	0	0	0	7	7	7
5616 · Patient Notification	495	495	240	495	495	240	2,460	2,784	5,784
5655 · Miscellaneous Expense	0	0	60	0	0	0	60	59	59
5660 · Office Supplies	755	650	836	629	1,019	169	4,059	4,194	8,094
5665 · Postage and Shipping	67	0	209	0	34	71	381	1,798	3,898
5668 · Printing Costs	0	0	0	44	91	105	240	300	900
Total Office Exp.	1,870	1,741	2,052	1,711	2,198	1,131	10,703	14,167	27,487
Equipment Expenses									
5507 · Computer Support	1,840	1,840	1,840	1,840	2,167	0	9,527	11,132	22,099
5608 · Software Support	408	588	588	683	868	277	3,412	3,474	7,254
5630 · Office Equip. Maintenance	92	92	240	92	92	92	701	799	1,549
Total Equipment Expenses	2,340	2,520	2,668	2,615	3,127	369	13,640	15,405	30,902
Insurance									
5635 · Auto Insurance	437	437	437	437	437	437	2,621	2,621	5,242
5636 · Malpractice (Prof. Liab.)	417	417	417	417	417	417	2,500	2,500	5,000
5637 · Liability & Property	825	825	825	825	138	825	4,262	4,949	9,897
5638 · Directors & Officer Liability	265	172	409	295	295	295	1,729	3,493	5,623
Total Insurance	1,943	1,850	2,087	1,973	1,286	1,973	11,112	13,562	25,761
Outsourced Services									
5503 · Consultants	375	375	375	0	0	0	1,125	18,135	52,125
5509 · Legal Fees								4,415	4,415
5510 · Management Fee	0	0	0	0	0	100	100	75,199	75,199
Total Outsourced Services	375	375	375	0	0	100	1,225	97,748	131,738
Fundraising Expenses									
5632 · Fundraising Expenses	810	110	110	110	110	110	1,360	2,020	2,680
5633 · Fundraising Consulting	2,090	1,018	2,230	2,977	1,680	6,497	16,490	36,809	80,134
Total Fundraising Expenses	2,900	1,128	2,340	3,087	1,790	6,607	17,850	38,829	82,814
Fees and Interest									
5605 · Service Charges	35	53	43	28	64	110	332	414	684
5625 · Penalty charges	1,515	0	0	0	468	(468)	1,515	1,515	1,515
5641 · Finance Charges	42	22	16	6	6	6	98	1,026	1,176
5642 · Loan Interest	5,325	4,556	5,515	4,637	4,542	4,715	29,289	41,294	67,219
5650 · Merchant Processing	918	748	658	711	868	580	4,484	4,682	9,332
Total Fees and Interest	7,835	5,379	6,233	5,382	5,947	4,943	35,718	48,931	79,926
5615 · Depreciation Expense	22,299	22,299	22,299	22,299	22,299	22,299	133,797	133,910	267,707
5618 · Dues, Fees & License	0	1,570	400	0	0	350	2,320	3,070	4,516
5620 · Employee Goodwill	412	19	380	14	108	92	1,025	1,291	2,251
5639 · Recruitment Expense	75	0	366	222	78	393	1,134	591	891
5648 · Marketing Expense	0	2,250	5,250	4,500	4,640	4,948	21,588	21,750	50,250
Meeting & Travel Expenses									
5676 · Travel Costs	335	223	8	13	0	225	804	4,148	4,148
5677 · Meals	29	0	64	0	0	0	93	895	1,645
5678 · Mileage	85	0	15	0	0	0	99	305	695
Total Meeting & Travel Expenses	448	223	86	13	0	225	996	5,348	6,488
5700 · Management Costs									
Total Indirect Costs	105,237	111,744	141,535	136,009	144,115	149,322	787,961	818,525	1,603,072
Total Expense	238,257	238,676	251,758	238,675	248,160	260,842	1,476,366	1,641,216	3,330,793
Net Ordinary Income	(91,274)	(48,672)	28,177	(118,759)	(28,071)	(4,569)	(263,168)	(521,347)	(1,441,366)
Other Income/Expense									
6120 · Interest Income	0	0	0	0	0	0	0	0	0
6121 · Dividends	124	139	130	149	148	152	842	890	1,700
6130 · Other Income	0	0	1,025	0	0	0	1,025	1,025	1,025
6131 · Settlement	0	1,129,827	0	0	0	0	1,129,827	1,054,338	1,054,338
Net Other Income	124	1,129,966	1,155	149	148	152	1,131,694	1,056,253	1,057,063
Net Income	(91,149)	1,081,294	29,332	(118,611)	(27,923)	(4,417)	868,526	534,905	(384,303)

SONRISAS DENTAL HEALTH, INC.
Statement of Activities with Budget Performance
October through December 2017

10:27 AM
02/12/2018
Accrual Basis

Ordinary Income/Expense

Income

Program Revenue

Total Patient Services

Total Uncompensated Care

Total Program Revenue

Grants and Donations

5100 · Donations

5101 · In-Kind Donations

Events/Fundraisers

5105 · Raffle

Total Events/Fundraisers

5150 · Unrestricted Grants

5151 · Restricted Grants

5198 · less Temp. Restr. Grants/Donat.

5199 · Net Assets Released from Restri

Total Grants and Donations

Total Income

Gross Profit

Expense

Direct Program Costs

Personnel

5250 · Direct Program Salaries

5260 · Payroll Taxes

5261 · Unemployment Taxes

5270 · Benefits

5275 · 401k Match

5278 · Worker's Comp.

5280 · Continuing Educ.

5281 · Licenses and Registrations

Total Personnel

5320 · Dental Supplies

5325 · Small Dental Equipment

5326 · Dental Equipment Repair

5330 · Lab Fees

5331 · Uniforms

Contracted Services

5302 · Interpreters

5303 · Sterilization Services

5305 · Shredding

5306 · Dental Specialist

Total Contracted Services

Total Direct Program Costs

Indirect Costs

Administrative Personnel

5450 · Salaries/Wages

5460 · Payroll Taxes, Admin/Mgmt

	Oct - Dec 17	Budget	Jul - Dec 17	YTD Budget	Annual Budget
Total Patient Services	712,048.00	886,700.00	1,521,475.10	1,696,027.10	3,406,027.10
Total Uncompensated Care	(404,689.04)	(514,200.00)	(891,952.56)	(990,384.61)	(2,018,784.61)
Total Program Revenue	307,358.96	372,500.00	629,522.54	705,642.49	1,387,242.49
Grants and Donations					
5100 · Donations	3,419.57	0.00	71,789.35	68,369.78	68,369.78
5101 · In-Kind Donations	0.00	0.00	700.00	700.00	700.00
Events/Fundraisers					
5105 · Raffle	0.00	0.00	2,430.00	2,430.00	2,430.00
Total Events/Fundraisers	0.00	0.00	2,430.00	2,430.00	2,430.00
5150 · Unrestricted Grants	226,151.00	0.00	401,651.00	175,500.00	175,500.00
5151 · Restricted Grants	0.00	0.00	20,400.00	95,889.04	95,889.04
5198 · less Temp. Restr. Grants/Donat.	0.00	0.00	(20,400.00)	(95,889.04)	(95,889.04)
5199 · Net Assets Released from Restri	59,348.33	43,979.52	107,105.98	167,226.21	255,185.19
Total Grants and Donations	288,918.90	43,979.52	583,676.33	414,225.99	502,184.97
Total Income	596,277.86	416,479.52	1,213,198.87	1,119,868.48	1,889,427.46
Gross Profit	596,277.86	416,479.52	1,213,198.87	1,119,868.48	1,889,427.46
Expense					
Direct Program Costs					
Personnel					
5250 · Direct Program Salaries	238,219.42	340,119.99	505,129.50	607,030.07	1,287,270.05
5260 · Payroll Taxes	16,971.67	26,019.84	36,573.98	45,622.15	97,661.83
5261 · Unemployment Taxes	344.60	105.00	806.08	566.48	776.48
5270 · Benefits	9,624.10	9,615.00	22,355.24	22,346.14	41,576.14
5275 · 401k Match	0.00	2,400.00	768.27	3,168.27	7,968.27
5278 · Worker's Comp.	3,796.38	3,810.00	7,592.76	7,606.38	15,226.38
5280 · Continuing Educ.	597.50	1,395.00	1,954.00	2,751.50	5,541.50
5281 · Licenses and Registrations	0.00	330.00	36.12	366.12	1,026.12
Total Personnel	269,553.67	383,794.83	575,215.95	689,457.11	1,457,046.77
5320 · Dental Supplies	21,293.60	36,000.00	58,024.07	72,730.46	144,730.46
5325 · Small Dental Equipment	0.00	810.00	811.00	1,621.00	3,241.00
5326 · Dental Equipment Repair	3,243.44	1,875.00	5,184.65	3,816.21	7,566.21
5330 · Lab Fees	20,303.01	27,000.00	40,871.03	47,568.00	101,568.00
5331 · Uniforms	1,807.36	0.00	1,807.36	0.00	0.00
Contracted Services					
5302 · Interpreters	(30.00)	0.00	(30.00)	0.00	0.00
5303 · Sterilization Services	1,843.10	2,550.00	4,273.63	4,980.53	10,080.53
5305 · Shredding	217.00	186.00	403.00	372.00	744.00
5306 · Dental Specialist	0.00	300.00	1,845.00	2,145.00	2,745.00
Total Contracted Services	2,030.10	3,036.00	6,491.63	7,497.53	13,569.53
Total Direct Program Costs	318,231.18	452,515.83	688,405.69	822,690.31	1,727,721.97
Indirect Costs					
Administrative Personnel					
5450 · Salaries/Wages	141,754.89	153,705.00	260,455.80	287,732.73	595,142.73
5460 · Payroll Taxes, Admin/Mgmt	10,358.64	2,299.50	19,409.18	12,502.20	17,101.20

	Oct - Dec 17	Budget	Jul - Dec 17	YTD Budget	Annual Budget
5461 · Unemployment Taxes	3,065.68	0.00	3,229.33	163.65	163.65
5470 · Benefits	3,035.15	3,327.54	5,382.11	5,816.41	12,297.13
5475 · 401k Match, Admin/Mgmt.	0.00	630.00	202.71	832.71	2,092.71
5478 · Worker's Comp.	949.11	960.00	1,898.22	2,225.40	4,145.40
Total Administrative Personnel	159,163.47	160,922.04	290,577.35	309,273.10	630,942.82
Facilities Expenses					
5600 · Auto Expenses	680.90	600.00	1,432.01	1,351.11	2,551.11
5610 · Building Maintenance	1,684.91	2,325.00	3,978.72	4,618.81	9,268.81
5611 · Janitorial Service	5,626.67	5,577.00	10,877.67	10,828.00	21,982.00
5670 · Rent	54,249.00	54,249.00	108,498.00	110,298.00	221,562.00
5672 · Phone / Internet	4,915.08	3,367.55	10,115.01	8,912.46	15,212.46
5680 · Utilities	5,036.55	6,090.00	11,087.56	12,340.52	24,520.52
Total Facilities Expenses	72,193.11	72,208.55	145,988.97	148,348.90	295,096.90
Transition Costs					
5801 · Transition Accounting Services	29,038.85	20,000.00	46,302.35	37,263.50	37,263.50
5802 · Transition Billing Services	100.00	10,000.00	100.00	10,000.00	10,000.00
5803 · Transition Branding/Marketing	12,696.97	29,000.00	16,196.97	32,500.00	32,500.00
5804 · Transition IT Services	29,533.98	8,000.00	35,708.23	14,174.25	14,174.25
5805 · Transition HR Services	0.00	2,000.00	1,980.00	3,980.00	3,980.00
Total Transition Costs	71,369.80	69,000.00	100,287.55	97,917.75	97,917.75
Office Exp.					
5502 · Claims Processing	236.29	360.00	586.33	710.04	1,430.04
5504 · Payroll Processing / BG Checks	1,412.45	1,646.00	2,910.87	4,315.00	7,315.00
5505 · Collection Agencies	0.00	0.00	7.00	7.00	7.00
5616 · Patient Notification	1,229.85	1,500.00	2,459.70	2,783.83	5,783.83
5655 · Miscellaneous Expense	0.00	(1.06)	60.00	58.94	58.94
5660 · Office Supplies	1,817.82	1,950.00	4,058.88	4,194.30	8,094.30
5665 · Postage and Shipping	104.55	1,056.45	381.00	1,797.82	3,897.82
5668 · Printing Costs	239.56	300.00	239.56	300.00	900.00
Total Office Exp.	5,040.52	6,811.39	10,703.34	14,166.93	27,486.93
Equipment Expenses					
5507 · Computer Support	4,006.98	5,549.22	9,526.95	11,132.16	22,098.66
5608 · Software Support	1,828.00	1,890.00	3,412.00	3,474.00	7,254.00
5630 · Office. Equip. Maintenance	276.75	375.00	701.00	799.25	1,549.25
Total Equipment Expenses	6,111.73	7,814.22	13,639.95	15,405.41	30,901.91
Insurance					
5635 · Auto Insurance	1,310.43	1,310.43	2,620.86	2,620.86	5,241.72
5636 · Malpractice (Prof. Liab.)	1,250.01	1,249.98	2,499.99	2,499.96	4,999.92
5637 · Liability & Property	1,787.69	2,474.25	4,261.94	4,948.50	9,897.00
5638 · Directors & Officer Liability	883.50	1,862.86	1,728.97	3,492.69	5,622.69
Total Insurance	5,231.63	6,897.52	11,111.76	13,562.01	25,761.33
Outsourced Services					
5501 · Accounting	0.00	0.00	0.00	0.00	0.00
5503 · Consultants	0.00	17,010.00	1,125.00	18,135.00	52,125.00
5508 · Professional Fees	0.00	0.00	0.00	0.00	0.00
5509 · Legal Fees	0.00	3,599.37	0.00	4,414.62	4,414.62
5510 · Management Fee	100.00	43,427.68	100.00	75,198.61	75,198.61
Total Outsourced Services	100.00	64,037.05	1,225.00	97,748.23	131,738.23
Fundraising Expenses					
5632 · Fundraising Expenses	330.00	660.00	1,360.00	2,020.00	2,680.00
5633 · Fundraising Consulting	11,152.93	28,200.60	16,489.93	36,809.10	80,134.10

	Oct - Dec 17	Budget	Jul - Dec 17	YTD Budget	Annual Budget
Total Fundraising Expenses	11,482.93	28,860.60	17,849.93	38,829.10	82,814.10
Fees and Interest					
5605 · Service Charges	200.82	228.95	332.32	414.14	684.14
5625 · Penalty charges	0.00	0.00	1,515.06	1,515.06	1,515.06
5641 · Finance Charges	18.00	734.45	97.70	1,026.11	1,176.11
5642 · Loan Interest	13,893.95	20,159.73	29,289.48	41,294.16	67,219.20
5650 · Merchant Processing	2,159.03	2,356.69	4,483.84	4,681.50	9,331.50
Total Fees and Interest	16,271.80	23,479.82	35,718.40	48,930.97	79,926.01
5615 · Depreciation Expense	66,898.29	66,898.26	133,796.55	133,910.07	267,706.59
5618 · Dues, Fees & License	350.00	723.00	2,319.87	3,069.86	4,515.86
5620 · Employee Goodwill	213.74	480.00	1,024.93	1,291.17	2,251.17
5639 · Recruitment Expense	692.64	150.00	1,134.04	591.40	891.40
5648 · Marketing Expense	14,087.62	14,250.00	21,587.62	21,750.00	50,250.00
Meeting & Travel Expenses					
5676 · Travel Costs	238.12	2,324.90	803.84	4,148.48	4,148.48
5677 · Meals	0.00	569.36	92.58	895.20	1,645.20
5678 · Mileage	0.00	195.00	99.11	304.79	694.79
Meeting & Travel Expenses - Other	0.00	0.00	0.00	0.00	0.00
Total Meeting & Travel Expenses	238.12	3,089.26	995.53	5,348.47	6,488.47
5700 · Management Costs	0.00	(67,158.91)	0.00	(131,617.95)	(131,617.95)
Total Indirect Costs	429,445.40	458,462.80	787,960.79	818,525.42	1,603,071.52
Total Expense	747,676.58	910,978.63	1,476,366.48	1,641,215.73	3,330,793.49
Net Ordinary Income	(151,398.72)	(494,499.11)	(263,167.61)	(521,347.25)	(1,441,366.03)
Other Income/Expense					
Other Income					
Other Income					
6121 · Dividends	448.08	450.25	842.19	890.10	1,700.10
6130 · Other Income	0.00	0.00	1,024.96	1,024.96	1,024.96
6131 · Settlement	0.00	0.00	1,129,826.60	1,054,337.55	1,054,337.55
Total Other Income	448.08	450.25	1,131,693.75	1,056,252.61	1,057,062.61
Total Other Income	448.08	450.25	1,131,693.75	1,056,252.61	1,057,062.61
Net Other Income	448.08	450.25	1,131,693.75	1,056,252.61	1,057,062.61
Net Income	(150,950.64)	(494,048.86)	868,526.14	534,905.36	(384,303.42)

SONRISAS DENTAL HEALTH, INC.

Balance Sheet

as of December 31, 2017

	Dec 31, 17
ASSETS	
Current Assets	
Checking/Savings	
Checking/Savings	
1050 · Wells Fargo Checking	54,743.22
1070 · Merrill Lynch	197,263.19
Total Checking/Savings	252,006.41
1175 · Petty Cash - Coastsides	381.41
1176 · Petty Cash - San Mateo	180.67
Total Checking/Savings	252,568.49
Accounts Receivable	
Accounts Receivable	
1250 · Accounts Receivable - Services	162,803.40
1260 · Accts.Rec.- Other Agencies	(1,231.25)
Total Accounts Receivable	161,572.15
Total Accounts Receivable	161,572.15
Other Current Assets	
1400 · Prepaid Expense	26,675.57
1405 · Work Comp Deposit	1,898.00
1450 · Allowance for Bad Debt	(18,775.05)
1499 · Undeposited Funds	10,051.96
Total Other Current Assets	19,850.48
Total Current Assets	433,991.12
Fixed Assets	
Fixed Assets	
1320 · Leasehold Impvmnt. - Coastsides	25,886.14
1321 · Leasehold Improv. - S. Mateo	1,016,755.76
1335 · Dental Equipment - Coastsides	117,755.81
1336 · Dental Equipment - San Mateo	460,259.48
1340 · Computers - Coastsides	35,725.63
1341 · Computers - San Mateo	65,633.05
1350 · Mobile Equipment	188,945.09
1370 · Furniture/Fixtures - Coastsides	8,515.46
1371 · Furniture/Fixtures - S.Mateo	109,021.12
1380 · Truck	111,934.08
Less Accumulated Depr.	
1390 · Accum. Depreciation-Coastsides	(132,808.67)
1395 · Accum. Depreciation - San Mateo	(378,215.41)
Total Less Accumulated Depr.	(511,024.08)
Total Fixed Assets	1,629,407.54
Total Fixed Assets	1,629,407.54
Other Assets	
1420 · Security Deposits	14,697.00
Total Other Assets	14,697.00
TOTAL ASSETS	2,078,095.66

SONRISAS DENTAL HEALTH, INC.

Balance Sheet

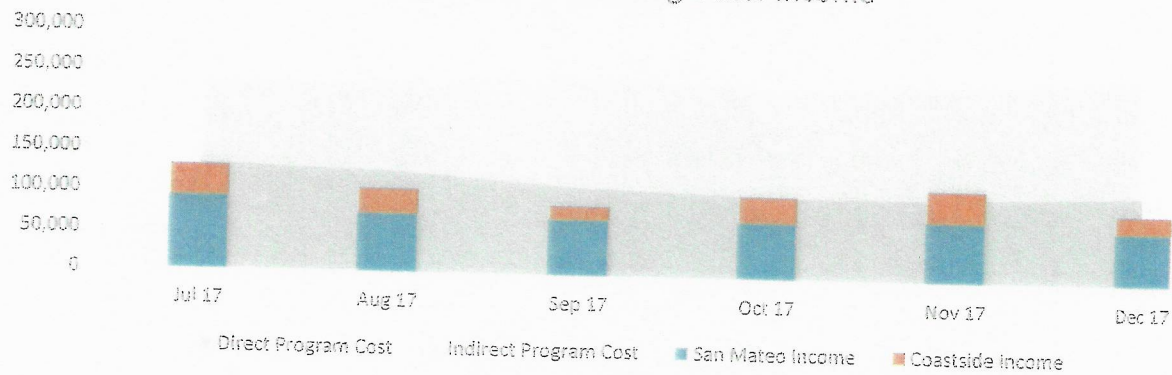
as of December 31, 2017

	Dec 31, 17
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	36,634.12
Total Accounts Payable	36,634.12
Other Current Liabilities	
2205 · Accrued Interest	260.42
*Payroll Liabilities	
2300 · Accrued Salaries/Wages	69,513.67
2301 · Accrued PTO	43,038.04
2384 · Accrued PR Taxes on PTO	3,292.41
Total *Payroll Liabilities	115,844.12
Patient Liabilities	
2220 · Patient Prepayments - Coastsid	0.00
2221 · Patient Prepayments - SM	4,199.30
2225 · Patient Refunds Payable -SM	22,165.40
2226 · Patient Refunds Payable - CSTSE	6,321.49
Total Patient Liabilities	32,686.19
Total Other Current Liabilities	148,790.73
Total Current Liabilities	185,424.85
Long Term Liabilities	
2701 · Accrued Rent Expense	542,938.24
2702 · PHCD Operating Loan	250,000.00
2703 · PHCD T.I. Loan	1,108,354.36
2706 · Accr. Interest-TI Loan	81,075.79
2707 · Accr. Interest-Def. Rent	22,325.42
Total Long Term Liabilities	2,004,693.81
Total Liabilities	2,190,118.66
Equity	
3900 · Retained Earnings- Coastsid	349,630.87
3901 · Retained Earnings - San Mateo	(1,417,602.89)
3905 · Restricted Net Assets- Coastsid	41,137.40
3906 · Restricted Net Assets-S.Mateo	46,285.48
Net Income	868,526.14
Total Equity	(112,023.00)
TOTAL LIABILITIES & EQUITY	2,078,095.66

Sonrisas Dental Health Operations

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Total
San Mateo Income	93,017	74,506	70,903	71,934	76,634	67,063	454,057
Coastside Income	37,432	30,074	16,230	31,735	38,547	21,446	175,465
Total Income	130,450	104,581	87,133	103,669	115,181	88,509	629,523
Direct Program Cost	133,020	126,931	110,223	102,666	104,045	111,520	688,406
Indirect Program Cost	105,237	111,744	141,535	136,009	144,115	149,322	787,961
Total Cost	238,257	238,676	251,758	238,675	248,160	260,842	1,476,367
TOTAL	(107,807)	(134,095)	(164,625)	(135,006)	(132,979)	(172,333)	(846,844)
Dividend/Other Income	124	139	1,155	149	148	152	1,867
Donations Received	16,533	18,422	72,802	16,247	29,909	17,764	171,676
Settlement	0	1,129,827	0	0	0	0	1,129,827
Grant from PHCD	0	67,000	120,000	0	75,000	150,000	412,000
OTHER INCOME	16,658	1,215,388	193,957	16,395	105,056	167,916	1,715,370
NET INCOME	(91,149)	1,081,294	29,332	(118,611)	(27,923)	(4,417)	868,526

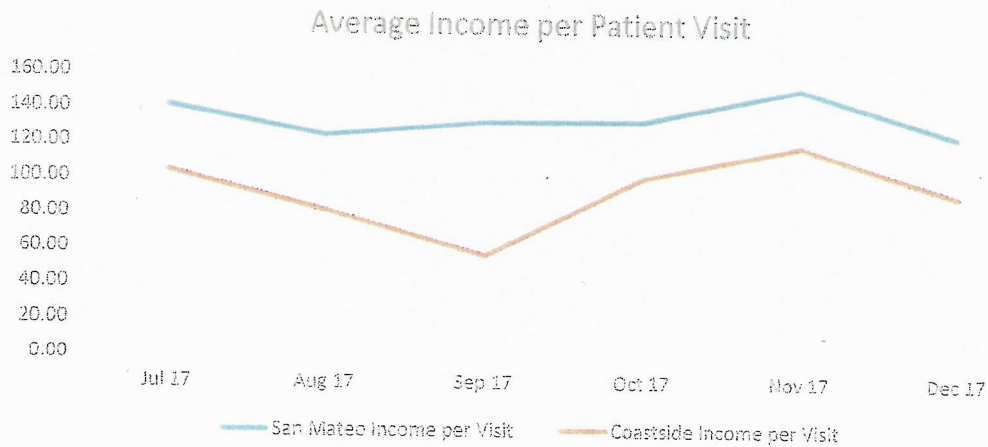
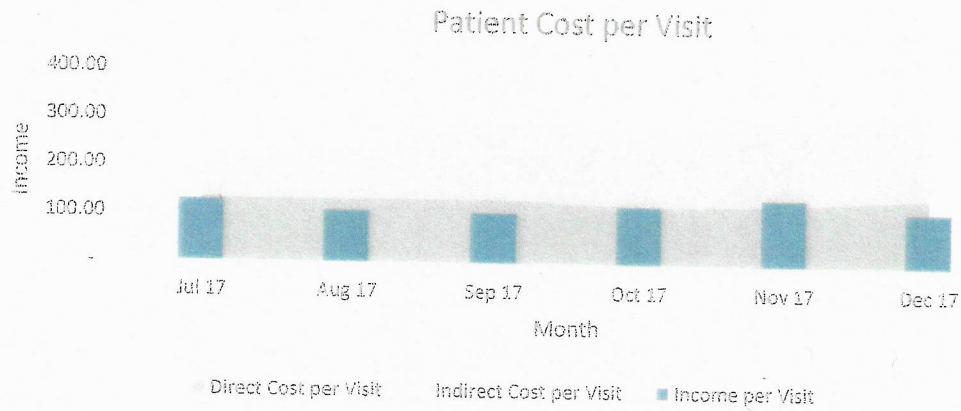
Sonrisas Dental Health Operations Excluding Other Income



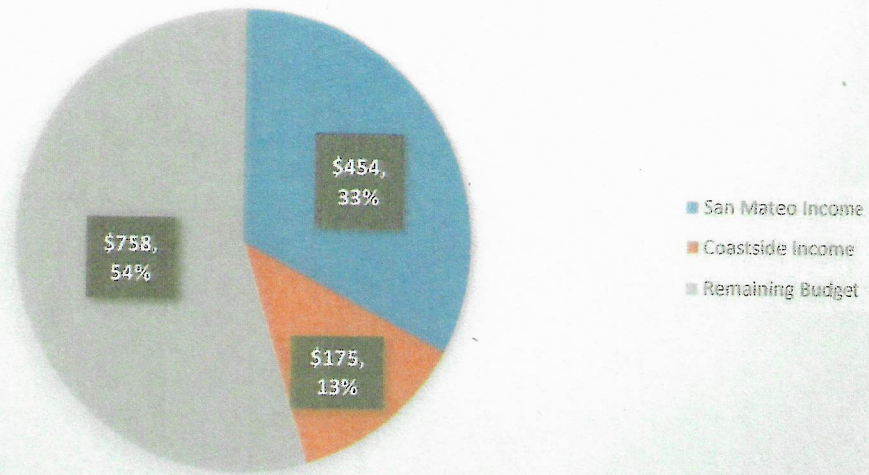
Patient Visits

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Total
San Mateo Visits	659	599	537	542	505	541	3383
Coastside Visits	360	369	289	315	325	237	1895
Total Visits	1019	968	826	857	830	778	5278

	Patient Cost per Visit					
	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
Income per Visit	128.02	108.04	105.49	120.97	138.77	113.77
Direct Cost per Visit	(130.54)	(131.13)	(133.44)	(119.80)	(125.36)	(143.34)
Indirect Cost per Visit	(103.27)	(115.44)	(171.35)	(158.70)	(173.63)	(191.93)
Cost per Visit	(105.80)	(138.53)	(199.30)	(157.53)	(160.22)	(221.51)



6mos Income to Annual Revenue Budget
\$1,387 (000's)



6mos Cost to Annual Expense Budget
\$3,330 (000's)

