



MEETING NOTICE

BOARD OF DIRECTORS

APRIL 18, 2019

**Sonrisas Dental Health
430 N. El Camino Real, Board Room
San Mateo, CA 94401**

CLOSED SESSION

5:30 PM

AGENDA

- 1. Call to Order and Roll Call**
- 2. Public Comment**
- 3. Closed Session:**
 - a. Pursuant to Government Code Section 54957: Personnel session with discussion leader, Chair Nigel Taverner.
- 4. Report out:** Any recommended actions will be reported out at the Regular Board Meeting immediately following this session.
- 5. Adjourn to Open Session**

PUBLIC BOARD SESSION

6:30 PM

**Sonrisas Dental Health, Board Room
430 N. El Camino Real, San Mateo**

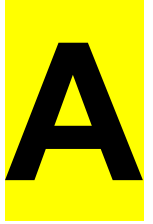


Board Meeting
April 18, 2019, 6:30 PM
San Mateo Center Board Room
430 N. El Camino, San Mateo, CA 94401

AGENDA

TAB

1. CALL TO ORDER AND ROLL CALL – Chair Taverner
2. MISSION MOMENT – CEO Jue
3. PUBLIC COMMENTS
4. APPROVAL OF BOARD MINUTES: March 21, 2019 A
5. REPORT OUT FROM 4/18/19 CLOSED SESSION
6. CEO Report B
7. CFO Report C
8. BOARD NOMINATING COMMITTEE – Director Young
9. UNAUDITED FINANCIALS FOR FEBRUARY 2019 AND YTD – Ms. Yee D
10. PROGRESS AGAINST KEY INITIATIVES: Information
 - A. IV Sedation – CEO Jue
 - B. Mobile Program – CEO Jue
 - C. Outreach Program – CEO Jue
 - D. FQHC County Partnership – CFO Fama
11. FUNDRAISING
 - A. Development Director's Report – Development Director Rogoff
 - B. Grant Activity – Development Director Rogoff E
 - C. Cooking for a Cause – Director Hinshelwood
 - D. Farmers' Market – Chair Taverner
12. OLD BUSINESS:
 - A. Mobile Program Business Plan – Peter Dimitrov, Presentation
 - B. Increasing Visit Volumes – Strategy/Marketing: Chair Taverner, Discussion
 - C. Board Retreat?
13. NEW BUSINESS:
 - A. Approval of Proposed New Positions
 - B. Request Peninsula Health Care District (PHCD) Loan Forgiveness
 - C. Next Quarterly Report to PHCD
14. SUGGESTED AGENDA ITEMS FOR NEXT MEETING – Chair Taverner
15. ADJOURN





Board of Directors Meeting

March 21, 2019

MINUTES

1. CALL TO ORDER: Chair Taverner called the meeting to order at 18:37 hours.

2. ROLL CALL: Present: Chair Taverner, Vice-Chair Galligan and Director Macias. Also present, CEO Jue, CFO Fama and PHCD CFO Yee.

Absent: Directors Cappel, Navarro, Young, and Hinshelwood (who later joined via Conference Call)

3. INTRODUCTION: Chair Taverner welcomed Liz Dodge, the Nominating Committee's recommended candidate to replace Director Macias. Ms. Dodge is a consultant for a private insurance company and has worked with many families in need and expectant mothers facing difficult times. She moved to the Coastsides about three years ago and was attracted to the Board vacancy by the mission and opportunity to serve those in need.

4. MISSION MOMENT: CEO Jue shared that a retired dentist donated a variety of dental supplies, including a Cavitron, which is a dental device that will be put to good use for dental cleanings in serving the farmworkers in Pescadero.

5. PUBLIC COMMENTS: No Public comments were offered.

6. APPROVAL OF MINUTES: January 17, 2019 Board Minutes: Deferred to later in the meeting to ensure a quorum.

7. CEO REPORT:

A. IV Sedation: The first patient visit went smoothly. No new patients are scheduled.

B. Mobile Program: Chair Taverner introduced this item stating the Intern from the Claremont McKenna College program has been tasked with developing a business plan for the mobile program. **CEO Jue** reported the data he has collected focused on both the commercial and state dental insurances and further breakdown and analysis is in progress. He is scheduled to report to the Board at the April meeting.

C. Outreach Program: CEO Jue reported on her recent school visits where she provided oral health education and screenings. She visited four schools and has five more screenings scheduled over the next couple of months. Close to a thousand students will be screened when the program is completed this



spring. SDH will also be keeping track of the students in order to refer them for follow-up care, as necessary, particularly those in need of urgent care. CFO Fama pointed out that the screenings program is a significant contribution to the strategic initiatives of the countywide Oral Health Coalition. The suggestion was made that the number of screened patients be added to the dashboard.

8. CFO REPORT: CFO Fama

- A.** The YTD financial performance was briefly reviewed; the financial performance has been strong. Visit volume is down at San Mateo, particularly Denti-Cal patients, due to the loss of a highly productive pediatric dentist. Coastside is ahead of budgeted visits. **Chair Taverner** noted the drop in Denti-Cal visits had a positive impact on net income. YTD net income was a loss of \$219K, \$200K better than budget.
- B.** **CEO Jue** reported the first half of the Sequoia Healthcare District grant was personally delivered to SDH by the Board Chair, Kim Griffin, who was given a tour. She was very impressed with the facilities.

[Director Hinshelwood joined the meeting via Conference Call]

9. BOARD NOMINATING COMMITTEE: **Chair Taverner** referenced the Nominating Committee's meeting notes included in the meeting materials. The Committee nominated Liz Dodge.

Director Hinshelwood moved and Director Galligan seconded approval of the nomination of Liz Dodge to serve as a Sonrisas Dental Health Board Member to fill Director Macias' seat. Motion was unanimously approved. 4/0/0

APPROVAL OF MINUTES: Given there was now a quorum since Director Hinshelwood called in, **Chair Taverner** called for a motion to approve the minutes.

Director Hinshelwood moved, Director Galligan seconded and the Board meeting minutes from January 17, 2019 were approved by a vote of 4/0/1, new Director Dodge abstained.

[Director Hinshelwood left the meeting.]

10. UNAUDITED FINANCIALS FOR JANUARY 2019 AND YTD:

Ms. Yee reviewed the reports included in the meeting materials. She focused her comments on the inconsistent pattern of Denti-Cal write-offs that occurred between September 2018 and January 2019 explaining how an entry into the Open Dental system when the new fee schedule was entered triggered a problem by under-estimating the contractual allowances for Denti-Cal. The system has been corrected; however, given



the billing process, the uncompensated care will not be back in alignment until the March financials. She assured the Board that the year-end financials will reflect the uncompensated care and net revenues accurately.

Chair Taverner requested a report on the Non-Event's Expense and Revenue from last year's fundraising campaign.

11. PROGRESS AGAINST KEY INITIATIVES:

- A. Mobile Program:** **CEO Jue** reported the Farmworker Health patient visits have increased this quarter primarily due to the new coordinator at Puente. She emphasized the importance of that coordinator and her staff to SDH's ability to fill the schedule when the mobile unit is on site. Revenue for first quarter was also good because funding is received on first visits of the year; however, flooding due to inclement weather has also affected mobile visits (can't get the truck down to Puente).
- B. Outreach Program and IV Sedation:** **CEO Jue** reported that she has been collaborating with nurses and group homes who care for clients of Golden Gate Regional Center, a state-funded nonprofit organization serving individuals with developmental disabilities in Marin, San Francisco and San Mateo counties. She is coordinating care for about 20 clients to schedule dental appointments at SDH because they have extreme difficulty finding dental providers who can accommodate them; most of these adults have significant Intellectual and Developmental Disabilities (IDD), use wheelchairs, and have not received regular dental care in years. Some of these clients may also benefit from SDH's IV Sedation program. They would all primarily have Denti-Cal coverage.
CEO Jue also reported that the most recent Oral Health Coalition Workgroup identified pregnant women who have temporary Denti-Cal coverage facing challenges with receiving dental care in a timely manner; therefore, SDH was offered as a resource for these individuals.
- C. FQHC Partnership with the County:** **CFO Fama** reported no response from the county health CFO since early February. She will be meeting with the Chief of the Health System and Supervisor Pine to see what can be done to move this along. SDH dentists have started the credentialing process.
- D.** Other key initiatives were reported on under the CEO report.

12. OLD BUSINESS:

- A. 2019 Western Forum for Migrant and Community Health – CEO Jue** reported on the conference that she attended in Oregon that was paid for by the County. She learned information that will benefit the SDH farmworkers services.



- B. Mobile Program Business Plan:** Discussed earlier under key initiatives.
- C. Philanthropy: Chair Taverner** requested targeted timeframes for philanthropy, fundraising, and critical board strategy.
- D. Development Director's Report:** Mr. Rogoff was not present as he was due to attend the Claremont McKenna College event with Director Hinshelwood and Intern Peter Dimitrov. **CEO Jue** reported:
 - 1. **Progress Report** for March was included in the meeting materials.
 - 2. **The Grant/Fundraising Status** report was also included in the materials. In February, \$40K was awarded by the Hurlbut-Johnson Fund. Minor changes to the format of the Status Report were pointed out and received favorably by the Directors.
 - 3. **Cooking for a Cause** – Venue had to be moved from the Mavericks Event Center to the Half Moon Bay Brewing Company due to the venue owner's issues with renewing the liquor license. The Brewery is larger with a patio, more rooms, a stage and no restriction on live music. Mr. Rogoff has secured several silent auction items. Everyone was encouraged to continue to sell tickets.

13. NEW BUSINESS:

- A. Increasing Visit Volumes- Strategies/ Marketing:** **Chair Taverner** requested a review of marketing strategies and asked that this be on next month's meeting to engage the Board in identifying ways to improve in desired target markets.
- B. Board Retreat:** **Chair Taverner** recommended another board retreat to evaluate progress to goals and re-evaluate areas in need of improvement. Chair Galligan stated that she would be open to the idea of participating in another retreat.

14. SUGGESTED AGENDA ITEMS FOR NEXT MEETING: **Director Macias** reported that she sent Stuart Rogoff email about the upcoming scheduling opportunities for the Half Moon Bay Farmer's Market. In addition to the marketing plan review, **Chair Taverner** would like to confirm all grant reports are being submitted on time. Next meeting to be held on April 18th, 2019.

15. ADJOURNMENT: No further items were discussed the meeting was adjourned at 8:10pm.

APPROVED: _____
Nigel Taverner, Board Chair





DATE: April 15, 2019

TO: SDH Board of Directors

FROM: Bonnie Jue, CEO

RE: **CEO Monthly Report**

1. Overall Operations

- The pediatric specialist has expressed how much she enjoys working at SDH and requested to add more days to her schedule (she currently works once a week at the San Mateo Center). This will help with the waiting time for appointments for young children, which is booked out through the summer presently. Dr. Leri continues to provide treatment to children at the Coastside Center about 3 days a month and in a hospital setting about 1-2 days a month, which is a valuable resource to members of the county.
- Our volunteer base has been expanding to include more dentists and dental hygienists. We continue to mentor pre-dental students and community volunteers who wish to donate their time to Sonrisas. This has been extremely helpful in the clinic, as well as, the school screenings.

2. IV Sedation

- Stuart and Dr. Ricci Chan have added content to the website, so that it contains a new section about SDH's sedation services. This addition is a critical resource for the marketing of the IV sedation program to prospective patients and, more importantly, to dentists who wish to refer their patients for whom they cannot provide these services.
- In the past month, we have received inquiries about our sedation services from a general dentist and a periodontal specialist. Information was given to these doctors with the encouragement to promote SDH's IV sedation program, as well as, our general mission and services.
- The operatory continues to be well-utilized for regular dental procedures, when not in use for sedation procedures, which has allowed more dental providers to work in the center on a single day.

3. Mobile Program:

- Peter Dimitrov has finalized his cost analysis plan of SDH's mobile program and will present his findings at this upcoming board meeting, including feedback from his Market Research.
- The Farmworker Health Program has been running more smoothly with fewer rainy days this month. However, we are currently working with the Puente staff to coordinate visits at the Coastside Center to facilitate mobile dates for the next few months while our mobile dentist is out on temporary leave and while we are looking for a truck driver.

- We have continued to provide care to residents at Casa de Redwood, utilizing grant funding.

4. Community Outreach

- SDH participated in the “Health and Aging Education Day” at the Crowne Plaza Hotel on 4/12, sponsored by the Rotary Club of Foster City.
- Dr. Jue has been invited to speak at Sequoia Hospital’s Community Advisory Committee (CAC) meeting on 4/18 to inform attendees about SDH and highlight the grant/partnership that is helping to bring dental care to the older adult and youth (i.e., Casa de Redwood and Hoover).
- Dr. Jue will be the featured speaker at the Senior Round Table of San Mateo event on 4/26. The mission of the Senior Round Table of San Mateo County is to increase the knowledge and awareness of members to better serve the needs of seniors in the area. This networking forum helps to educate and connect individuals, non-profit and for-profit organizations in order to improve the quality of services and care for seniors in San Mateo County.
- Dr. Jue is collaborating with Jill Vandroff (school nurse for Special Education Services for San Mateo County Office of Education) and Linda Young, principal of Palos Verdes and El Portal Schools in San Bruno to coordinate screenings for students with developmental disabilities. Dr. Shakalpi Pendurkar and Lilia Herrera from the San Mateo County Oral Public Health Program facilitated this collaboration.
- SDH now has an MOU with the San Mateo County Oral Public Health Program to provide free sealant materials and fluoride varnish, which can be used for the school screenings.
- School screenings are almost done with just a few more schools to go this spring:
 - 2/8 (Hatch Elementary – Half Moon Bay) – completed (144 students)
 - 3/22 (El Granada Elementary - Half Moon Bay) – completed (134 students)
 - 3/25 (Farallone View Elementary - Montara) – completed (102 students)
 - 3/27 (Hoover Community School - Redwood City) – completed (146 students)
 - 4/3 (Pescadero Middle and High School - Pescadero) – completed (126 students)
 - 4/9 (La Honda Elementary - La Honda) – completed (42 students)
 - 4/11 (Belle Air Preschool - San Bruno) – completed (76 students)
 - 4/17 (Belle Air Elementary – San Bruno) – approx. 60 students
 - 5/7 (Pescadero Elementary - Pescadero) – approx. 100 students
 - 5/22 (El Portal and Palos Verdes Schools – San Bruno) - TBD
- The screening at Belle Air (San Bruno) went so well that the Health and Wellness Manager stated that she wants to expand the screenings with SDH to more students in her school.
- Special thanks to Director Dodge who jumped right in to assist with multiple screening events, beginning the day after she was appointed to the SDH board!

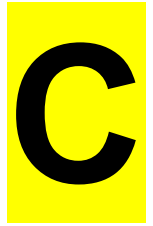
5. New Patient Volume

The San Mateo Center continues to recruit new patients with commercial or no insurance, as well as, all children in San Mateo County who have Denti-Cal coverage. Staff members have also been contacting adults with Denti-Cal coverage who are currently on the prospective patient waiting list – rate of new patient registration is dependent on staffing availability at any given time. We have also been focusing on providing care for children in foster care and pregnant women due to the time-sensitive nature of their dental needs and circumstances.

- The Coastside Center continues to see new patients who reside in the San Mateo Coastside region.
- Below are tables of New Patients (San Mateo Center).
 - Note: 2019 figures are highlighted, but 2018 totals are still being presented in order to show comparison to other months.



New Patients			
Month	# of Denti-Cal	# of Non-Dental	<i>Total</i>
January 2018	14	20	34
February	68	16	84
March	64	31	95
April	53	27	80
May	77	23	100
June	56	18	74
July	29	23	52
August	19	18	37
September	24	13	37
October	11	15	26
November	12	18	30
December	9	19	28
Total (for 2018)	436	241	677
January 2019	51	19	70
February 2019	50	16	66
March 2019	40	21	61





DATE: April 15, 2019

TO: SDH Board of Directors

CC: CEO Jue

FROM: Cheryl Fama, CFO

RE: **CFO Monthly Report**

1. Financial Performance, YTD July through February 2019:

Overall, the YTD financial performance continues to be strong relative to budget.

- Total Net Program Revenue is \$19K over budget
- Direct expense is \$42K below budget
- Indirect expense is \$97.5K below budget
- Total Net Income YTD is \$191,876 better than budget; <\$276,306> as compared the budget of <\$468,182>
- Total Visit volume YTD is still below budget by <289> visits due to the San Mateo Center which is running 532 visits behind budget YTD while Coastsides is 243 visits ahead of budget.
- Of the net 289 visits below budget, Denti-Cal and affordable scale visits are 374 of the short fall in visits. This payer mix positively impacted the Total Program Revenue Net Income of \$19K noted above.

2. Uncompensated Care Catch Up After Open Dental Glitch:

Last month's CFO report and Ms. Yee's verbal report at the March meeting explained the inconsistent uncompensated care ratios for Denti-Cal on the financials since September 2018. As reported, the Open Dental system glitch was fixed and the "truing up" of the uncompensated care for Denti-Cal, by billing process necessity, was projected to spread over the P&L through February 2019. This is apparent on the P&L if you look at the July 2018 uncompensated Denti-Cal ratio of 68% as compared to February's 79% uncompensated. The March reports will reflect typical experience with Denti-Cal.

3. Strategic Initiative - San Mateo County FQHC Partnership:

- No communication from the County Health CFO since early February.
- This has been called to the attention of the Chief of Health, Deputy Chief of Health, Supervisor Pine, Congresswoman Speier's office and PHCD's FQHC consultant, Steve Rousso.
- SDH Dentists had filed credentialing applications with the San Mateo Medical Center (SMMC) as required by the County. Then two weeks ago, Dr. Jue was notified by the Credentialing staff that they cannot proceed – "No signed agreement, no credentialing."

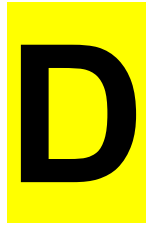
4. Dental Assistant Labor Shortage – Met with College of San Mateo President, Michael Claire, to follow up on what seemed like a productive meeting in February between SDH and CSM leadership on how we might collaborate on an effective Dental Assistant recruitment program. He promised a follow up meeting "soon" and asked for "patience" as they wrap up this semester.

5. Finance Team Meeting:

- CFO held a meeting on March 27 with CEO Jue, Center Director Pat Kinniburgh and Consulting CFO Vickie Yee to review:
 - Wipfli revenue cycle consultant's suggestions; which ones are we already doing, which ones make sense to implement; was the process of value?
 - Compliance with Internal Control Policy – staff reported policy is being followed.
 - Open Dental – staff satisfaction, accounting satisfaction, need for any further training? Feedback was positive about system, staff are more comfortable with the programs; however, noted that probably not using to its fullest potential. More training to be scheduled for 'business office' users.
 - Hottest topic was the ADP payroll system:
 - How much of Pat's time is required to audit the "automated" system?
 - Confusion by dental staff on how to record PTO – easy to fix.
 - More info needed on if there is a 'better' way to set up system for dentist vs hourly staff.
 - Need clarification if dentists should be treated as "exempt", which they are currently, and then how to handle half day work and potential for special assignments such as outreach and mobile program.

6. Items Needing Further Study for Guiding Board Strategies:

- Mobile Program analysis and plan by Intern Peter
- Marketing Plan for FY 2019-2020 – New residents to area, commercially insured, etc.
- Funding strategy for school outreach activities



Sonrisas Dental Health
FY 18-19 FORECAST
(8 mos actuals/4 mos projected)

14

Forecast Ending June 30, 2019				PAYER MIX	FY 18-19	
	San Mateo	Coastside	Total		Budget	Variance
Commercial Insur.	459	59	518	5%	575	(57)
PPO	2,100	301	2,401	22%	2,575	(174)
Public Dental Insurance	3,433	2,880	6,313	58%	6,747	(434)
Private Pay	334	74	408	4%	276	132
Affordable Plan	166	719	885	8%	1,110	(225)
Farmworker	335	2	337	3%	212	125
FQHC			0		0	0
TOTAL VISITS	6,827	4,035	10,862	\$ PER VISIT	11,457	(633)
Adjustments	(42,597)	(5,838)	(48,435)	(4.46)	(24,800)	(23,635)
Commercial Insur.	114,510	10,101	124,611	11.47	165,578	(40,967)
PPO	417,070	52,587	469,656	43.24	470,640	(984)
Public Dental Insurance	485,178	286,351	771,528	71.03	699,666	71,862
Private Pay	91,071	15,796	106,867	9.84	102,690	4,177
Affordable Plan	35,830	120,029	155,859	14.35	170,304	(14,445)
Farmworker	45,869	7,410	53,280	4.91	69,357	(16,078)
Total Income	1,146,931	486,435	1,633,365	150.37	1,653,435	(20,070)
Personnel	1,226,567	348,401	1,574,968	145.00	1,658,365	83,397
Dental Supplies	87,313	42,733	130,046	11.97	135,040	4,994
Small Dental Equipment	0	0	0	-	1,938	1,938
Dental Equipment Repair	617	3,325	3,942	0.36	9,711	5,769
Lab Fees	46,056	39,391	85,447	7.87	98,421	12,974
Uniforms	1,142	80	1,222	0.11	1,600	378
Contracted Services	8,197	1,603	9,800	0.90	22,124	12,324
Direct Program Cost	1,369,892	435,533	1,805,425	166.21	1,927,199	121,774
Administrative Personnel	337,354	187,905	525,259	48.36	608,313	83,054
Business Taxes	250	0	250	0.02	0	(250)
Facilities Expenses	261,487	50,631	312,118	28.73	310,566	(1,552)
Office Exp.	30,754	8,418	39,172	3.61	27,640	(11,532)
Equipment Expenses	48,679	3,825	52,504	4.83	50,400	(2,104)
Insurance	20,186	6,708	26,894	2.48	25,140	(1,754)
Outsourced Services	3,193	1,597	4,790	0.44	5,900	1,110
Fundraising Expenses	38,112	9,386	47,498	4.37	50,700	3,202
Fees and Interest	70,158	0	70,158	6.46	68,048	(2,110)
Depreciation Expense	251,243	14,835	266,079	24.50	287,348	21,269
Dues, Fees & License	705	1,724	2,429	0.22	2,800	371
Employee Goodwill	1,638	75	1,713	0.16	2,400	687
Recruitment Expense	1,371	840	2,211	0.20	3,000	789
Outreach	90	0	90	0.01	9,996	9,906
Marketing Expenses	54,488	1,865	56,352	5.19	69,000	12,648
Meeting & Travel Expenses	2,437	19	2,456	0.23	3,000	544
Indirect Program Cost	1,122,145	287,829	1,409,974	129.81	1,524,251	114,277
Total Cost	2,492,037	723,362	3,215,398	296.02	3,451,450	236,052
TOTAL OPERATING INCOME	(1,345,106)	(236,927)	(1,582,033)	(145.65)	(1,798,015)	215,982
Dividend/Other Income	42,031	326	42,357		65,300	(22,943)
Donations Received	209,593	114,905	324,498		295,500	28,998
Grant from PHCD	750,000	-	750,000		750,000	0
OTHER INCOME	1,001,624	115,231	1,116,855		1,110,800	6,055
INCOME/LOSS	(343,482)	(121,696)	(465,178)		(687,215)	222,037
ADJ CASH ITEMS						
Rent	192,702	-	192,702		192,797	(95)
Depreciation Expense	251,243	14,835	266,079		287,348	(21,269)
Loan Interest	56,181	-	56,181		57,600	(1,419)
TOTAL CASH POSITION	156,645	(106,861)	49,784		(149,470)	199,254



DATE: April 15, 2019

TO: SDH Board of Directors

CC: Cheryl Fama, CFO

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

RE: February Unaudited Financials and YTD Performance to Budget

FEBRUARY PERFORMANCE:

As noted in January's performance, a software error created a misalignment of gross revenue to uncompensated care deductions which will be trued-up by March. The net effect to February is a deduction of \$34K to net patient revenue.

A. Revenue: Net Patient Revenue was **\$116,372**

1. 907 visits – 36 less than budget.
2. 74 visits from commercial insurance patients – 34 more than budget and highest YTD
3. Gross revenue was \$331,337 – 13% more than budget
4. Total deductions from gross revenue were \$214,965 (65%)

B. Donations/Grants & Other Income: \$106,949— \$75,000 received from PHCD, \$203 from individual donors, \$1,268 from Paella event; \$30,478 released from restricted grants.

C. EXPENSES:

1. **Direct Expense: \$161,488** --\$4,902 lower than prior month due to a combination of lower personnel cost (short month) and higher lab fees.
2. **Indirect Expense: \$119,789**--\$8,453 less than prior month due to a mix of lower personnel cost (short month) and fundraising expenses, and higher professional fees (Wipfli LLP).

NET INCOME: <\$57,646>

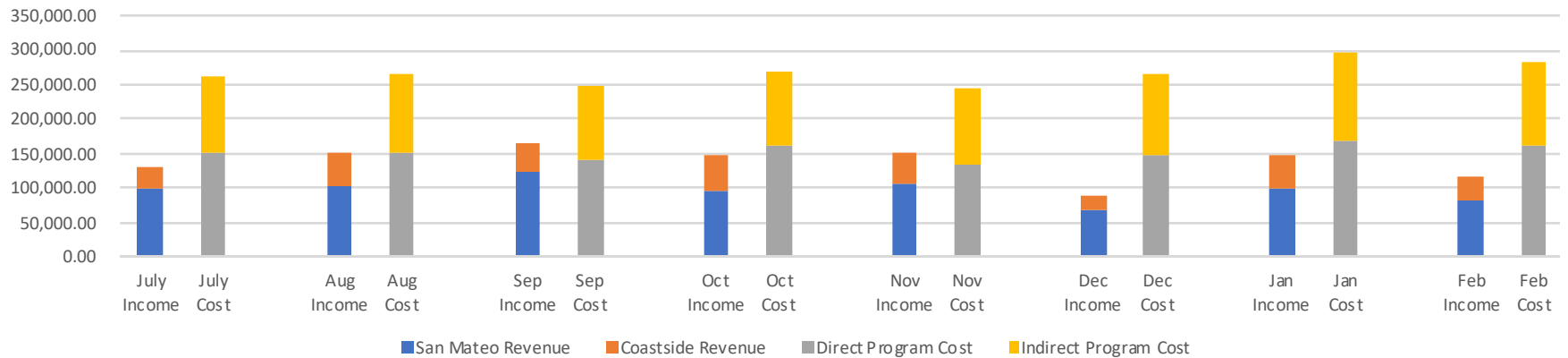
YTD PERFORMANCE TO BUDGET (July-February): YTD net income is **\$191,876** better than budget. Cash-flow is **\$180,918** better than budget. PHCD grant received to date is **\$525,000** (seven months), no support needed from PHCD in September.

	YTD Actual	Budget	Performance
<i>Visits</i>	<i>7,242</i>	<i>7,531</i>	<i>(289)</i>
Gross Patient Revenue	\$2,398,385	\$2,242,264	+7%
Uncompensated Care (Deductions)	<\$1,304,812>	<\$1,168,063>	-12%
Grants/Donations/Other Income	\$748,999	\$715,864	+5%
Direct Cost	<\$1,204,101>	<\$1,245,979>	+3%
Indirect Cost	<\$914,777>	<\$1,012,268>	+10%
Net Income	<276,306>	<\$468,182>	+41%
<i>non-cash items adj.</i>			
Depreciation	\$176,875	\$190,232	+7%
Deferred Expenses	\$163,565	\$161,166	-1%
Est. Cash-flow	\$64,134	<\$116,784>	155%

Sonrisas Dental Health Operations

	Jul 18	Aug 18	Sept 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Total	YTD Budget	B(W)
San Mateo Revenue	97,167	102,683	123,399	92,960	106,439	65,457	99,126	79,029	766,259	769,302	(3,043)
Coastside Revenue	31,860	47,574	40,736	53,909	44,096	23,034	48,763	37,344	327,315	304,899	22,416
Total Net Revenue	129,026	150,257	164,134	146,869	150,535	88,491	147,889	116,372	1,093,573	1,074,201	19,372
Direct Program Cost	148,779	150,914	137,703	159,597	132,069	147,159	166,391	161,489	1,204,101	1,245,979	(41,878)
Indirect Program Cost	112,325	111,964	108,136	107,323	111,147	115,852	128,241	119,789	914,777	1,012,268	(97,491)
Total Cost	261,103	262,878	245,839	266,921	243,216	263,011	294,632	281,277	2,118,878	2,258,247	(139,369)
TOTAL	(132,077)	(112,621)	(81,705)	(120,052)	(92,682)	(174,520)	(146,743)	(164,905)	(1,025,305)	(1,184,046)	158,741
Dividend/Other Income	2,440	376	3,797	342	311	328	2,100	310	10,004	5,700	4,304
Donations Received	7,320	14,366	16,094	38,931	65,897	17,197	22,239	31,949	213,994	210,165	3,829
Grant from PHCD	75,000	75,000	0	75,000	75,000	75,000	75,000	75,000	525,000	500,000	25,000
OTHER INCOME	84,760	89,742	19,891	114,273	141,209	92,525	99,339	107,259	748,999	715,865	33,134
NET INCOME	(47,317)	(22,879)	(61,814)	(5,778)	48,527	(81,995)	(47,404)	(57,646)	(276,306)	(468,181)	191,875

Net Revenue VS. Cost By Center Per Month
YTD As of 02/28/2019



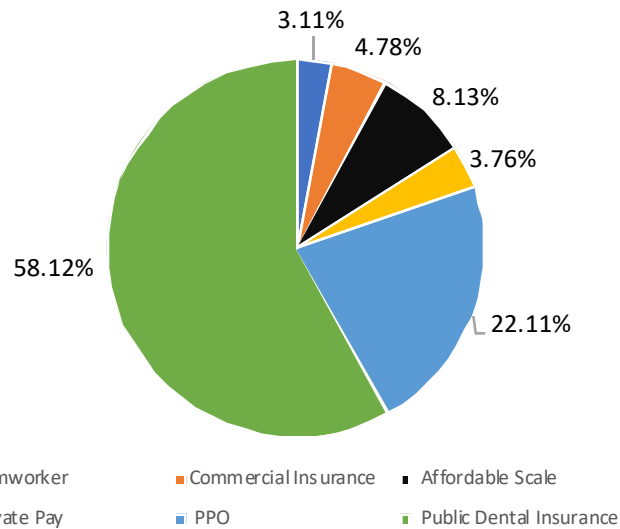
Visits by Center

	Jul 18	Aug 18	Sept 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Total	Budget	Variance
San Mateo Visits	608	569	468	611	553	538	638	566	4551	5083	(532)
Coastside Visits	338	375	277	361	335	262	402	341	2691	2448	243
Total Visits	946	944	745	972	888	800	1040	907	7242	7531	(289)

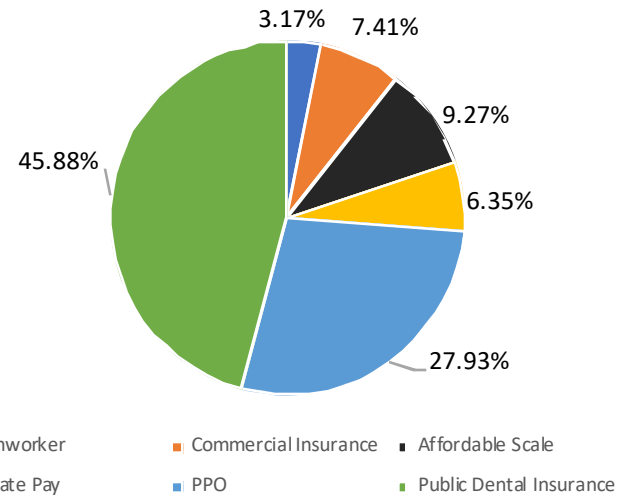
Visits by Payer

	Jul 18	Aug 18	Sept 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Total	Budget	Variance
Commercial Insurance	51	40	35	41	35	48	62	74	386	375	11
PPO	236	186	177	209	200	222	176	195	1601	1,705	(104)
Public Dental Insurance	517	583	425	567	508	397	665	547	4209	4395	(186)
Private Pay	34	41	23	37	35	33	32	34	269	180	89
Affordable Scale	89	79	53	86	73	62	73	37	552	740	(188)
Farmworker	19	15	32	32	37	38	32	20	225	136	89
Total Visits	946	944	745	972	888	800	1040	907	7242	7531	(289)

Visits By Payer As a Percentage
YTD as of 02/28/2019

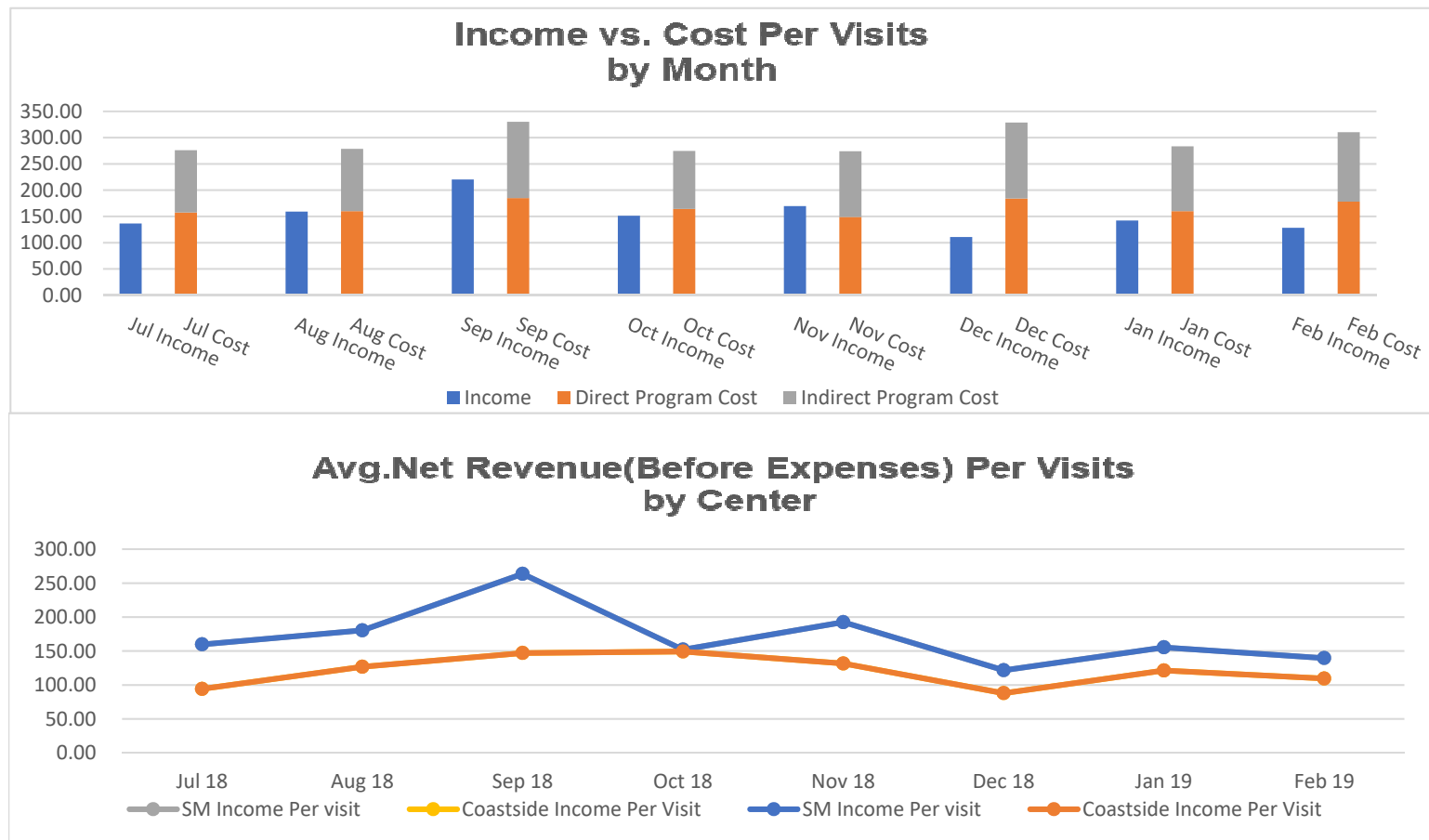


Net Revenue by Payer As a Percentage
YTD as of 02/28/2019



Avg. Income (Loss) per Visit	
	YTD
Net Revenue per Visit	\$ 152.20
Direct Cost per Visit	\$ (167.11)
Indirect Cost per Visit	\$ (127.28)
Net Income per Visit	\$ (142.19)

True Income (Loss) per Visit by Payer	
Payer	Avg. YTD
Commercial Insurance	\$ 4.81
PPO	\$ (44.22)
Public Dental Insurance	\$(242.81)
Private Pay	\$ 192.58
Affordable Scale	\$ 79.08



SONRISAS DENTAL HEALTH, INC.

Profit & Loss

July 2018 through February 2019

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	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	TOTAL
Ordinary Income/Expense									
Income									
Program Revenue									
Patient Services									
4103 · Commercial Insurance	14,502.00	8,009.00	14,612.00	13,525.40	8,075.00	15,457.00	17,539.00	12,889.00	104,608.40
4102 · PPO	68,480.00	61,260.00	54,972.00	67,399.00	67,617.00	69,495.00	53,919.00	68,140.00	511,282.00
4100 · Public Dental Insurance	155,280.00	188,292.00	149,057.00	187,588.00	174,988.00	136,551.00	251,096.00	213,892.00	1,456,744.00
4106 · Private Pay	5,659.00	9,169.00	6,868.00	8,465.00	9,204.00	10,026.70	8,803.00	13,052.00	71,246.70
4101 · Affordable Scale	16,539.00	31,805.00	19,791.00	22,944.00	20,464.00	16,827.00	19,051.10	16,027.00	163,448.10
4104 · Farmworker	8,427.00	5,524.00	10,674.00	12,629.00	17,237.00	17,408.00	11,820.00	7,337.00	91,056.00
Total Patient Services	268,887.00	304,059.00	255,974.00	312,550.40	297,585.00	265,764.70	362,228.10	331,337.00	2,398,385.20
Uncompensated Care									
5020 · Prior Period Adjustment	6,137.00	15,045.24	13,893.12	(19,338.14)	(24,809.02)	(5,432.80)	28,014.85	397.21	13,907.46
5005 · Commercial Insurance	(1,740.50)	(298.10)	(608.20)	(2,355.40)	(2,266.60)	(4,146.20)	(5,780.61)	(4,338.16)	(21,533.77)
5004 · PPO	(26,119.00)	(18,136.20)	(19,440.00)	(24,946.90)	(24,037.30)	(29,641.60)	(28,714.30)	(27,142.45)	(198,177.75)
5009 · Public Dental Insurance	(104,864.20)	(135,412.60)	(72,239.00)	(92,342.50)	(71,228.65)	(110,467.70)	(186,092.24)	(169,740.99)	(942,387.88)
5007 · Affordable Scale	(5,027.70)	(10,414.60)	(6,530.20)	(8,759.20)	(8,913.00)	(6,454.40)	(7,260.70)	(6,181.50)	(59,541.30)
5003 · Farmworker Program	(2,632.30)	(606.40)	(2,708.40)	(13,110.60)	(8,549.80)	(15,370.00)	(7,926.00)	(4,633.00)	(55,536.50)
5001 · Fee Adjustments	(5,614.10)	(3,979.40)	(4,206.90)	(4,828.90)	(7,245.84)	(5,761.00)	(6,580.34)	(3,325.70)	(41,542.18)
Total Uncompensated Care	(139,860.80)	(153,802.06)	(91,839.58)	(165,681.64)	(147,050.21)	(177,273.70)	(214,339.34)	(214,964.59)	(1,304,811.92)
Total Program Revenue	129,026.20	150,256.94	164,134.42	146,868.76	150,534.79	88,491.00	147,888.76	116,372.41	1,093,573.28
Donations and Incentives									
5100 · Donations	183.90	41.59	872.60	15,380.42	342.60	1,947.60	5,180.87	201.57	24,151.15
Events/Fundraisers									
5105 · Raffle	2,135.00	80.00	0.00	0.00	0.00	0.00	0.00	0.00	2,215.00
5106 · Other Events	0.00	0.00	916.70	0.00	0.00	0.00	0.00	1,268.59	2,185.29
Total Events/Fundraisers	2,135.00	80.00	916.70	0.00	0.00	0.00	0.00	1,268.59	4,400.29
5150 · Unrestricted Grants	75,000.00	75,000.00	0.00	75,000.00	75,000.00	75,000.00	75,000.00	75,000.00	525,000.00
5199 · Net Assets Released from Restr	7,136.25	14,324.06	16,093.95	23,550.96	65,554.71	15,249.71	17,058.23	30,478.94	189,446.81
Total Donations and Incentives	84,455.15	89,445.65	17,883.25	113,931.38	140,897.31	92,197.31	97,239.10	106,949.10	742,998.25
Total Income	213,481.35	239,702.59	182,017.67	260,800.14	291,432.10	180,688.31	245,127.86	223,321.51	1,836,571.53
Gross Profit	213,481.35	239,702.59	182,017.67	260,800.14	291,432.10	180,688.31	245,127.86	223,321.51	1,836,571.53
Expense									
Direct Program Costs									
Personnel									
5250 · Direct Program Salaries	118,356.67	110,238.76	106,094.42	126,034.81	107,377.73	112,651.82	128,907.07	126,787.40	936,448.68
5260 · Payroll Taxes	8,870.46	8,255.40	7,977.06	9,430.10	7,733.91	8,273.67	9,642.94	9,503.79	69,687.33
5261 · Unemployment Taxes	447.76	608.66	654.87	566.24	482.82	2,956.76	3,805.88	718.71	10,241.70
5270 · Benefits	1,735.88	1,907.49	1,710.52	338.11	3,208.90	1,713.92	3,370.51	1,996.07	15,981.40
5275 · 401k Match	767.59	781.33	662.25	771.78	570.23	695.54	1,188.32	1,018.07	6,455.11
5278 · Worker's Comp.	1,144.33	1,144.33	1,144.33	1,144.33	1,144.33	1,144.33	1,144.33	1,144.33	9,154.64
5280 · Continuing Educ.	0.00	0.00	25.00	0.00	0.00	0.00	500.00	115.00	640.00
5281 · Licenses and Registrations	60.91	60.91	204.49	344.49	184.49	196.49	284.99	272.99	1,609.76
Total Personnel	131,383.60	122,996.88	118,472.94	138,629.86	120,702.41	127,632.53	148,844.04	141,556.36	1,050,218.62

SONRISAS DENTAL HEALTH, INC.

Profit & Loss

July 2018 through February 2019

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Donations and Incentives

5320 · Dental Supplies	9,407.21	14,386.23	10,211.94	14,129.55	5,530.78	11,348.52	10,870.55	10,679.31	86,564.09
5326 · Dental Equipment Repair	747.07	214.00	278.00	257.42	708.98	0.00	302.88	0.00	2,508.35
5330 · Lab Fees	6,480.38	12,255.79	7,665.98	6,048.40	3,408.74	7,592.57	5,555.60	8,435.03	57,442.49
5331 · Uniforms	83.89	384.74	0.00	50.00	50.00	253.43	0.00	0.00	822.06

Contracted Services

5303 · Sterilization Services	614.37	614.37	1,012.37	420.00	1,575.00	270.00	756.00	756.00	6,018.11
5305 · Shredding	62.00	62.00	62.00	62.00	93.00	62.00	62.00	62.00	527.00
Total Contracted Services	676.37	676.37	1,074.37	482.00	1,668.00	332.00	818.00	818.00	6,545.11

Total Direct Program Costs	148,778.52	150,914.01	137,703.23	159,597.23	132,068.91	147,159.05	166,391.07	161,488.70	1,204,100.72
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Indirect Costs

Administrative Personnel

5450 · Salaries/Wages	38,619.94	30,743.67	27,212.46	31,344.03	39,894.85	38,341.50	42,970.85	40,966.81	290,094.11
5460 · Payroll Taxes, Admin/Mgmt	2,924.82	2,226.39	985.85	1,351.76	2,062.77	2,504.34	3,247.73	3,023.37	18,327.03
5461 · Unemployment Taxes	253.85	265.37	230.77	264.87	137.50	1,044.06	1,118.83	1,097.47	4,412.72
5470 · Benefits	1,416.89	1,527.83	(292.61)	1,862.33	902.34	780.27	2,025.77	1,146.46	9,369.28
5475 · 401k Match, Admin/Mgmt.	319.34	298.01	256.25	167.13	269.56	363.89	435.86	575.35	2,685.39
5478 · Worker's Comp.	286.09	286.09	286.09	286.09	286.09	286.09	286.09	286.09	2,288.72
Total Administrative Personnel	43,820.93	35,347.36	28,678.81	35,276.21	43,553.11	43,320.15	50,085.13	47,095.55	327,177.25

Business Taxes

5520 · Property Taxes	0.00	0.00	250.00	0.00	0.00	0.00	0.00	0.00	250.00
Total Business Taxes	0.00	0.00	250.00	0.00	0.00	0.00	0.00	0.00	250.00

Facilities Expenses

5600 · Auto Expenses	105.58	325.49	305.60	344.49	310.94	519.67	310.77	105.58	2,328.12
5610 · Building Maintenance	927.60	628.60	727.60	879.25	628.60	704.60	684.76	688.44	5,869.45
5611 · Janitorial Service	1,655.00	1,655.00	1,655.00	3,145.00	1,655.00	1,655.00	1,818.00	2,998.00	16,236.00
5670 · Rent	18,529.00	19,129.00	19,129.00	19,129.00	19,129.00	19,129.00	19,588.04	19,588.04	153,350.08
5672 · Phone / Internet	1,007.02	1,382.26	1,502.76	1,265.66	1,096.71	1,275.66	1,199.65	1,413.76	10,143.48
5680 · Utilities	2,015.90	2,425.76	2,042.42	2,958.04	2,160.16	2,411.43	3,082.99	2,551.88	19,648.58
Total Facilities Expenses	24,240.10	25,546.11	25,362.38	27,721.44	24,980.41	25,695.36	26,684.21	27,345.70	207,575.71

Office Exp.

5502 · Claims Processing	133.14	87.08	117.74	117.74	130.66	76.04	150.36	114.12	926.88
5504 · Payroll Processing / BG Checks	562.20	1,082.99	628.66	944.10	933.61	985.63	983.55	941.48	7,062.22
5616 · Patient Notification	494.95	494.95	485.00	485.00	494.95	485.00	485.00	485.00	3,909.85
5660 · Office Supplies	550.14	1,152.08	2,436.04	1,117.19	567.59	1,390.96	1,222.22	1,996.23	10,432.45
5665 · Postage and Shipping	256.26	316.80	286.07	316.20	3.95	724.63	316.20	347.05	2,567.16
5668 · Printing Costs	103.73	281.37	64.31	441.98	26.10	130.80	0.00	183.12	1,231.41
Total Office Exp.	2,100.42	3,415.27	4,017.82	3,422.21	2,156.86	3,793.06	3,157.33	4,067.00	26,129.97

Equipment Expenses

5507 · Computer Support	3,292.88	3,495.45	4,322.60	3,819.53	3,025.00	3,025.00	4,229.25	3,025.00	28,234.71
5608 · Software Support	781.00	751.00	844.00	916.00	1,199.00	651.00	844.00	458.00	6,444.00
Total Equipment Expenses	4,073.88	4,246.45	5,166.60	4,735.53	4,224.00	3,676.00	5,073.25	3,483.00	34,678.71

Insurance

5635 · Auto Insurance	610.48	610.48	610.48	610.48	610.48	610.48	610.48	610.48	4,883.84
5636 · Malpractice (Prof. Liab.)	416.66	416.66	416.66	416.66	416.66	416.66	416.66	416.66	3,333.28

SONRISAS DENTAL HEALTH, INC.

Profit & Loss

July 2018 through February 2019

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Donations and Incentives									
5637 · Liability & Property	935.50	935.50	935.50	935.50	935.50	935.50	936.48	992.83	7,542.31
5638 · Directors & Officer Liability	294.50	180.50	280.50	280.50	280.50	280.50	280.50	280.50	2,158.00
Total Insurance	2,257.14	2,143.14	2,243.14	2,243.14	2,243.14	2,243.14	2,244.12	2,300.47	17,917.43
Outsourced Services									
5503 · Consultants	0.00	0.00	0.00	0.00	0.00	0.00	0.00	260.00	260.00
5508 · Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,530.00	4,530.00
Total Outsourced Services	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,790.00	4,790.00
Fundraising Expenses									
5632 · Fundraising Expenses	0.00	192.10	(42.10)	894.81	450.00	1,626.24	4,953.88	300.00	8,374.93
5633 · Fundraising Consulting	2,436.00	7,439.50	5,762.00	432.00	0.00	1,500.00	2,922.25	1,631.00	22,122.75
Total Fundraising Expenses	2,436.00	7,631.60	5,719.90	1,326.81	450.00	3,126.24	7,876.13	1,931.00	30,497.68
Fees and Interest									
5605 · Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5625 · Penalty charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5641 · Finance Charges	82.45	140.36	24.42	69.56	118.94	11.80	0.00	6.00	453.53
5642 · Loan Interest	4,682.98	4,759.26	4,762.11	5,843.36	5,062.11	5,062.11	5,062.11	5,062.11	40,296.15
5650 · Merchant Processing	667.19	777.16	812.14	838.31	691.53	825.92	698.47	620.54	5,931.26
Total Fees and Interest	5,432.62	5,676.78	5,598.67	6,751.23	5,872.58	5,899.83	5,760.58	5,688.65	46,680.94
5615 · Depreciation Expense	22,278.86	22,278.86	22,278.86	20,834.94	22,300.88	22,300.88	22,300.88	22,300.88	176,875.04
5618 · Dues, Fees & License	115.65	302.65	115.65	115.65	465.65	115.65	115.65	235.65	1,582.20
5620 · Employee Goodwill	83.84	83.55	90.96	9.00	0.00	554.46	148.38	142.82	1,113.01
5639 · Recruitment Expense	225.00	480.15	372.52	39.12	75.00	104.12	0.00	115.00	1,410.91
5648 · Marketing Expense									
5651 · Outreach	0.00	0.00	0.00	0.00	0.00	0.00	0.00	90.00	90.00
5648 · Marketing Expense - Other	4,985.47	4,804.80	7,903.95	4,654.82	4,651.07	4,637.16	4,655.00	60.00	36,352.27
Total 5648 · Marketing Expense	4,985.47	4,804.80	7,903.95	4,654.82	4,651.07	4,637.16	4,655.00	150.00	36,442.27
Meeting & Travel Expenses									
5677 · Meals	0.00	0.00	0.00	12.67	0.00	0.00	0.00	6.51	19.18
5678 · Mileage	274.86	7.09	336.90	180.49	174.77	386.10	140.40	136.30	1,636.91
Total Meeting & Travel Expenses	274.86	7.09	336.90	193.16	174.77	386.10	140.40	142.81	1,656.09
Total Indirect Costs	112,324.77	111,963.81	108,136.16	107,323.26	111,147.47	115,852.15	128,241.06	119,788.53	914,777.21
Total Expense	261,103.29	262,877.82	245,839.39	266,920.49	243,216.38	263,011.20	294,632.13	281,277.23	2,118,877.93
Net Ordinary Income	(47,621.94)	(23,175.23)	(63,821.72)	(6,120.35)	48,215.72	(82,322.89)	(49,504.27)	(57,955.72)	(282,306.40)
Other Income/Expense									
Other Income									
Other Income									
6120 · Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	2.29	3.29	5.58
6121 · Dividends	305.25	296.18	268.68	341.98	311.41	328.04	339.03	306.72	2,497.29
6130 · Other Income	0.00	0.00	1,739.24	0.00	0.00	0.00	1,758.63	0.00	3,497.87
Total Other Income	305.25	296.18	2,007.92	341.98	311.41	328.04	2,099.95	310.01	6,000.74
Total Other Income	305.25	296.18	2,007.92	341.98	311.41	328.04	2,099.95	310.01	6,000.74
Net Other Income	305.25	296.18	2,007.92	341.98	311.41	328.04	2,099.95	310.01	6,000.74
Net Income	(47,316.69)	(22,879.05)	(61,813.80)	(5,778.37)	48,527.13	(81,994.85)	(47,404.32)	(57,645.71)	(276,305.66)

SONRISAS DENTAL HEALTH, INC.
Balance Sheet
As of February 28, 2019

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	Jul 31, 18	Aug 31, 18	Sep 30, 18	Oct 31, 18	Nov 30, 18	Dec 31, 18	Jan 31, 19	Feb 28, 19
ASSETS								
Current Assets								
Checking/Savings								
Checking/Savings								
1020 · Boston Private Saving	0.00	0.00	0.00	0.00	0.00	0.00	0.00	75,003.29
1010 · Boston Private BusinessChecking	202,254.01	336,530.87	198,527.72	328,576.31	273,091.73	261,491.65	286,643.17	236,853.56
1050 · Wells Fargo Checking	21,320.03	21,320.03	21,320.03	21,320.03	21,320.03	21,320.03	21,320.03	21,320.03
1070 · Merrill Lynch	198,698.42	198,994.60	199,263.28	199,605.26	199,916.67	200,244.71	200,583.74	200,890.46
Total Checking/Savings	422,272.46	556,845.50	419,111.03	549,501.60	494,328.43	483,056.39	508,546.94	534,067.34
1175 · Petty Cash - Coastsides	381.41	381.41	381.41	381.41	381.41	381.41	381.41	381.41
1176 · Petty Cash -San Mateo	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00
Total Checking/Savings	422,853.87	557,426.91	419,692.44	550,083.01	494,909.84	483,637.80	509,128.35	534,648.75
Accounts Receivable								
Accounts Receivable								
1250 · Accounts Receivable - Services	157,147.33	185,090.22	228,331.94	229,586.24	235,411.55	224,582.24	215,200.61	186,746.70
1260 · Accts.Rec.- Other Agencies	4,580.00	2,290.00	12,595.00	19,465.00	21,755.00	18,320.00	34,350.00	41,220.00
Total Accounts Receivable	161,727.33	187,380.22	240,926.94	249,051.24	257,166.55	242,902.24	249,550.61	227,966.70
Total Accounts Receivable	161,727.33	187,380.22	240,926.94	249,051.24	257,166.55	242,902.24	249,550.61	227,966.70
Other Current Assets								
1400 · Prepaid Expense	40,801.28	39,719.61	40,297.37	37,509.13	16,520.61	12,441.33	12,155.20	15,737.52
1405 · Work Comp Deposit	1,898.00	1,898.00	1,898.00	1,898.00	1,898.00	1,898.00	1,898.00	1,898.00
1450 · Allowance for Bad Debt	(46,415.80)	(46,415.80)	(36,866.16)	(36,866.16)	(17,130.83)	(17,130.83)	(17,130.83)	(17,130.83)
1499 · Undeposited Funds	5,725.00	5,231.80	5,231.80	0.00	0.00	0.00	0.00	0.00
Total Other Current Assets	2,008.48	433.61	10,561.01	2,540.97	1,287.78	(2,791.50)	(3,077.63)	504.69
Total Current Assets	586,589.68	745,240.74	671,180.39	801,675.22	753,364.17	723,748.54	755,601.33	763,120.14
Fixed Assets								
Fixed Assets								
1320 · Leasehold Impvmnt. - Coastsides	25,886.14	25,886.14	25,886.14	25,886.14	25,886.14	25,886.14	25,886.14	25,886.14
1321 · Leasehold Improv. - S. Mateo	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76
1335 · Dental Equipment - Coastsides	117,755.81	117,755.81	117,755.81	117,755.81	117,755.81	117,755.81	117,755.81	117,755.81
1336 · Dental Equipment - San Mateo	460,259.48	464,255.20	464,255.20	464,255.20	506,218.80	506,218.80	506,218.80	506,218.80
1340 · Computers - Coastsides	35,725.63	35,725.63	35,725.63	35,725.63	35,725.63	35,725.63	35,725.63	35,725.63
1341 · Computers - San Mateo	65,633.05	65,633.05	65,633.05	65,633.05	65,633.05	65,633.05	65,633.05	65,633.05
1350 · Mobile Equipment	188,945.09	188,945.09	188,945.09	188,945.09	188,945.09	188,945.09	188,945.09	188,945.09
1370 · Furniture/Fixtures - Coastsides	8,515.46	8,515.46	8,515.46	8,515.46	8,515.46	8,515.46	8,515.46	8,515.46
1371 · Furniture/Fixtures - S.Mateo	109,021.12	109,021.12	109,021.12	109,021.12	109,021.12	109,021.12	109,021.12	109,021.12
1380 · Truck	111,934.08	111,934.08	111,934.08	111,934.08	111,934.08	111,934.08	111,934.08	111,934.08
Less Accumulated Depr.								
1390 · Accum. Depreciation-Coastsides	(141,462.63)	(142,698.91)	(143,935.19)	(145,171.47)	(146,407.75)	(147,644.03)	(148,880.31)	(150,116.59)
1395 · Accum. Depreciation - San Mateo	(525,513.47)	(546,556.05)	(567,598.63)	(587,197.29)	(608,261.89)	(629,326.49)	(650,391.09)	(671,455.69)
Total Less Accumulated Depr.	(666,976.10)	(689,254.96)	(711,533.82)	(732,368.76)	(754,669.64)	(776,970.52)	(799,271.40)	(821,572.28)
Total Fixed Assets	1,473,455.52	1,455,172.38	1,432,893.52	1,412,058.58	1,431,721.30	1,409,420.42	1,387,119.54	1,364,818.66

SONRISAS DENTAL HEALTH, INC.
Balance Sheet
As of February 28, 2019

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	Jul 31, 18	Aug 31, 18	Sep 30, 18	Oct 31, 18	Nov 30, 18	Dec 31, 18	Jan 31, 19	Feb 28, 19
Total Fixed Assets	1,473,455.52	1,455,172.38	1,432,893.52	1,412,058.58	1,431,721.30	1,409,420.42	1,387,119.54	1,364,818.66
Other Assets								
1420 · Security Deposits	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00
Total Other Assets	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00
TOTAL ASSETS	2,074,742.20	2,215,110.12	2,118,770.91	2,228,430.80	2,199,782.47	2,147,865.96	2,157,417.87	2,142,635.80
LIABILITIES & EQUITY								
Liabilities								
Current Liabilities								
Accounts Payable								
2000 · Accounts Payable	48,946.87	54,174.93	5,325.87	15,190.31	37,291.17	45,274.54	37,197.52	41,773.36
Total Accounts Payable	48,946.87	54,174.93	5,325.87	15,190.31	37,291.17	45,274.54	37,197.52	41,773.36
Credit Cards								
Credit Cards								
2112 · Wells Fargo Visa-Rothstein	1,102.60	1,641.08	1,229.24	1,451.32	612.40	619.65	0.00	1,240.70
2114 · Wells Fargo Visa-Kinniburgh	4,145.21	5,467.60	4,582.71	3,905.63	5,015.38	4,292.44	0.00	4,072.63
Total Credit Cards	5,247.81	7,108.68	5,811.95	5,356.95	5,627.78	4,912.09	0.00	5,313.33
Total Credit Cards	5,247.81	7,108.68	5,811.95	5,356.95	5,627.78	4,912.09	0.00	5,313.33
Other Current Liabilities								
2205 · Accrued Interest	520.83	781.24	1,041.65	260.39	260.38	260.37	260.36	260.35
*Payroll Liabilities								
2300 · Accrued Salaries/Wages	64,325.25	72,815.25	81,164.33	108,753.67	48,870.51	46,316.49	79,674.32	94,651.67
2301 · Accrued PTO	50,573.42	50,573.42	50,573.42	50,573.42	50,573.42	50,573.42	50,573.42	50,573.42
2321 · 401k Funds Payable	4,188.44	5,461.52	6,083.77	4,631.22	7,281.07	10,662.97	7,084.43	7,329.31
2383 · Accrued Payroll Taxes	22,143.80	19,720.26	20,608.93	23,583.99	18,420.43	26,271.69	28,548.50	27,335.54
2384 · Accrued PR Taxes on PTO	3,868.87	3,868.87	3,868.87	3,868.87	3,868.87	3,868.87	3,868.87	3,868.87
2387 · Accrued 401K Match	101.26	235.46	259.78	360.89	0.00	64.81	296.35	472.03
Total *Payroll Liabilities	145,201.04	152,674.78	162,559.10	191,772.06	129,014.30	137,758.25	170,045.89	184,230.84
Patient Liabilities								
2220 · Patient Prepayments - Coastsides	5,460.30	7,387.60	5,078.60	3,974.10	4,157.80	5,507.10	5,636.70	4,794.30
2221 · Patient Prepayments - SM	14,143.55	16,924.50	12,091.30	18,939.10	14,155.30	15,493.20	22,795.20	14,321.30
2225 · Patient Refunds Payable -SM	4,180.80	4,498.75	2,859.15	3,786.35	3,877.30	3,987.25	3,731.27	3,766.22
2226 · Patient Refunds Payable - CSTSE	2,881.18	2,985.08	2,700.78	2,648.08	2,957.28	3,381.28	1,467.28	3,592.78
Total Patient Liabilities	26,665.83	31,795.93	22,729.83	29,347.63	25,147.68	28,368.83	33,630.45	26,474.60
Total Other Current Liabilities	172,387.70	185,251.95	186,330.58	221,380.08	154,422.36	166,387.45	203,936.70	210,965.79
Total Current Liabilities	226,582.38	246,535.56	197,468.40	241,927.34	197,341.31	216,574.08	241,134.22	258,052.48
Long Term Liabilities								
2701 · Accrued Rent Expense	653,741.24	669,570.24	685,399.24	701,228.24	717,057.24	732,886.24	749,174.28	765,462.32
2702 · PHCD Operating Loan	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00
2703 · PHCD T.I. Loan	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36
2706 · Accr. Interest-TI Loan	100,365.48	103,166.49	105,967.50	108,768.51	111,569.52	114,370.53	117,171.54	119,972.55
2707 · Accr. Interest-Def. Rent	32,658.99	34,356.83	36,057.52	37,797.79	39,538.06	41,278.33	43,018.60	44,758.87
Total Long Term Liabilities	2,145,120.07	2,165,447.92	2,185,778.62	2,206,148.90	2,226,519.18	2,246,889.46	2,267,718.78	2,288,548.10

SONRISAS DENTAL HEALTH, INC.

Balance Sheet

As of February 28, 2019

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	Jul 31, 18	Aug 31, 18	Sep 30, 18	Oct 31, 18	Nov 30, 18	Dec 31, 18	Jan 31, 19	Feb 28, 19
Total Liabilities	2,371,702.45	2,411,983.48	2,383,247.02	2,448,076.24	2,423,860.49	2,463,463.54	2,508,853.00	2,546,600.58
Equity								
3900 · Retained Earnings- Coastsid	1,180,974.54	1,180,974.54	1,180,974.54	1,180,974.54	1,180,974.54	1,180,974.54	1,180,974.54	1,180,974.54
3901 · Retained Earnings - San Mateo	(1,517,429.25)	(1,517,429.25)	(1,517,429.25)	(1,517,429.25)	(1,517,429.25)	(1,517,429.25)	(1,517,429.25)	(1,517,429.25)
3905 · Restricted Net Assets- Coastsid	17,324.90	83,311.67	80,430.07	73,104.34	65,778.61	58,452.88	51,127.15	45,176.42
3906 · Restricted Net Assets-S.Mateo	69,486.25	126,465.42	123,558.07	181,492.84	135,858.86	133,659.88	152,552.38	163,619.17
Net Income	(47,316.69)	(70,195.74)	(132,009.54)	(137,787.91)	(89,260.78)	(171,255.63)	(218,659.95)	(276,305.66)
Total Equity	(296,960.25)	(196,873.36)	(264,476.11)	(219,645.44)	(224,078.02)	(315,597.58)	(351,435.13)	(403,964.78)
TOTAL LIABILITIES & EQUITY	2,074,742.20	2,215,110.12	2,118,770.91	2,228,430.80	2,199,782.47	2,147,865.96	2,157,417.87	2,142,635.80

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

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	Feb 19	Budget	Jul '18 - Feb 19	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
Program Revenue					
Patient Services					
4103 · Commercial Insurance	12,889.00	11,922.00	104,608.40	111,770.00	171,380.00
4102 · PPO	68,140.00	61,570.00	511,282.00	499,890.00	754,966.00
4100 · Public Dental Insurance	213,892.00	177,542.00	1,456,744.00	1,343,379.00	2,071,049.00
4106 · Private Pay	13,052.00	16,190.00	71,246.70	66,960.00	134,190.00
4101 · Affordable Scale	16,027.00	21,000.00	163,448.10	172,664.00	258,996.00
4104 · Farmworker	7,337.00	5,153.00	91,056.00	47,601.00	69,357.00
Total Patient Services	331,337.00	293,377.00	2,398,385.20	2,242,264.00	3,459,938.00
Uncompensated Care					
5020 · Prior Period Adjustment	397.21	(2,000.00)	13,907.46	(16,000.00)	(24,800.00)
5005 · Commercial Insurance	(4,338.16)	(404.00)	(21,533.77)	(3,784.00)	(5,802.00)
5004 · PPO	(27,142.45)	(23,188.00)	(198,177.75)	(188,262.00)	(284,326.00)
5009 · Public Dental Insurance	(169,740.99)	(117,365.00)	(942,387.88)	(890,389.00)	(1,371,383.00)
5006 · Private Pay	0.00	(5,250.00)	0.00	(10,500.00)	(31,500.00)
5007 · Affordable Scale	(6,181.50)	(7,191.00)	(59,541.30)	(59,128.00)	(88,692.00)
5003 · Farmworker Program	(4,633.00)	0.00	(55,536.50)	0.00	0.00
5001 · Fee Adjustments	(3,325.70)	0.00	(41,542.18)	0.00	0.00
Total Uncompensated Care	(214,964.59)	(155,398.00)	(1,304,811.92)	(1,168,063.00)	(1,806,503.00)
Total Program Revenue	116,372.41	137,979.00	1,093,573.28	1,074,201.00	1,653,435.00
Donations and Incentives					
5100 · Donations	201.57	1,500.00	24,151.15	12,000.00	27,500.00
5103 · Incentives	0.00	20,000.00	0.00	20,000.00	50,000.00
Events/Fundraisers					
5105 · Raffle	0.00	0.00	2,215.00	4,500.00	4,500.00
5106 · Other Events	1,268.59	0.00	2,185.29	0.00	9,000.00
Total Events/Fundraisers	1,268.59	0.00	4,400.29	4,500.00	13,500.00
5150 · Unrestricted Grants	75,000.00	62,500.00	525,000.00	500,000.00	750,000.00
5199 · Net Assets Released from Restri	30,478.94	22,458.00	189,446.81	178,164.00	267,996.00
Total Donations and Incentives	106,949.10	106,458.00	742,998.25	714,664.00	1,108,996.00
Total Income	223,321.51	244,437.00	1,836,571.53	1,788,865.00	2,762,431.00
Gross Profit	223,321.51	244,437.00	1,836,571.53	1,788,865.00	2,762,431.00
Expense					
Direct Program Costs					
Personnel					
5250 · Direct Program Salaries	126,787.40	126,330.00	936,448.68	935,859.00	1,441,179.00
5260 · Payroll Taxes	9,503.79	10,490.00	69,687.33	72,248.00	111,208.00
5261 · Unemployment Taxes	718.71	1,364.00	10,241.70	9,754.00	15,210.00
5270 · Benefits	1,996.07	4,935.00	15,981.40	36,973.00	56,713.00
5275 · 401k Match	1,018.07	1,419.00	6,455.11	10,631.00	16,307.00
5278 · Worker's Comp.	1,144.33	1,394.00	9,154.64	10,972.00	16,548.00
5280 · Continuing Educ.	115.00	100.00	640.00	800.00	1,200.00
5281 · Licenses and Registrations	272.99	0.00	1,609.76	0.00	0.00
Total Personnel	141,556.36	146,032.00	1,050,218.62	1,077,237.00	1,658,365.00
5320 · Dental Supplies	10,679.31	11,490.00	86,564.09	87,370.00	135,040.00
5325 · Small Dental Equipment	0.00	160.00	0.00	1,274.00	1,938.00
5326 · Dental Equipment Repair	0.00	799.00	2,508.35	6,383.00	9,711.00
5330 · Lab Fees	8,435.03	8,587.00	57,442.49	62,837.00	98,421.00
5331 · Uniforms	0.00	0.00	822.06	800.00	1,600.00
Contracted Services					
5301 · Contract Employees	0.00	2,300.00	0.00	4,600.00	13,800.00
5303 · Sterilization Services	756.00	621.00	6,018.11	4,958.00	7,544.00
5304 · Pathogen Testing	0.00	0.00	0.00	0.00	0.00
5305 · Shredding	62.00	65.00	527.00	520.00	780.00

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

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	Feb 19	Budget	Jul '18 - Feb 19	YTD Budget	Annual Budget
Total Contracted Services	818.00	2,986.00	6,545.11	10,078.00	22,124.00
Total Direct Program Costs	161,488.70	170,054.00	1,204,100.72	1,245,979.00	1,927,199.00
Indirect Costs					
Administrative Personnel					
5450 · Salaries/Wages	40,966.81	44,209.00	290,094.11	338,672.00	515,508.00
5460 · Payroll Taxes, Admin/Mgmt	3,023.37	3,979.00	18,327.03	26,729.00	40,656.00
5461 · Unemployment Taxes	1,097.47	442.00	4,412.72	3,386.00	5,154.00
5470 · Benefits	1,146.46	3,095.00	9,369.28	23,710.00	36,090.00
5475 · 401k Match, Admin/Mgmt.	575.35	575.00	2,685.39	4,405.00	6,705.00
5478 · Worker's Comp.	286.09	350.00	2,288.72	2,800.00	4,200.00
Total Administrative Personnel	47,095.55	52,650.00	327,177.25	399,702.00	608,313.00
Business Taxes					
5520 · Property Taxes	0.00		250.00		
Total Business Taxes	0.00		250.00		
Facilities Expenses					
5600 · Auto Expenses	105.58	600.00	2,328.12	4,800.00	7,200.00
5610 · Building Maintenance	688.44	700.00	5,869.45	5,600.00	8,400.00
5611 · Janitorial Service	2,998.00	1,859.00	16,236.00	14,872.00	22,308.00
5670 · Rent	19,588.04	19,659.00	153,350.08	154,422.00	233,058.00
5672 · Phone / Internet	1,413.76	1,100.00	10,143.48	8,800.00	13,200.00
5680 · Utilities	2,551.88	2,200.00	19,648.58	17,600.00	26,400.00
Total Facilities Expenses	27,345.70	26,118.00	207,575.71	206,094.00	310,566.00
Office Exp.					
5502 · Claims Processing	114.12	120.00	926.88	960.00	1,440.00
5504 · Payroll Processing / BG Checks	941.48	500.00	7,062.22	4,400.00	6,400.00
5616 · Patient Notification	485.00	500.00	3,909.85	4,000.00	6,000.00
5660 · Office Supplies	1,996.23	800.00	10,432.45	6,400.00	9,600.00
5665 · Postage and Shipping	347.05	150.00	2,567.16	1,200.00	1,800.00
5668 · Printing Costs	183.12	200.00	1,231.41	1,600.00	2,400.00
Total Office Exp.	4,067.00	2,270.00	26,129.97	18,560.00	27,640.00
Equipment Expenses					
5507 · Computer Support	3,025.00	3,500.00	28,234.71	28,000.00	42,000.00
5608 · Software Support	458.00	600.00	6,444.00	4,800.00	7,200.00
5630 · Office. Equip. Maintenance	0.00	100.00	0.00	800.00	1,200.00
Total Equipment Expenses	3,483.00	4,200.00	34,678.71	33,600.00	50,400.00
Insurance					
5635 · Auto Insurance	610.48	450.00	4,883.84	3,600.00	5,400.00
5636 · Malpractice (Prof. Liab.)	416.66	420.00	3,333.28	3,360.00	5,040.00
5637 · Liability & Property	992.83	925.00	7,542.31	7,400.00	11,100.00
5638 · Directors & Officer Liability	280.50	300.00	2,158.00	2,400.00	3,600.00
Total Insurance	2,300.47	2,095.00	17,917.43	16,760.00	25,140.00
Outsourced Services					
5503 · Consultants	260.00	100.00	260.00	5,300.00	5,700.00
5508 · Professional Fees	4,530.00	0.00	4,530.00	200.00	200.00
Total Outsourced Services	4,790.00	100.00	4,790.00	5,500.00	5,900.00
Fundraising Expenses					
5632 · Fundraising Expenses	300.00	110.00	8,374.93	880.00	2,700.00
5633 · Fundraising Consulting	1,631.00	4,000.00	22,122.75	32,000.00	48,000.00
Total Fundraising Expenses	1,931.00	4,110.00	30,497.68	32,880.00	50,700.00
Fees and Interest					
5605 · Service Charges	0.00	75.00	0.00	600.00	900.00
5625 · Penalty charges	0.00	0.00	0.00	0.00	0.00
5641 · Finance Charges	6.00	0.00	453.53	0.00	0.00
5642 · Loan Interest	5,062.11	4,800.00	40,296.15	38,400.00	57,600.00
5650 · Merchant Processing	620.54	786.00	5,931.26	6,276.00	9,548.00
Total Fees and Interest	5,688.65	5,661.00	46,680.94	45,276.00	68,048.00

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

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	Feb 19	Budget	Jul '18 - Feb 19	YTD Budget	Annual Budget
5615 · Depreciation Expense	22,300.88	24,279.00	176,875.04	190,232.00	287,348.00
5618 · Dues, Fees & License	235.65	0.00	1,582.20	2,400.00	2,800.00
5620 · Employee Goodwill	142.82	200.00	1,113.01	1,600.00	2,400.00
5639 · Recruitment Expense	115.00	250.00	1,410.91	2,000.00	3,000.00
5648 · Marketing Expense					
5651 · Outreach	90.00	833.00	90.00	6,664.00	9,996.00
5648 · Marketing Expense - Other	60.00	5,000.00	36,352.27	49,000.00	69,000.00
Total 5648 · Marketing Expense	150.00	5,833.00	36,442.27	55,664.00	78,996.00
Meeting & Travel Expenses					
5676 · Travel Costs	0.00	150.00	0.00	1,200.00	1,800.00
5677 · Meals	6.51	50.00	19.18	400.00	600.00
5678 · Mileage	136.30	50.00	1,636.91	400.00	600.00
Total Meeting & Travel Expenses	142.81	250.00	1,656.09	2,000.00	3,000.00
Total Indirect Costs	119,788.53	128,016.00	914,777.21	1,012,268.00	1,524,251.00
Total Expense	281,277.23	298,070.00	2,118,877.93	2,258,247.00	3,451,450.00
Net Ordinary Income	(57,955.72)	(53,633.00)	(282,306.40)	(469,382.00)	(689,019.00)
Other Income/Expense					
Other Income					
Other Income					
6120 · Interest Income	3.29	0.00	5.58	0.00	0.00
6121 · Dividends	306.72	150.00	2,497.29	1,200.00	1,800.00
6130 · Other Income	0.00	0.00	3,497.87	0.00	0.00
Total Other Income	310.01	150.00	6,000.74	1,200.00	1,800.00
Total Other Income	310.01	150.00	6,000.74	1,200.00	1,800.00
Net Other Income	310.01	150.00	6,000.74	1,200.00	1,800.00
Net Income	(57,645.71)	(53,483.00)	(276,305.66)	(468,182.00)	(687,219.00)





A Community Non-Profit Organization
sonrisasdental.org

Philanthropy

Update: Submitted April 9, 2019

1. Infrastructure -

- -Guidestar - updating information and influence factors -
Action Item: **Board needs to sign "Board Conflict of Interest" Agreements. Bylaws need to be up to date.**
- Sonrisas Signage for dental presentations and screening events – **2 Signs created, produced, delivered for use.**
- Website – need to drive traffic to our website. **Pages have been redesigned, updated for Oral Health Education, Patients, Dentists, IV Sedation Dentistry, Give Back, Programs, Grateful Patients, Contact Us.**
- Presentation materials – **Folders are being designed and printed. A corporate brochure will follow.**
- Since adding the "Contact Us" form to the website on March 9, **we have received 20 "Contact for more information"** – with the majority inquiring about becoming new patients"
- Upcoming: Updates to the "Giving Back" section of the website will include information about Planned Giving / Testamentary Philanthropy.

2. Donor engagement and stewardship:

- Event: **Cooking for a Cause – April 26.**
 1. Silent Auction has expanded with nearly 40 items – including several high ticket consignment items. Potential revenue can exceed \$10,000 from the auction.
 2. Ticket sales are running in par with past years – now 111 tickets sold on EventBrite. (The Goal is 150 tickets.) Marketing is visible on our website, our Facebook page, press release sent out to local media, Clyde recorded a radio spot in HMB, posters are displayed throughout HMB, e-Blasts have gone out 5 times to over 500 each time.

3. **End of Year 2018 Appeal Wrap Up:** \$6360.26 Received. (Goal was \$5,000) Direct Mail Appeal was sent to 5000 people – including past donor Sonrisas List and 4500 from Peninsula Health Care District Lists which offered a new introduction of Sonrisas Dental Health to newcomers in the community.

4. Looking Ahead:

- Identifying an honoree for a special event - business leader, humanitarian, someone with a strong rolodex.
- Establishment of a Sonrisas Dental Health "Philanthropy Council"
- Developing a strategy for "Donor Recognition"

San Mateo Center
430 N. El Camino Real
San Mateo, CA 94401
650.727.3480

Coastside Center
210 San Mateo Rd., Ste. 204
Half Moon Bay, CA 94019
650.726.2144

Grant / Fundraising Status (FY19)							
April 11, 2019							
GRANT SUBMISSIONS							
Name	Submittal Date	Requested	Center	Programs	Period	Awarded?	
City of HMB	3/23/2018	\$ 10,000	CS	ATC	1 year	Yes	<i>Italics = Submitted in FY18 but awarded in FY19</i>
Atkinson Foundation	3/23/2018	\$ 7,500	SM/CS	Seniors	1 year	Yes	
California Wellness Foundation	4/24/2018	\$ 250,000	SM/CS	Adults/Seniors	3 years	Yes	
Dignity Health Sequoia Hospital	7/20/2018	\$ 20,000	SM	Hoover/Casa	1 year	Yes	CS = Coastside
George H Sandy Foundation	7/26/2018	\$ 20,000	SM/CS	ATC	1 year	Pending	SM = San Mateo
Wells Fargo	7/26/2018	\$ 20,000	SM/CS	ATC	1 year	Yes	ATC = Access to Care
Sand Hill Foundation	7/26/2018	\$ 20,000	SM/CS	ATC	1 year	Yes	SVCF = Silicon Valley Community Foundation
The Gellert Foundation	8/15/2018	\$ 50,000	SM/CS	Procedures	1 year	No	
SM Credit Union (LOI)	8/30/2018	\$ 5,000	SM/CS	ATC	1 year	Pending	LOI without amount
Get Healthy San Mateo County	9/14/2018	\$ 6,500	SM/CS	Children	1 year	No	
TouchPoint Foundation	9/30/2018	\$ 7,500	SM/CS	Older Adults	1 year	Yes	
Hurlbut-Johnson Charitable Trust (via SVCF)	9/30/2018	\$ 40,000	CS	ATC	1 year	Pending	
Delta Dental Community Cares Foundation	12/11/2018	\$ 40,000	SM/CS	ATC	1 year	Yes	
Healthy Children, Healthy Smiles	12/20/2018	\$ 20,000	SM/CS	Children	1 year	Pending	
Costco Wholesale	1/3/2019	\$ 20,000	SM/CS	ATC	1 year	No	
Sunlight Giving Foundation	1/28/2019		SM/CS	ATC	1 year	Pending	
Kampe Foundation	1/29/2019	\$ 7,500	SM/CS	ATC	1 year	Pending	
Sequoia Healthcare District	1/29/2019	\$ 150,000	SM	SHD Residents	1 year	Yes	
Pearlstein Family Foundation	2/1/2019	\$ 40,000	CS	ATC	1 year	Pending	
Joseph and Vera Long Foundation	2/18/2019	\$ 100,000	SM/CS	ATC	1 year	Pending	
	Total	\$ 834,000					
AWARDED							
Name	Awarded	Amount	Received	Not Yet Received	Period	Program	Center
Peninsula Health Care District	5/24/2018	\$ 750,000	\$ 750,000	\$ -	May 18-Dec 18	ATC	SM
Peninsula Health Care District	10/25/2018	\$ 1,300,000	\$ 73,000	\$ 1,227,000	Jan 19-Jun 20	ATC	SM
City of HMB	7/1/2018	\$ 10,000	\$ 10,000		July 18-Jun 19	ATC	CS
Atkinson Foundation	7/9/2018	\$ 7,500	\$ 7,500		July 18-Jun 19	Seniors	SM/CS
Delta Dental Community Cares Foundation	8/9/2018	\$ 35,000	\$ 35,000		Sept 18-Aug 19	ATC	SM/CS
California Wellness Foundation	8/13/2018	\$ 250,000	\$ 125,000	\$ 125,000	Aug 18-Jul 21	Adults/Seniors	SM/CS
Sand Hill Foundation	8/28/2018	\$ 30,000	\$ 30,000		Sept 18-Aug 19	ATC	SM/CS
Wells Fargo	9/25/2018	\$ 2,500	\$ 2,500		Sept 18-Aug 19	ATC	SM/CS
Dignity Health Sequoia Hospital	12/14/2018	\$ 20,000	\$ 20,000		Jan 19-Dec 19	Hoover School/Casa de Redwood	SM
Sequoia Healthcare District	2/6/2019	\$ 150,000	\$ 75,000	\$ 75,000	Feb 19-Dec 19	SHD Residents	SM
TouchPoint Foundation	2/11/2019	\$ 3,000	\$ 3,000		Feb 19-Dec 19	Older Adults	SM/CS
Hurlbut-Johnson Fund (via Silicon Valley Community Foundation)	2/26/2019	\$ 40,000	\$ 40,000		Feb 19-Sept 19	ATC	CS
	Total	\$ 2,598,000	\$ 1,171,000	\$ 1,427,000			
ACCOUNTING REPORT: GRANTS/DONATIONS AVAILABLE IN FY19 (Cash Rec'd)							
	Jul-18			Apr-19			
Name	Beginning Bal	Addition	Released	Ending Bal	Period	Purpose	Center
Hope Fund	\$ 4,472		\$ -	\$ 4,472	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
Bothin Foundation	\$ 40,000		\$ 40,000	\$ -	Ext. to Aug 31, 2018	IV Sedation	SM
Farmworkers	\$ 27,480	\$ 85,875	\$ 58,681	\$ 54,674	01/01/18-12/31/18	Farmworkers	SM
City of HMB	\$ -	\$ 10,000	\$ 7,497	\$ 2,503	07/01/18-6/30/2019	General Support	CS
Atkinson Foundation	\$ -	\$ 7,500	\$ 6,250	\$ 1,250	07/01/2018-6/30/2019	Seniors	SM/CS
Sand Hill Foundation	\$ -	\$ 30,000	\$ 17,500	\$ 12,500	10/01/2018-9/30/2019	General Support	SM/CS
California Wellness	\$ -	\$ 125,000	\$ 62,496	\$ 62,504	08/01/2018-01/31/2020	Senior/Children	SM/CS
Delta Dental Community Foundation	\$ -	\$ 35,000	\$ 20,419	\$ 14,581	10/01/2018-9/30/2019	General Support	SM/CS
Dignity Health Sequoia Hospital	\$ -	\$ 20,000	\$ 5,001	\$ 14,999	1/1/2019-12/31/2019	Hoover School/Casa de Redwood	SM
TouchPoint Foundation	\$ -	\$ 3,000	\$ 500	\$ 2,500	2/1/2019-1/31/2020	Older Adults	SM/CS
Sequoia Healthcare District	\$ -	\$ 75,000	\$ 12,500	\$ 62,500	2/1/2019-12/31/2019	SHD Residents	SM
Wells Fargo	\$ -	\$ 2,500	\$ 2,500	\$ -	Unrestricted	Uncompensated Care	SM/CS
Silicon Valley Foundation	\$ -	\$ 12,500	\$ 12,500	\$ -	Unrestricted	Uncompensated Care	CS
Individual Donations	\$ -	\$ 2,175	\$ 2,175	\$ -	Unrestricted	Uncompensated Care	SM/CS

Hurlbut-Johnson Fund (via Silicon Valley Community Foundation)	\$ -	\$ 40,000	\$ 40,000	\$ -	Unrestricted	ATC	CS
Total	\$ 80,369	\$ 448,550	\$ 288,019	\$ 240,900			
GRANTS NOT AWARDED							
Name	Submittal Date	Requested	Center	Date Notified	Programs	Reason	Next Steps
Pierre Fauchard Foundation	5/25/2018	\$ 10,000.00	SM/CS	11/6/2018	ATC	None Given	Resubmit 3/1-6/1/19
The Gellert Foundation	8/15/2018	\$ 50,000.00	SM/CS	12/14/2018	Procedures	None Given	Resubmit 2019
Get Healthy San Mateo County	9/14/2018	\$ 6,500.00	SM/CS	12/4/2018	Screenings	Focused on policy vs. services	
Costco Foundation	1/3/2019	\$ 20,000.00	SM/CS	2/11/2019	ATC	Outside of their focus	
Sunlight Giving							
COMING UP							
Name							
City of Half Moon Bay - Government Grant							
Mattel							
Sidney Stern							
Atkinson							
Cisco Grant Program							
DentaQuest							
Kaiser Health							
Genentech							