

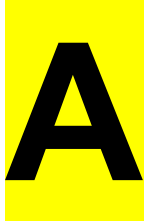


**Board Meeting
June 20, 2019, 6:30 PM
San Mateo Center Board Room**

AGENDA

TAB

1. CALL TO ORDER AND ROLL CALL – Chair Taverner
2. MISSION MOMENT – CEO Jue
3. PUBLIC COMMENTS
4. APPROVAL OF BOARD MINUTES: May 16, 2019 A
5. CEO Report – CEO Jue B
6. CFO Report – CFO Fama C
7. BOARD NOMINATING COMMITTEE – Director Young D
8. UNAUDITED FINANCIALS FOR APRIL '19 – Ms. Wang E
9. PROGRESS AGAINST KEY INITIATIVES:
 - A. IV Sedation – CEO Jue
 - B. Mobile Program – CEO Jue
 - C. Outreach Program – CEO Jue
 - D. FQHC County Partnership – CFO Fama
10. FUNDRAISING F
 - A. Development and Grant Activity Report – CEO Jue
 - B. Giants Raffle – Chair Taverner
11. OLD BUSINESS:
 - A. Board Retreat – Chair Taverner
12. NEW BUSINESS:
 - A. CEO Transition Plan – CEO Jue
13. SUGGESTED AGENDA ITEMS FOR NEXT MEETING (July 18) – Chair Taverner
14. ADJOURN





BOARD OF DIRECTORS MEETING

May 16, 2019

MINUTES

1. **CALL TO ORDER:** Chair Taverner called the meeting to order at **6:48pm**.
2. **ROLL CALL – Present:** Chair Taverner, Vice-Chair Galligan, and Directors Navarro and Dodge. Also present: CEO Jue, CFO Fama, PHCD CFO Yee, Sr. Accountant Wang, and Administrative Assistant Barnard.
Absent: Secretary Hinshelwood, Directors Young and Cappel.
3. **Introduction of New CEO Tracey Fecher – Chair Taverner** deferred this item until arrival of Ms. Fecher.
4. **MISSION MOMENT – CEO Jue** reported on the progress of SDH's services to patients with intellectual and developmental challenges who are clients of Golden Gate Regional Center (GGRC). Representatives and caregivers from GGRC and the group homes were grateful for the dental services provided by SDH, especially because about 21 of the individuals in their care have not had regular access to dental care. **CEO Jue** shared that a local community member donated furniture that allowed for an extra waiting room to accommodate these patients using wheelchairs and gurney beds. Most of the patients have Denti-Cal coverage, but GGRC is currently expediting the process for SDH to become a vendor for their organization. This would allow GGRC to pay for some procedures not covered by Denti-Cal.
5. **PUBLIC COMMENTS:** No public in attendance.
6. **APPROVAL OF April 18, 2019 BOARD MINUTES:**
It was moved by Vice-Chair Galligan, seconded by Director Dodge, and approved unanimously to approve the minutes as written. 5/0/0
7. **REPORT OUT FROM CLOSED SESSION:** Chair Taverner reported that the issues reflected under New Business item 14A were discussed in closed session and will be acted upon later in the meeting.
8. **CEO Report –** No questions were presented concerning this report. **CFO Fama** acknowledged the phenomenal number of school screenings that **CEO Jue** was able to accomplish. **CEO Jue** expressed her gratitude for the great amount of help from others, including Director Dodge. In response to Director Dodge's query whether there are any



upcoming screenings, **CEO Jue** said possibly be one on June 19 in San Bruno for students with disabilities, as well as more in the Fall. **Chair Taverner** stated that there is no need to approve this report.

9. **CFO Report – CFO Fama** shared an overall positive report, remarking that year to date is following the same pattern. San Mateo visits are down since the pediatric dentist moved to SDH Coastside Center. Expenses have been down due to the vacancies in positions, the hard work of current staff, and good management. She reported there has been some progress with the County Health CFO on the FCHQ County Partnership to be explained later on the agenda. ; and through a fluke of luck, she was able to secure used office furniture for SDH from the San Francisco Police Credit Union Building that was planning to dump items in good condition. She acknowledged the fast work of her assistant, Stephanie Arevalo for mobilizing movers and a truck within 24 hours to beat the deadline at short notice. There was no cost incurred in this provision except for the reduced cost of the truck, and services of movers.

[At 7:04 Tracey Fecher entered the room]

Chair Taverner introduced the Board members and Tracey to each other. He then redirected the attention of the Board back to CFO Fama's report and thanked her for finding furniture. She said she was pleased to find the opportunity, glad SDH team sees good use for it and offered to repurpose any pieces for which SDH does not have the need or space.

10. **BOARD NOMINATING COMMITTEE – Chair Taverner** announced that a Board succession planning meeting will take place next Wednesday May 22nd in the Coastside Boardroom. While the role of Judy Macias has been filled, there remains the question about whether the Board should increase its numbers or have a subsidiary board. **Vice Chair Galligan** suggested that each Board member serve on a term-basis, in order to comply with the bylaws. Under this law, a Board member would be able to serve three 3-year terms.

11. **UNAUDITED FINANCIALS FOR MARCH '19 and FY19 3Q – Ms. Wang** reviewed SDH reports included in the meeting materials, page 25-26. Between San Mateo and Coastside, there was a 119-visit increase from the prior month. Sonrisas has 51 private pay patients, which is the highest year to date. Direct expenses for this month decreased by \$5000 from the prior month due to personnel cost adjustments that were made in March. The overall report for March reflects a \$26,029 profit with non-cash items. Ms. Wang reported that Sonrisas' year-to-date performed better than the budget. **Chair Taverner** inquired who was behind the \$40k grant from Silicon Valley Community Foundation. **CEO Jue** responded that this income was from Hurlbut-



Johnson. **Chair Taverner** commented that the positive cash flow means SDH does not need to take money from the PHCD grant as previously estimated.

Ms. Yee presented the projected forecast through the end of the year based on the month's actuals and projected 3-months. Projection anticipates not drawing on the PHCD grant for two months during the fiscal year. **CFO Fama** offered a clarification that even by not drawing from the grant during these two months, the grant is still available to Sonrisas as the need arises. **CFO Fama** suggested at some point clarifying whether undrawn funds at the end of the fiscal year are rolled over or will cease to be available. **Chair Taverner** commented that the original grant stated that funds are available up to a certain amount and until the end of the fiscal year.

Ms. Yee also shared the Sonrisas' Q3 Dashboard Report, which was presented to the PHCD at their most recent meeting. **Chair Taverner** asked if SDH has fewer private pay clients because these patients typically look after their teeth so well. **CEO Jue** responded that a private pay patient may not accept the treatment planned procedures because they feel they don't need them, or because they prefer not to pay the high price out-of-pocket, whereas an affordable scale patient may accept treatment because their payment is discounted. Thus, the report suggests that Sonrisas gains more income from people that are on an affordable pay scale. **Director Navarro** suggested looking into silver nitrate as an alternative. **CEO Jue** stated that this method, which SDH providers have been using, can be a good holding pattern for decayed teeth but has limitations. **Chair Taverner** inquired whether this report in its current form is accessible enough for the PHCD Board meeting next week. **Director Navarro**, as well as other Board members, stated that the information, in its comprehensive form is helpful, but suggested that Chair Taverner break the information into two pages and increase the font. **CFO Fama** suggested that the information be compiled into a presentation. **Ms. Yee** will send a copy of this Excel spreadsheet so Chair Taverner can change the format.

Ms. Yee continued by presenting the 2019-2020 budget, which reflects similarly to this year's budget. A change was made to cost per visits for public dental insurance and affordable scale plans, based on plan eligibility. Clarification was provided about the details of the farmworkers grant agreement in response to questions from **Chair Taverner** about the duration of the grant, the number of patients that must be seen, and the attainability of this grant agreement. **Ms. Yee** explained that there were also changes in the personnel category after the addition of a Full-Time Equivalent provider to cover dentists who are out sick and to have a trained dentist available if we enter into a contract with FQHC. SDH has increased its administrative personnel budget to accommodate the management restructure and increase in insurance premiums for eligible employees. A budget was created for recruitment and increased the budget for equipment expenses and insurance and decreased for marketing.

Chair Taverner asked for the reasoning behind the use of a recruitment agency. This budget was used to find an administrative assistant. **Chair Taverner** also asked for clarification about the outreach budget. **CEO Jue** explained that these funds were



primarily used for supplies; whereas the budget to compensate the individual hired for the outreach project is already a salaried employee, who receives additional income as an outreach coordinator under the personnel category. After some discussion about budget allocation for different categories, it was determined that the outreach coordinator expenses should remain in the budget, but be reallocated to cover outreach expenses. Overall clarification was provided regarding recruitment expenses, outreach, and personnel expenses.

Ms. Fecher asked whether the Director of Development role was budgeted for this year.

Ms. Yee clarified that the role is factored in, starting from October, and at a lower salary. **CFO Fama** clarified that the Board wanted to allow Ms. Fecher some flexibility during the restructure.

Chair Taverner raised a concern about approving this budget before we've reallocated amounts for the Community Engagement Director under the outreach budget category.

CFO Fama addressed Chair Taverner's concern by pointing out that \$10,000 is a modest budget that provides an integral buffer as this program expands.

CEO Jue echoed that this money can be put to good use in a volunteer thank you luncheon, which encourages hygienists to volunteer. **Chair Taverner** was in accordance with approving the overall budget, including the outreach expenses.

Vice Chair Galligan motions to approve the budget as presented and it was seconded by Director Navarro. The 2019-2020 Fiscal Year Budget was unanimously approved.
5/0/0

12. PROGRESS AGAINST KEY INITIATIVES:

A. **IV Sedation** – **CEO Jue** provided a review of SDH's sedation program for which information can be seen on the website. The marketing strategy for this program is to send out an email blast and direct interested individuals to the website. She also noted that there might be an opportunity to put an ad in the San Mateo Dental Society quarterly news magazine.

B. **Mobile Program** – **CEO Jue** reviewed the mobile program and the business plan that was created by Sonrisas' Spring Intern, Peter Dimitrov. In this plan, Peter presented the profit difference between a traditional client and a Denti-Cal patient. He also reviewed the variance of costs among different insurance plans and procedures. This plan shows that in order to generate a profit margin that will sustain the mobile program, Sonrisas will need to continually scale up, generating new patients, and completing restorative procedures.

CFO Fama asked for clarification on the drastic difference between the mobile program and clinic costs and profits. In addition, **Ms. Wang** asked whether the overhead was included in the figures provided by Peter. In response, **CEO Jue** explained how the scale of operation affects the profit margin and stated that the building, indirect costs, and overhead are not included in the figures for the mobile



program. She acknowledged that these estimates reflect a typical day for the mobile program and are useful for creating a trajectory of the program, but they are only general estimates.

Chair Taverner commented that this study focused on Puente farmworkers, though this concept has also been applied to clients at hi-tech companies by On-site Dental, which has not made a significant profit since their formation in 2003. Based on his queries to connections at certain tech companies, the demand may not be present. If SDH does explore offering the mobile program to tech companies, SDH should partner with a company that has two or three smaller companies. Additionally, he learned that SDH would be working with the benefits department of a company, rather than Human Resource. He commented that Peter's business plan revealed that there is much to learn before moving forward.

CFO Fama clarified that the nursing home mobile program was Apple Tree Dental's first and very successful dental program in Minnesota, where different regulatory requirements made it appealing to nursing home operators and it was easier to make a profit from this type of program. In California, officials and nursing homes were enthusiastic about this initiative, but after reviewing the logistics involved, it was too much of a strain on an already strained system.

Outreach Program – CEO Jue discussed her outreach to Atria Burlingame (assisted living) and Silverado (all memory care). To reduce the strain of completing paperwork, CEO Jue's strategy is to first offer dental health presentations and needs assessment screenings. She hopes this will bring staff awareness and resident participation. She noted that the lack of requirement in California for dental care in a senior home facility makes it difficult to get agencies to commit to programs that can put a strain on their staff. **CFO Fama** suggested that we lobby and advocate for dental services for seniors, noting that there are no dental benefits through Medicare.

- C. **FQHC County Partnership – CFO Fama** gave a positive report on her recent interaction with the County Health System CFO, Dave McGrew, who described a path forward, despite some concerns from IT about the IT connection and the contract manager about a calculated price. On May 15th, CFO Fama had another phone call from Dave that gave her further confidence that things are moving in the right direction, despite the slow pace. Both the County IT Director and Contract Manager gave verbal assurance and tangible tools to move the process forward.

13. FUNDRAISING

- A. **Development and Grant Activity Report** – Referencing pages 42-44, **CEO Jue** reported that grant applications are in process for Mattel and Patterson. She added that she hopes to make connections with organizations that offer health-related grants by inviting them to tour Sonrisas to show the relevancy of SDH's mission. She admitted that the greatest challenge in writing grants is to make this connection



clear. **CFO Fama** noted that she would contact Judy Powell at Bothin, to further these efforts.

[**Director Navarro** stepped out for a phone call at 8:40; returned at 8:43]

- B. April Fundraising and Friend-raising Events – CEO Jue** presented that Coastside Gives generated \$6177 in proceeds and \$500 in bonuses. She expressed special thanks to Chair Taverner and Vice-Chair Galligan for their generous contributions. The Paella auction generated \$4216, even after our consignment costs. Net profit for this event was around \$9000, including profits from auction and tickets. **Chair Taverner** reported on the upcoming Giant’s Raffle. He stated that the drawing will be at the end of July. While it takes a strategic effort to sell the tickets, the cost to operate this fundraiser is low.

14. OLD BUSINESS:

- A. Administrative Team Restructure – Report out from Closed Session:**
Chair Taverner moved to approve the ratification for the title, salary, and benefits package for the new CEO, the salary for the new Community Engagement Director, and the salary adjustment for the Interim Dental Director.
This motion was seconded by Navarro and unanimously approved. 5/0/0
- Vice-Chair Galligan moved to approve the edited press release. This motion was seconded by Chair Taverner and approved unanimously. 5/0/0*
- B. Quarterly Report to PHCD – Chair Taverner** verified that all above Old Business items had been addressed, but strongly suggested that we ask Peninsula Health Care District for a forgiveness of SDH’s debt. He reasoned that SDH’s debt has been a hindering factor in applying for grants. For PHCD, because SDH is a component unit of that organization, both the asset and debt are reflected on the District’s Balance Sheet so canceling debt has no impact on the District’s financials. **CFO Fama** noted that the PHCD Board will refer to its Finance Committee who will be making a recommendation to the Board at its June 27th meeting.
Chair Taverner motioned that he submits a formal request for loan forgiveness. The motion was seconded by Vice Chair Galligan, and unanimously approved. 5/0/0

15. NEW BUSINESS

- A. Conflict of Interest Policy – CEO Jue** introduced the need for and importance of having a Conflict of Interest Policy in place increase the rating of SDH and its Board members on Guide Star. She will email a copy with the date of approval, and Board members are expected to complete and return this form by the next Board meeting on June 20th.



Director Navarro motioned to approve this policy. Vice Chair Galligan seconded the motion and it was unanimously approved. 5/0/0

- B. **Six-month Fundraising Strategy** – CEO Jue noted that while Director Young requested a six-month fundraising strategy be presented in the May Board meeting, this item has been deferred until August due to the upcoming management restructure.
- C. **Patient Visit Marketing Strategy** – Chair Taverner proposed to discuss ways to increase Sonrisas’ patient visits, as well as improve the marketing strategy at the next Board retreat. However, due to the upcoming management restructure, a date will be explored for a Saturday morning or afternoon (or whole day) in the latter half of August or early September, so that the new CEO can be present.

16. No suggested agenda items for the June 20th Board meeting.

17. ADJOURNMENT: The meeting was adjourned at **9:05pm**.

Written and submitted by:
Libby Barnard

Approved by:

Chair Nigel Taverner

B



DATE: June 17, 2019

TO: SDH Board of Directors

FROM: Bonnie Jue, CEO

RE: **CEO Monthly Report**

1. Overall Operations

- 2 new dentists have begun working at both centers. Their ability to work at both San Mateo and Coastside Centers offers flexibility to cover for dental providers who take PTO. One of the dentists speaks Spanish and will also provide services to the Farmworker's Health Program.
- Our dental volunteers have been helping to fill in the gap on days when we do not have enough dental assistants. Most of our volunteers have contacted us through our website.

2. IV Sedation

- IV sedation services have been offered to dozens of clients of Golden Gate Regional Center (GGRC) and local group homes, who have had dental exams at Sonrisas Dental Health (SDH), but cannot tolerate dental work in a regular dental setting.
- Dr. Ricci Chan and Dr. Jue are coordinating their schedules to determine which dates will be best to promote the sedation program at the San Mateo County Dental Society dental meetings, which are held on the same days as the SDH Board meetings.
- The new 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. It has been especially useful for our Samaritan House collaboration and pediatric dental days, when patient volume is higher than normal.

3. Mobile Program

- Mobile visits are scheduled throughout the summer for the Farmworker's Health Program. These visits will take place at the Coastside Center since the facilities in Pescadero are being used for other Puente summer programs.
- Another mobile visit to Casa de Redwood has been scheduled.

4. Community Outreach

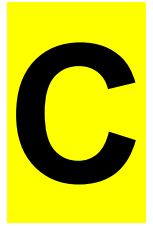
- After participating in the San Mateo Adult School Health Fair on 5/24/19, Dr. Jue and Stephanie Kriebel, the school's Health and Wellness Program Coordinator, discussed the possibility of creating a Dental Assisting Education Program, similar to their Pharmacy Assistant Certificate Program. The San Mateo Adult School serves over 7,000 students annually. They are a school within the San Mateo Union High School District and serve those who live and work in the communities of San Bruno, Millbrae, Burlingame, Hillsborough, San Mateo, and Foster City. They are committed to fulfilling the mandate of Adult Education in California by directing resources to serving those traditionally underserved; especially those disadvantaged economically or academically.

- The Farmer's Market at Half Moon Bay on 6/8/19 proved to be a successful event at which 29 raffle tickets were sold. Special thanks to Directors Hinshelwood, Taverner, and Young for their time and effort to promote SDH, and to Libby who made everything run smoothly the entire day.
- Other group homes, such as St. Paul's Care Home, have heard of SDH's ability to care for patients with disabilities and contacted Dr. Jue to coordinate visits for 7 patients from their facilities at the San Mateo Center, with more to follow.
- Dr. Jue is in the process of developing an MOU with the San Mateo County Office of Education, which would allow SDH to provide oral health education and services to students with developmental disabilities in the K-12 Special Education (SPED) program.

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. 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. Staff members have been contacting adults with Denti-Cal coverage who are currently on the prospective patient waiting list; even though the rate of new patient registration has been limited by staffing availability, the addition of new SDH dental providers has made it necessary to register new patients to fill the schedules of these new dentists.
- The Coastside Center continues to see new patients who reside in the Coastside region.
- As a result of this spring's school screenings, some families have inquired about becoming patients at SDH, and some students have now registered as patients at SDH.
- 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
April 2019	42	18	60
May 2019	70	26	96





DATE: June 20, 2019

TO: SDH Board of Directors

CC: CEO Jue

FROM: Cheryl Fama, CFO

RE: **CFO Monthly Report**

1. Financial Performance, YTD July through April 2019:

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

- Total Net Program Revenue is on budget at \$1,390,000
- Direct expense is \$62K below budget
- Indirect expense is \$118K below budget (Includes non-cash items)
- Total Uncompensated care is 56% of gross charges; Denti-Cal alone is 67%
- Total Net Income YTD is \$342K better than budget. Actual <\$251,768> as compared the YTD budget of <\$593,782>. This **includes** the non-cash items of deferred rent for San Mateo Center and interest payments and depreciation. If deducted (\$414,480), **YTD net cash flow is a positive \$162,712.**
- Total Visit volume YTD is 244 below budget, 557 below at the San Mateo Center offset by 313 more at the Coastsides Center. This negative performance at San Mateo continues to be the result of the sudden loss of the pediatric dentist. She is now working at the Coastsides Center and is contributing to the increased volume there.
- Affordable care, Denti-Cal and farmworker visits are 69% of visit volume; school screening contacts are not included in this number. CEO Jue screened >800 students in schools serving low income children.
- Of note, April shows a \$20,500 positive adjustment. This is largely due to Prop 56/Tobacco Tax funding that goes back to prior months.
- Performance is on track to decline in FY Q4 using PHCD's monthly support funding for uncompensated care.

2. Loan and Rent Forgiveness Status:

- As approved by the SDH Board, Chair Taverner made a formal request of the PHCD Board at its May 23rd public meeting asking that the loans, rent and associated interest be forgiven. That would be helpful to the Board's fundraising initiative. The PHCD Board's response was receptive and they sent the request to its Finance Committee for review and recommendation.
- The PHCD Finance Committee meets June 12th and should send a recommendation to the PHCD Board for action at its June 27th regular public board meeting.

3. Strategic Initiative - San Mateo County FQHC Partnership:

- Regretfully I must report that since our meeting in May and follow up voice mail message from CFO McGrew the afternoon of the May 16 SDH Board meeting, as of Friday June 14, there has been no further response from the County CFO or contracting officer – neither to our proposed edits to the agreement we submitted in January or in follow-up to the 5/16 voice mail message as promised. I have pursued an explanation with CFO McGrew, County Chief of Health Louise Rogers and Supervisor Pine's office. Pine and Rogers expressed support of moving it to approval so the reason for the silence is unknown. Will continue to pursue.

- CEO Jue is successfully moving her dentists through the County hospital credentialing process which is a requirement of the County to implement a provider partnership agreement with their FQHC dental clinics.

3. Other Partnership Activity to address strategic initiatives:

- **County's Oral Health Coalition and Strategic Plan:** CEO Jue and I have actively participated on the Coalition's leadership team over the past two years. Recently, we participated in the strategic plan review and contributed to proposed revisions to the plan as it launches its 3rd year. Examples of accepted revisions were clarification of some performance metrics, better alignment of County coalition initiatives with the State dental requirements, and modification of senior service objectives by reducing outcome numbers for seniors treated in nursing and assisted living facilities based on SDH experience. SDH was recognized multiple times for contributing to achieved performance to metrics such as school screenings and outreach to seniors. That will be reported to the Board of Supervisors, along with the proposed revisions to the County's oral health strategic plan.
- **The Health Plan of San Mateo (HPSM) Dental Integration Exploration:** The HPSM held its 4th stakeholder session relative to this exploration sanctioned by the State Assembly. SDH leaders have actively participated since launched including attendance at all 4 sessions. The primary drivers of this initiative:
 - Recognition of oral health as fundamental to overall health. HPSM believes that by integrating the County's Medicaid clients into this model overall health will improve and healthcare costs will be reduced.
 - Development of a reimbursement model that would attract private dentists into serving Denti-Cal. In the HPSM capitated plan, the dentists would not have to be caught up in the complex billing processes of the State Medicaid system.
- Much more work ahead and SDH will be at the table. If a sustainable model gets developed and approved by the HPSM Board, County Board of Supervisors and the State, the program would start January 1, 2021.

4. Items Needing Further Study for Guiding Board Strategies:

- Marketing Plan for FY 2019-2020 – Pending arrival of new CEO
- Funding strategy for school outreach activities – Pending arrival of new CEO
- Status on filing the Development Director position – Pending arrival of new CEO

D

**Sonrisas Board of Directors
Nominating Committee Meeting
May 23, 2019**

Attending: Directors Traverner (Board chair), Hinshelwood, Young

Action Steps:

- 1. Continue to mentor new Director Dodge and arrange for her to meet again with former Director Macias. Ambassador for grant funding would be good role in the future.**
- 2. Make recommendation to the Board to change the Bylaws to increase Board membership not to exceed 12 Directors. This would be in alignment with the strategic plan to increase development revenue, by expanding capacity on the Peninsula. The process for this to be discussed at the next Board meeting. Committee members will reach out to other Board Directors to get input on this issue prior to the next Board meeting. It is also recommended that we start looking for new directors now.**
- 3. Add Director Dodge to the Nominating Committee in order to have three members on this committee (and replacing the seat formerly held by Director Macias).**





DATE: June 14, 2019

TO: SDH Board of Directors

CC: Cheryl Fama, CFO

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

RE: April Unaudited Financials and YTD Performance to Budget

April PERFORMANCE:

A. Revenue: Net Patient Revenue was **\$162,726**

1. 982 visits –24 more than budget.
2. Gross patient revenue was \$382,741 – highest YTD.
3. Total deductions from gross revenue were 57%;
4. Prior period adjustment was \$20,493 of which \$14,644 is from Prop 56/Tobacco tax received for services performed in previous months.
5. Net Patient Revenue was 22% more than prior month

B. Donations/Grants & Other Income: \$128,886— \$5,000 from Philanthropic Ventures Foundation; \$75,000 from PHCD; \$7,628 from Paella event; \$40,780 released from restricted grants.

C. EXPENSES:

1. **Direct Expense: \$164,705** --\$8,154 higher than prior month due to an increase in personnel cost to cover two employee's vacation schedule and higher dental supplies.
2. **Indirect Expense: \$128,399**--\$20,190 more than prior month due to higher personnel cost for reclassification of admin assistant's salary and fundraising expenses on the Paella Event.

NET INCOME: <1,492>

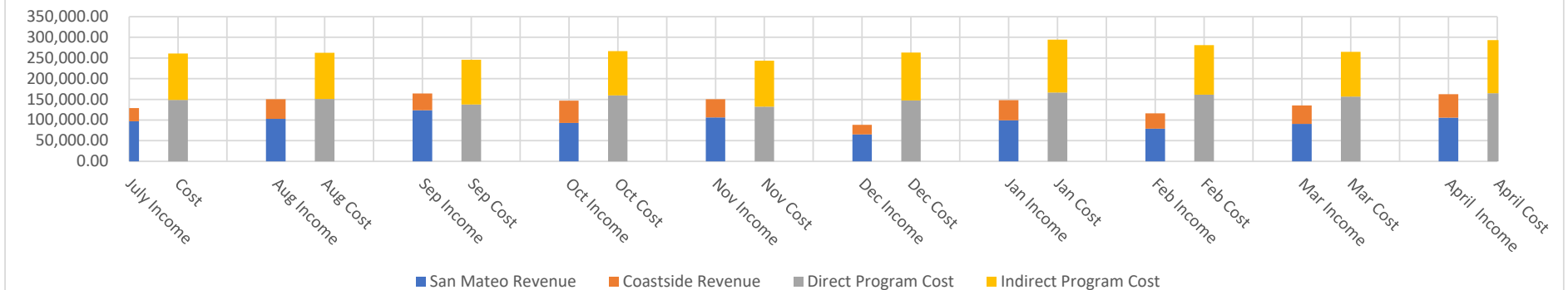
YTD PERFORMANCE TO BUDGET (July-April): YTD net income is **\$342,014** better than budget. Cash-flow is **\$328,088** better than budget. PHCD grant received to date is **\$675,000**(ten months), no support needed from PHCD in September.

	YTD Actual	Budget	Performance
<i>Visits</i>	<i>9250</i>	<i>9494</i>	<i>(244)</i>
Gross Patient Revenue	\$3,130,382	\$2,851,101	+10%
Uncompensated Care (Deductions)	<1,741,054>	<\$1,487,283>	-17%
Grants/Donations/Other Income	\$1,035,646	\$898,080	+15%
Direct Cost	<\$1,525,357>	<\$1,586,689>	+4%
Indirect Cost	<\$1,151,385>	<\$1,268,991>	+9%
Net Income	<\$251,768>	<\$593,782>	+58%
<i>non-cash items adj.</i>			
Depreciation	\$221,476	\$237,790	+7%
Deferred Expenses	\$210,577	\$208,189	-1%
Est. Cash-flow	\$180,285	<\$147,803>	222%

Sonrisas Dental Health Operations

	Jul 18	Aug 18	Sept 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19	Apr 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	90,814	105,652	962,725	975,683	(12,958)
Coastside Revenue	31,860	47,574	40,736	53,909	44,096	23,034	48,763	37,344	44,457	57,074	371,772	388,134	(16,362)
Total Net Revenue	129,026	150,257	164,134	146,869	150,535	88,491	147,889	116,372	135,271	162,726	1,391,571	1,363,817	27,754
Direct Program Cost	148,779	150,914	137,703	159,597	132,069	147,159	166,391	161,489	156,551	164,705	1,525,357	1,586,689	(61,332)
Indirect Program Cost	112,325	111,964	108,136	107,323	111,147	115,852	128,241	119,789	108,209	128,399	1,151,385	1,268,991	(117,606)
Total Cost	261,103	262,878	245,839	266,921	243,216	263,011	294,632	281,277	264,760	293,104	2,676,742	2,855,680	(178,938)
TOTAL	(132,077)	(112,621)	(81,705)	(120,052)	(92,682)	(174,520)	(146,743)	(164,905)	(129,489)	(130,377)	(1,285,171)	(1,491,863)	206,692
Dividend/Other Income	2,440	376	3,797	342	311	328	2,100	310	429	359	10,792	6,000	4,792
Donations Received	7,320	14,366	16,094	38,931	65,897	17,197	22,239	31,949	80,090	53,528	347,611	267,081	80,530
Grant from PHCD	75,000	75,000	0	75,000	75,000	75,000	75,000	75,000	75,000	75,000	675,000	625,000	50,000
OTHER INCOME	84,760	89,742	19,891	114,273	141,209	92,525	99,339	107,259	155,518	128,886	1,033,403	898,081	135,322
NET INCOME	(47,317)	(22,879)	(61,814)	(5,778)	48,527	(81,995)	(47,404)	(57,646)	26,029	(1,491)	(251,768)	(593,782)	342,014

Net Revenue VS. Cost By Center Per Month YTD As of 04/30/2019

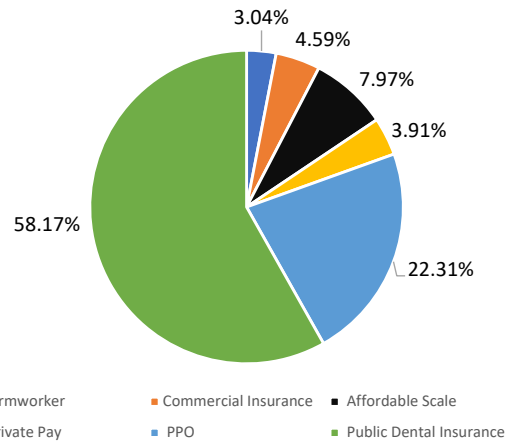
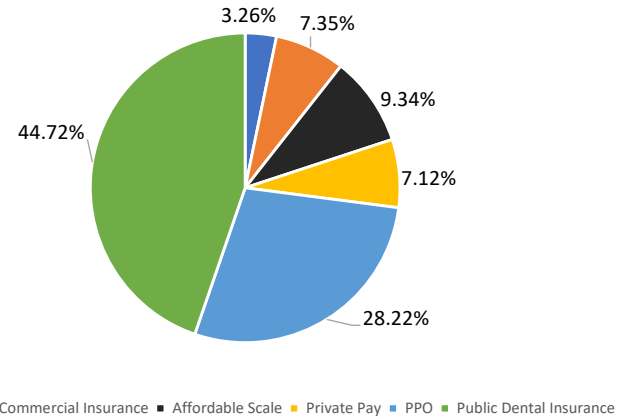


Visits by Center

	Jul 18	Aug 18	Sept 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19	Apr 19	Total	Budget	Variance
San Mateo Visits	608	569	468	611	553	538	638	566	661	617	5829	6386	(557)
Coastside Visits	338	375	277	361	335	262	402	341	365	365	3421	3108	313
Total Visits	946	944	745	972	888	800	1040	907	1026	982	9250	9494	(244)

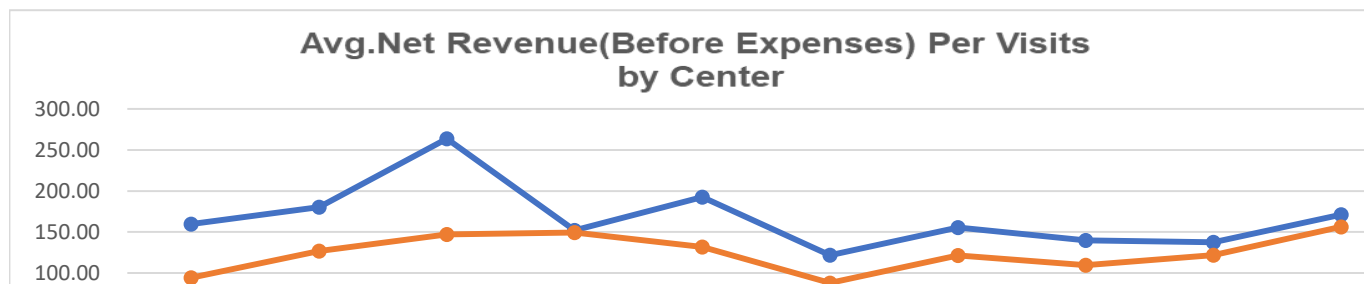
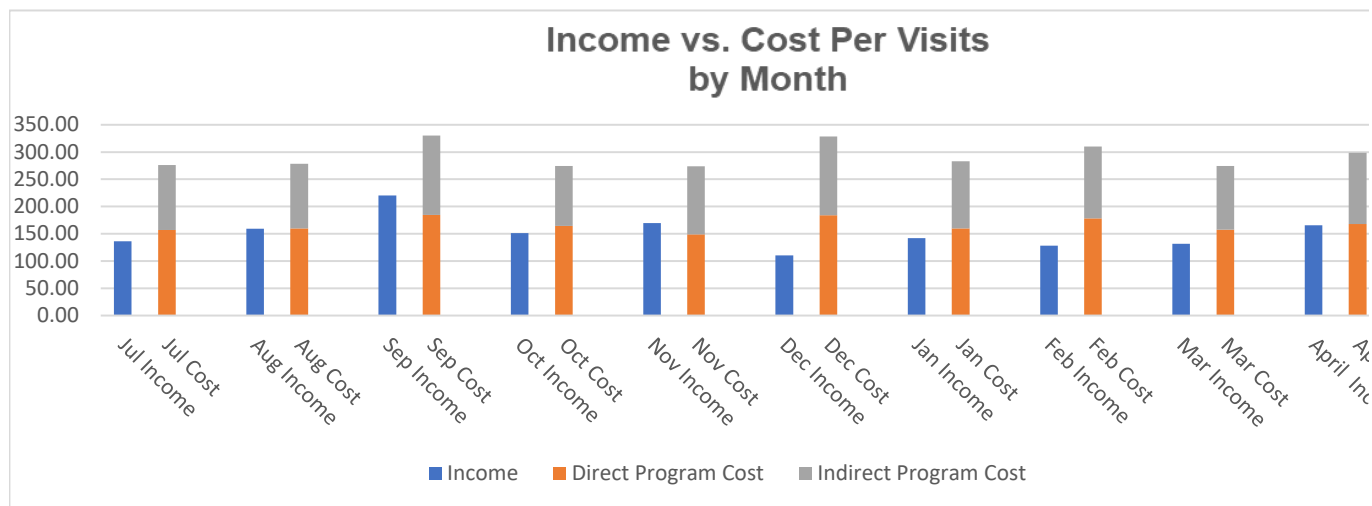
Visits by Payer

	Jul 18	Aug 18	Sept 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19	Apr 19	Total	Budget	Variance
Commercial Insurance	51	40	35	41	35	48	62	74	43	36	465	475	(10)
PPO	236	186	177	209	200	222	176	195	231	232	2064	2,140	(76)
Public Dental Insurance	517	583	425	567	508	397	665	547	601	571	5381	5555	(174)
Private Pay	34	41	23	37	35	33	32	34	51	39	359	225	134
Affordable Scale	89	79	53	86	73	62	73	37	75	73	700	925	(225)
Farmworker	19	15	32	32	37	38	32	20	25	31	281	174	107
Total Visits	946	944	745	972	888	800	1040	907	1026	982	9250	9494	(244)

Visits By Payer As a Percentage
YTD as of 04/30/2019Net Revenue by Payer As a Percentage
YTD as of 04/30/2019

Avg. Income (Loss) per Visit	
YTD	
Net Revenue per Visit	\$ 151.52
Direct Cost per Visit	\$ (166.20)
Indirect Cost per Visit	\$ (126.57)
Net Income per Visit	\$ (141.26)

True Income (Loss) per Visit by Payer	
Payer	Avg. YTD
Commercial Insurance	\$ 11.90
PPO	\$ (43.29)
Public Dental Insurance	\$ (242.86)
Private Pay	\$ 205.64
Affordable Scale	\$ 82.53



SONRISAS DENTAL HEALTH, INC.

Profit & Loss

July 2018 through April 2019

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	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19	Apr 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	12,959.00	13,366.00	130,933.40
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	72,368.00	73,383.00	657,033.00
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	211,630.00	242,331.00	1,910,705.00
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	17,537.00	11,997.00	100,780.70
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	21,078.00	27,500.00	212,026.10
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	13,684.00	14,164.00	118,904.00
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	349,256.00	382,741.00	3,130,382.20
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	(10,281.33)	20,493.96	24,120.09
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)	(2,087.75)	(3,265.98)	(26,887.50)
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)	(29,604.50)	(29,624.90)	(257,407.15)
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)	(154,171.36)	(180,715.15)	(1,277,274.39)
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)	(8,647.00)	(11,596.20)	(79,784.50)
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)	(6,846.00)	(10,337.00)	(72,719.50)
5002 · Hope Fund	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(2,242.80)	0.00	(2,242.80)
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)	(2,346.86)	(4,969.40)	(48,858.44)
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)	(216,227.60)	(220,014.67)	(1,741,054.19)
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	133,028.40	162,726.33	1,389,328.01
Donations and Incentives											
5100 · Donations	183.90	41.59	872.60	15,380.42	342.60	1,947.60	5,180.87	201.57	40,579.86	5,119.79	69,850.80
Events/Fundraisers											
5105 · Raffle	2,135.00	80.00	0.00	0.00	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	1,878.56	7,627.76	11,691.61
Total Events/Fundraisers	2,135.00	80.00	916.70	0.00	0.00	0.00	0.00	1,268.59	1,878.56	7,627.76	13,906.61
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	75,000.00	75,000.00	675,000.00
5199 · Net Assets Released from Restri	7,136.25	14,324.06	16,093.95	23,550.96	65,554.71	15,249.71	17,058.23	30,478.94	39,874.01	40,779.96	270,100.78
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	157,332.43	128,527.51	1,028,858.19
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	290,360.83	291,253.84	2,418,186.20
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	290,360.83	291,253.84	2,418,186.20
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	113,652.09	126,124.17	1,176,224.94
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	8,526.56	9,514.82	87,728.71
5261 · Unemployment Taxes	447.76	608.66	654.87	566.24	482.82	2,956.76	3,805.88	718.71	266.96	1,393.50	11,902.16
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	6,958.73	2,456.63	25,396.76
5275 · 401k Match	767.59	781.33	662.25	771.78	570.23	695.54	1,188.32	1,018.07	959.59	1,081.56	8,496.26
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	1,144.30	1,144.30	11,443.24
5280 · Continuing Educ.	0.00	0.00	25.00	0.00	0.00	0.00	500.00	115.00	0.00	0.00	640.00
5281 · Licenses and Registrations	60.91	60.91	204.49	344.49	184.49	196.49	284.99	272.99	272.99	272.99	2,155.74

SONRISAS DENTAL HEALTH, INC.

Profit & Loss

July 2018 through April 2019

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	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19	Apr 19	TOTAL
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	131,781.22	141,987.97	1,323,987.81
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	10,399.60	15,406.47	112,370.16
5326 · Dental Equipment Repair	747.07	214.00	278.00	257.42	708.98	0.00	302.88	0.00	1,114.50	710.96	4,333.81
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	8,254.13	9,586.28	75,282.90
5331 · Uniforms	83.89	384.74	0.00	50.00	50.00	253.43	0.00	0.00	163.50	0.00	985.56
Contracted Services											
5301 · Contract Employees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,020.18	(3,804.78)	215.40
5303 · Sterilization Services	614.37	614.37	1,012.37	420.00	1,575.00	270.00	756.00	756.00	756.00	756.00	7,530.11
5305 · Shredding	62.00	62.00	62.00	62.00	93.00	62.00	62.00	62.00	62.00	62.00	651.00
Total Contracted Services	676.37	676.37	1,074.37	482.00	1,668.00	332.00	818.00	818.00	4,838.18	(2,986.78)	8,396.51
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	156,551.13	164,704.90	1,525,356.75
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	34,483.83	40,673.10	365,251.04
5460 · Payroll Taxes, Admin/Mgmt	2,924.82	2,226.39	985.85	1,195.03	2,062.77	2,504.34	3,247.73	3,023.37	2,608.52	3,077.31	23,856.13
5461 · Unemployment Taxes	253.85	265.37	230.77	264.87	137.50	1,044.06	1,118.83	1,097.47	26.26	0.00	4,438.98
5470 · Benefits	1,416.89	1,527.83	(292.61)	1,862.33	902.34	780.27	2,025.77	1,146.46	2,544.92	1,266.48	13,180.68
5475 · 401k Match, Admin/Mgmt.	319.34	298.01	256.25	167.13	269.56	363.89	435.86	575.35	416.10	496.67	3,598.16
5478 · Worker's Comp.	286.09	286.09	286.09	286.09	286.09	286.09	286.09	286.09	286.09	286.09	2,860.90
Administrative Personnel - Other	0.00	0.00	0.00	156.73	0.00	0.00	0.00	0.00	0.00	4,899.05	5,055.78
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	40,365.72	50,698.70	418,241.67
Business Taxes											
5520 · Property Taxes	0.00	0.00	250.00	0.00	0.00	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	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	326.23	205.58	2,859.93
5610 · Building Maintenance	927.60	628.60	727.60	879.25	628.60	704.60	684.76	688.44	509.87	1,060.52	7,439.84
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	3,128.00	1,818.00	21,182.00
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	19,588.04	19,588.04	192,526.16
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	1,301.48	1,425.13	12,870.09
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	2,217.48	2,830.46	24,696.52
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	27,071.10	26,927.73	261,574.54
Office Exp.											
5502 · Claims Processing	133.14	87.08	117.74	117.74	130.66	76.04	150.36	114.12	0.00	280.22	1,207.10
5504 · Payroll Processing / BG Checks	562.20	1,082.99	628.66	944.10	933.61	985.63	983.55	941.48	1,283.18	710.26	9,055.66
5505 · Collection Agencies	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	41.30	0.00	41.30
5616 · Patient Notification	494.95	494.95	485.00	485.00	494.95	485.00	485.00	485.00	494.95	494.95	4,899.75
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	825.87	670.63	11,928.95
5665 · Postage and Shipping	256.26	316.80	286.07	316.20	3.95	724.63	316.20	347.05	109.71	165.00	2,841.87
5668 · Printing Costs	103.73	281.37	64.31	441.98	26.10	130.80	0.00	183.12	217.53	196.20	1,645.14
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	2,972.54	2,517.26	31,619.77
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	3,341.47	3,050.00	34,626.18
5608 · Software Support	781.00	751.00	844.00	916.00	1,199.00	651.00	844.00	458.00	651.00	651.00	7,746.00

SONRISAS DENTAL HEALTH, INC.

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Profit & Loss

July 2018 through April 2019

	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19	Apr 19	TOTAL
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	3,992.47	3,701.00	42,372.18
Insurance											
5635 · Auto Insurance	610.48	610.48	610.48	610.48	610.48	610.48	610.48	610.48	610.48	610.48	6,104.80
5636 · Malpractice (Prof. Liab.)	416.66	416.66	416.66	416.66	416.66	416.66	416.66	416.66	416.66	416.66	4,166.60
5637 · Liability & Property	935.50	935.50	935.50	935.50	935.50	935.50	936.48	992.83	992.83	992.83	9,527.97
5638 · Directors & Officer Liability	294.50	180.50	280.50	280.50	280.50	280.50	280.50	280.50	280.50	280.50	2,719.00
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	2,300.47	2,300.47	22,518.37
Outsourced Services											
5503 · Consultants	0.00	0.00	0.00	0.00	0.00	0.00	0.00	260.00	208.00	0.00	468.00
5508 · Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,530.00	0.00	0.00	4,530.00
Total Outsourced Services	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,790.00	208.00	0.00	4,998.00
Fundraising Expenses											
5632 · Fundraising Expenses	0.00	192.10	(42.10)	894.81	450.00	1,626.24	4,953.88	300.00	473.65	10,215.52	19,064.10
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	1,500.00	1,082.00	24,704.75
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	1,973.65	11,297.52	43,768.85
Fees and Interest											
5605 · Service Charges	0.00	0.00	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	0.00	0.00
5641 · Finance Charges	82.45	140.36	24.42	69.56	118.94	11.80	0.00	6.00	69.13	89.64	612.30
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	5,062.12	5,062.12	50,420.39
5650 · Merchant Processing	667.19	777.16	812.14	838.31	691.53	825.92	698.47	620.54	1,248.41	681.89	7,861.56
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	6,379.66	5,833.65	58,894.25
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	22,300.88	22,300.88	221,476.80
5618 · Dues, Fees & License	115.65	302.65	115.65	115.65	465.65	115.65	115.65	235.65	115.65	135.65	1,833.50
5620 · Employee Goodwill	83.84	83.55	90.96	9.00	0.00	554.46	148.38	142.82	318.63	150.00	1,581.64
5639 · Recruitment Expense	225.00	480.15	372.52	39.12	75.00	104.12	0.00	115.00	139.98	214.98	1,765.87
5648 · Marketing Expense											
5651 · Outreach	0.00	0.00	0.00	0.00	0.00	0.00	0.00	90.00	0.00	0.00	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	60.00	2,065.32	38,477.59
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	60.00	2,065.32	38,567.59
Meeting & Travel Expenses											
5676 · Travel Costs	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10.27	27.08	37.35
5677 · Meals	0.00	0.00	0.00	12.67	0.00	0.00	0.00	6.51	0.00	0.00	19.18
5678 · Mileage	274.86	7.09	336.90	180.49	174.77	386.10	140.40	136.30	0.00	228.74	1,865.65
Total Meeting & Travel Expenses	274.86	7.09	336.90	193.16	174.77	386.10	140.40	142.81	10.27	255.82	1,922.18
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	108,209.02	128,398.98	1,151,385.21
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	264,760.15	293,103.88	2,676,741.96
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)	25,600.68	(1,850.04)	(258,555.76)
Other Income/Expense											
Other Income											
6120 · Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	2.29	3.29	6.37	6.84	18.79
6121 · Dividends	305.25	296.18	268.68	341.98	311.41	328.04	339.03	306.72	318.18	351.70	3,167.17
6130 · Other Income	0.00	0.00	1,739.24	0.00	0.00	0.00	1,758.63	0.00	104.10	0.00	3,601.97

Profit & Loss

July 2018 through April 2019

	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19	Apr 19	TOTAL
Total Other Income	305.25	296.18	2,007.92	341.98	311.41	328.04	2,099.95	310.01	428.65	358.54	6,787.93
Total Other Income	305.25	296.18	2,007.92	341.98	311.41	328.04	2,099.95	310.01	428.65	358.54	6,787.93
Net Other Income	305.25	296.18	2,007.92	341.98	311.41	328.04	2,099.95	310.01	428.65	358.54	6,787.93
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)	26,029.33	(1,491.50)	(251,767.83)

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	75,009.66	110,016.50
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	284,895.06	368,729.86
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	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	201,208.64	201,560.34
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	582,433.39	701,626.73
1175 · Petty Cash - Coastsideside	381.41	381.41	381.41	381.41	381.41	381.41	381.41	381.41	381.41	381.41
1176 · Petty Cash -San Mateo	200.00	200.00	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	583,014.80	702,208.14
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	179,103.79	138,582.61
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	41,220.00	64,120.00
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	220,323.79	202,702.61
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	220,323.79	202,702.61
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	19,774.63	18,296.11
1405 · Work Comp Deposit	1,898.00	1,898.00	1,898.00	1,898.00	1,898.00	1,898.00	1,898.00	1,898.00	1,898.00	1,898.00
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)	(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	75,000.00	3,066.68
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	79,541.80	6,129.96
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	882,880.39	911,040.71
Fixed Assets										
Fixed Assets										
1320 · Leasehold Impvmnt. - Coastsideside	25,886.14	25,886.14	25,886.14	25,886.14	25,886.14	25,886.14	25,886.14	25,886.14	25,886.14	25,886.14
1321 · Leasehold Improv. - S. Mateo	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76	1,016,755.76
1335 · Dental Equipment - Coastsideside	117,755.81	117,755.81	117,755.81	117,755.81	117,755.81	117,755.81	117,755.81	117,755.81	117,755.81	117,755.81
1336 · Dental Equipment - San Mateo	460,259.48	464,255.20	464,255.20	464,255.20	506,218.80	506,218.80	506,218.80	506,218.80	506,218.80	506,218.80
1340 · Computers - Coastsideside	35,725.63	35,725.63	35,725.63	35,725.63	35,725.63	35,725.63	35,725.63	35,725.63	35,725.63	35,725.63
1341 · Computers - San Mateo	65,633.05	65,633.05	65,633.05	65,633.05	65,633.05	65,633.05	65,633.05	65,633.05	65,633.05	65,633.05
1350 · Mobile Equipment	188,945.09	188,945.09	188,945.09	188,945.09	188,945.09	188,945.09	188,945.09	188,945.09	188,945.09	188,945.09
1370 · Furniture/Fixtures - Coastsideside	8,515.46	8,515.46	8,515.46	8,515.46	8,515.46	8,515.46	8,515.46	8,515.46	8,515.46	8,515.46
1371 · Furniture/Fixtures - S.Mateo	109,021.12	109,021.12	109,021.12	109,021.12	109,021.12	109,021.12	109,021.12	109,021.12	109,021.12	109,021.12
1380 · Truck	111,934.08	111,934.08	111,934.08	111,934.08	111,934.08	111,934.08	111,934.08	111,934.08	111,934.08	111,934.08
Less Accumulated Depr.										
1390 · Accum. Depreciation-Coastsideside	(141,462.63)	(142,698.91)	(143,935.19)	(145,171.47)	(146,407.75)	(147,644.03)	(148,880.31)	(150,116.59)	(151,352.87)	(152,589.15)
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)	(692,520.29)	(713,584.89)
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)	(843,873.16)	(866,174.04)
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	1,342,517.78	1,320,216.90
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	1,342,517.78	1,320,216.90
Other Assets										

Balance Sheet

As of April 30, 2019

	Jul 31, 18	Aug 31, 18	Sep 30, 18	Oct 31, 18	Nov 30, 18	Dec 31, 18	Jan 31, 19	Feb 28, 19	Mar 31, 19	Apr 30, 19
1420 · Security Deposits	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00
Total Other Assets	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00	14,697.00
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	2,240,095.17	2,245,954.61
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	42,607.64	47,245.02
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	42,607.64	47,245.02
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	0.00	0.00
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	3,607.90	4,643.21
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	3,607.90	4,643.21
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	3,607.90	4,643.21
Other Current Liabilities										
2205 · Accrued Interest	520.83	781.24	1,041.65	260.39	260.38	260.37	260.36	260.35	260.35	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	91,294.49	105,258.04
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	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	7,908.60	7,516.82
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	27,066.67	28,315.64
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	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	401.57	545.20
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	181,113.62	196,077.99
Patient Liabilities										
2220 · Patient Prepayments - Coastside	5,460.30	7,387.60	5,078.60	3,974.10	4,157.80	5,507.10	5,636.70	4,794.30	5,206.40	7,739.50
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	18,173.95	13,835.54
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	3,679.62	4,398.30
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	6,282.73	3,728.88
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	33,342.70	29,702.22
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	214,716.67	226,040.56
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	260,932.21	277,928.79
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	781,750.36	798,038.40
2702 · PHCD Operating Loan	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00
2703 · PHCD T.I. Loan	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36	1,108,354.36
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	122,773.56	125,574.57
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	46,499.14	48,239.41
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	2,309,377.42	2,330,206.74
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	2,570,309.63	2,608,135.53
Equity										
3900 · Retained Earnings- Coastside	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	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)	(1,517,429.25)	(1,517,429.25)

SONRISAS DENTAL HEALTH, INC.

Balance Sheet

As of April 30, 2019

	Jul 31, 18	Aug 31, 18	Sep 30, 18	Oct 31, 18	Nov 30, 18	Dec 31, 18	Jan 31, 19	Feb 28, 19	Mar 31, 19	Apr 30, 19
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	66,732.89	53,032.16
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	189,783.69	173,009.46
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)	(250,276.33)	(251,767.83)
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)	(330,214.46)	(362,180.92)
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	2,240,095.17	2,245,954.61

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

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	Apr 19	Budget	Jul '18 - Apr 19	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
Program Revenue					
Patient Services					
4103 · Commercial Insurance	13,366.00	13,412.00	130,933.40	141,575.00	171,380.00
4102 · PPO	73,383.00	63,036.00	657,033.00	627,428.00	754,966.00
4100 · Public Dental Insurance	242,331.00	179,001.00	1,910,705.00	1,707,214.00	2,071,049.00
4106 · Private Pay	11,997.00	16,190.00	100,780.70	100,575.00	134,190.00
4101 · Affordable Scale	27,500.00	21,000.00	212,026.10	215,830.00	258,996.00
4104 · Farmworker	14,164.00	5,153.00	118,904.00	58,479.00	69,357.00
Total Patient Services	382,741.00	297,792.00	3,130,382.20	2,851,101.00	3,459,938.00
Uncompensated Care					
5020 · Prior Period Adjustment	20,493.96	(2,000.00)	24,120.09	(20,400.00)	(24,800.00)
5005 · Commercial Insurance	(3,265.98)	(454.00)	(26,887.50)	(4,793.00)	(5,802.00)
5004 · PPO	(29,624.90)	(23,740.00)	(257,407.15)	(236,294.00)	(284,326.00)
5009 · Public Dental Insurance	(180,715.15)	(118,326.00)	(1,277,274.39)	(1,130,886.00)	(1,371,383.00)
5006 · Private Pay	0.00	(5,250.00)	0.00	(21,000.00)	(31,500.00)
5007 · Affordable Scale	(11,596.20)	(7,191.00)	(79,784.50)	(73,910.00)	(88,692.00)
5003 · Farmworker Program	(10,337.00)	0.00	(72,719.50)	0.00	0.00
5002 · Hope Fund	0.00	0.00	(2,242.80)	0.00	0.00
5001 · Fee Adjustments	(4,969.40)	0.00	(48,858.44)	0.00	0.00
Total Uncompensated Care	(220,014.67)	(156,961.00)	(1,741,054.19)	(1,487,283.00)	(1,806,503.00)
Total Program Revenue	162,726.33	140,831.00	1,389,328.01	1,363,818.00	1,653,435.00
Donations and Incentives					
5100 · Donations	5,119.79	1,500.00	69,850.80	15,000.00	27,500.00
5101 · In-Kind Donations	0.00	0.00	0.00	0.00	0.00
5103 · Incentives	0.00	0.00	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	7,627.76	9,000.00	11,691.61	9,000.00	9,000.00
Total Events/Fundraisers	7,627.76	9,000.00	13,906.61	13,500.00	13,500.00
5150 · Unrestricted Grants	75,000.00	62,500.00	675,000.00	625,000.00	750,000.00
5199 · Net Assets Released from Restri	40,779.96	22,458.00	270,100.78	223,080.00	267,996.00
Total Donations and Incentives	128,527.51	95,458.00	1,028,858.19	896,580.00	1,108,996.00
Total Income	291,253.84	236,289.00	2,418,186.20	2,260,398.00	2,762,431.00
Gross Profit	291,253.84	236,289.00	2,418,186.20	2,260,398.00	2,762,431.00
Expense					
Direct Program Costs					
Personnel					
5250 · Direct Program Salaries	126,124.17	126,330.00	1,176,224.94	1,188,519.00	1,441,179.00
5260 · Payroll Taxes	9,514.82	9,490.00	87,728.71	92,228.00	111,208.00
5261 · Unemployment Taxes	1,393.50	1,364.00	11,902.16	12,482.00	15,210.00
5270 · Benefits	2,456.63	4,935.00	25,396.76	46,843.00	56,713.00
5275 · 401k Match	1,081.56	1,419.00	8,496.26	13,469.00	16,307.00
5278 · Worker's Comp.	1,144.30	1,394.00	11,443.24	13,760.00	16,548.00
5280 · Continuing Educ.	0.00	100.00	640.00	1,000.00	1,200.00
5281 · Licenses and Registrations	272.99	0.00	2,155.74	0.00	0.00
Total Personnel	141,987.97	145,032.00	1,323,987.81	1,368,301.00	1,658,365.00
5320 · Dental Supplies	15,406.47	11,656.00	112,370.16	111,205.00	135,040.00
5325 · Small Dental Equipment	0.00	162.00	0.00	1,606.00	1,938.00
5326 · Dental Equipment Repair	710.96	812.00	4,333.81	8,047.00	9,711.00
5330 · Lab Fees	9,586.28	8,708.00	75,282.90	80,629.00	98,421.00

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

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	Apr 19	Budget	Jul '18 - Apr 19	YTD Budget	Annual Budget
5331 · Uniforms	0.00	0.00	985.56	800.00	1,600.00
Contracted Services					
5301 · Contract Employees	(3,804.78)	2,300.00	215.40	9,200.00	13,800.00
5303 · Sterilization Services	756.00	631.00	7,530.11	6,251.00	7,544.00
5305 · Shredding	62.00	65.00	651.00	650.00	780.00
Total Contracted Services	(2,986.78)	2,996.00	8,396.51	16,101.00	22,124.00
Total Direct Program Costs	164,704.90	169,366.00	1,525,356.75	1,586,689.00	1,927,199.00
Indirect Costs					
Administrative Personnel					
5450 · Salaries/Wages	40,673.10	44,209.00	365,251.04	427,090.00	515,508.00
5460 · Payroll Taxes, Admin/Mgmt	3,077.31	3,316.00	23,856.13	34,024.00	40,656.00
5461 · Unemployment Taxes	0.00	442.00	4,438.98	4,270.00	5,154.00
5470 · Benefits	1,266.48	3,095.00	13,180.68	29,900.00	36,090.00
5475 · 401k Match, Admin/Mgmt.	496.67	575.00	3,598.16	5,555.00	6,705.00
5478 · Worker's Comp.	286.09	350.00	2,860.90	3,500.00	4,200.00
Administrative Personnel - Other	4,899.05	0.00	5,055.78	0.00	0.00
Total Administrative Personnel	50,698.70	51,987.00	418,241.67	504,339.00	608,313.00
Business Taxes					
5520 · Property Taxes	0.00	0.00	250.00	0.00	0.00
Total Business Taxes	0.00	0.00	250.00	0.00	0.00
Facilities Expenses					
5600 · Auto Expenses	205.58	600.00	2,859.93	6,000.00	7,200.00
5610 · Building Maintenance	1,060.52	700.00	7,439.84	7,000.00	8,400.00
5611 · Janitorial Service	1,818.00	1,859.00	21,182.00	18,590.00	22,308.00
5670 · Rent	19,588.04	19,659.00	192,526.16	193,740.00	233,058.00
5672 · Phone / Internet	1,425.13	1,100.00	12,870.09	11,000.00	13,200.00
5680 · Utilities	2,830.46	2,200.00	24,696.52	22,000.00	26,400.00
Total Facilities Expenses	26,927.73	26,118.00	261,574.54	258,330.00	310,566.00
Office Exp.					
5502 · Claims Processing	280.22	120.00	1,207.10	1,200.00	1,440.00
5504 · Payroll Processing / BG Checks	710.26	500.00	9,055.66	5,400.00	6,400.00
5505 · Collection Agencies	0.00	0.00	41.30	0.00	0.00
5616 · Patient Notification	494.95	500.00	4,899.75	5,000.00	6,000.00
5660 · Office Supplies	670.63	800.00	11,928.95	8,000.00	9,600.00
5665 · Postage and Shipping	165.00	150.00	2,841.87	1,500.00	1,800.00
5668 · Printing Costs	196.20	200.00	1,645.14	2,000.00	2,400.00
Total Office Exp.	2,517.26	2,270.00	31,619.77	23,100.00	27,640.00
Equipment Expenses					
5507 · Computer Support	3,050.00	3,500.00	34,626.18	35,000.00	42,000.00
5608 · Software Support	651.00	600.00	7,746.00	6,000.00	7,200.00
5630 · Office. Equip. Maintenance	0.00	100.00	0.00	1,000.00	1,200.00
Total Equipment Expenses	3,701.00	4,200.00	42,372.18	42,000.00	50,400.00
Insurance					
5635 · Auto Insurance	610.48	450.00	6,104.80	4,500.00	5,400.00
5636 · Malpractice (Prof. Liab.)	416.66	420.00	4,166.60	4,200.00	5,040.00
5637 · Liability & Property	992.83	925.00	9,527.97	9,250.00	11,100.00
5638 · Directors & Officer Liability	280.50	300.00	2,719.00	3,000.00	3,600.00
Total Insurance	2,300.47	2,095.00	22,518.37	20,950.00	25,140.00
Outsourced Services					
5503 · Consultants	0.00	100.00	468.00	5,500.00	5,700.00
5508 · Professional Fees	0.00	0.00	4,530.00	200.00	200.00
Total Outsourced Services	0.00	100.00	4,998.00	5,700.00	5,900.00

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

	Apr 19	Budget	Jul '18 - Apr 19	YTD Budget	Annual Budget
Fundraising Expenses					
5632 · Fundraising Expenses	10,215.52	110.00	19,064.10	1,990.00	2,700.00
5633 · Fundraising Consulting	1,082.00	4,000.00	24,704.75	40,000.00	48,000.00
Total Fundraising Expenses	11,297.52	4,110.00	43,768.85	41,990.00	50,700.00
Fees and Interest					
5605 · Service Charges	0.00	75.00	0.00	750.00	900.00
5641 · Finance Charges	89.64	0.00	612.30	0.00	0.00
5642 · Loan Interest	5,062.12	4,800.00	50,420.39	48,000.00	57,600.00
5650 · Merchant Processing	681.89	798.00	7,861.56	7,912.00	9,548.00
Total Fees and Interest	5,833.65	5,673.00	58,894.25	56,662.00	68,048.00
5615 · Depreciation Expense	22,300.88	24,279.00	221,476.80	238,790.00	287,348.00
5618 · Dues, Fees & License	135.65	400.00	1,833.50	2,800.00	2,800.00
5620 · Employee Goodwill	150.00	200.00	1,581.64	2,000.00	2,400.00
5639 · Recruitment Expense	214.98	250.00	1,765.87	2,500.00	3,000.00
5648 · Marketing Expense					
5651 · Outreach	0.00	833.00	90.00	8,330.00	9,996.00
5648 · Marketing Expense - Other	2,065.32	5,000.00	38,477.59	59,000.00	69,000.00
Total 5648 · Marketing Expense	2,065.32	5,833.00	38,567.59	67,330.00	78,996.00
Meeting & Travel Expenses					
5676 · Travel Costs	27.08	150.00	37.35	1,500.00	1,800.00
5677 · Meals	0.00	50.00	19.18	500.00	600.00
5678 · Mileage	228.74	50.00	1,865.65	500.00	600.00
Total Meeting & Travel Expenses	255.82	250.00	1,922.18	2,500.00	3,000.00
Total Indirect Costs	128,398.98	127,765.00	1,151,385.21	1,268,991.00	1,524,251.00
Total Expense	293,103.88	297,131.00	2,676,741.96	2,855,680.00	3,451,450.00
Net Ordinary Income	(1,850.04)	(60,842.00)	(258,555.76)	(595,282.00)	(689,019.00)
Other Income/Expense					
Other Income					
Other Income					
6120 · Interest Income	6.84	0.00	18.79	0.00	0.00
6121 · Dividends	351.70	150.00	3,167.17	1,500.00	1,800.00
6130 · Other Income	0.00	0.00	3,601.97	0.00	0.00
Total Other Income	358.54	150.00	6,787.93	1,500.00	1,800.00
Total Other Income	358.54	150.00	6,787.93	1,500.00	1,800.00
Net Other Income	358.54	150.00	6,787.93	1,500.00	1,800.00
Net Income	(1,491.50)	(60,692.00)	(251,767.83)	(593,782.00)	(687,219.00)



Grant / Fundraising Status (FY19)							
June 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	Yes	
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	No	
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	
City of Half Moon Bay - Government Grant	5/28/2019	\$15,000	CS	Procedures and screenings	1 year	Pending	
Sidney Stern	5/31/2019	\$7,500	SM/CS	ATC	1 year	Pending	
Patterson Foundation (LOI)	6/17/2019	\$ 20,000	SM/CS	School Screenings	1 year	Pending	
Mattel (LOI)	6/17/2019		SM/CS	ATC	1 year	Pending	
	Total	\$ 876,500					
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	\$ 148,000	\$ 1,152,000	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
Philanthropic Ventures Foundation	4/23/2019	\$5,000	\$ 5,000		Private Donation	ATC	SM/CS
Greenspan Foundation	5/28/2019	\$1,000	\$1,000		Private Donation	ATC	SM/CS
Exxon Mobile Foundation	5/29/2019	\$500	\$500		Private Donation	ATC	SM/CS
	Total	\$ 2,604,500	\$ 1,252,500	\$ 1,352,000			
ACCOUNTING REPORT: GRANTS/DONATIONS AVAILABLE IN FY19 (Cash Rec'd)	Jul-18			Jun-19			

Name	Beginning Bal	Addition	Released	Ending Bal	Period	Purpose	Center
Hope Fund	\$ 4,472		\$ 2,242.80	\$ 2,229	On Going	Uncompensated Care	CS
Hope Fund	\$ 7,817		\$ -	\$ 7,817	On Going	Fund Development	CS
Gassert - School Screenings	\$ 600		\$ -	\$ 600	On Going	School Screenings	CS
Bothin Foundation	\$ 40,000		\$ 40,000.00	\$ -	Ext. to Aug 31, 2018	IV Sedation	SM
Farmworkers	\$ 27,480	\$ 108,775.00	\$ 77,287.25	\$ 58,968	01/01/18-12/31/18	Farmworkers	SM
City of HMB	\$ -	\$ 10,000.00	\$ 10,000.00	\$ -	07/01/18-6/30/2019	General Support	CS
Atkinson Foundation	\$ -	\$ 7,500.00	\$ 7,500.00	\$ -	07/01/2018-6/30/2019	Seniors	SM/CS
Sand Hill Foundation	\$ -	\$ 30,000.00	\$ 25,000.00	\$ 5,000	10/01/2018-9/30/2019	General Support	SM/CS
California Wellness	\$ -	\$ 125,000.00	\$ 83,328.00	\$ 41,672	08/01/2018-01/31/2020	Senior/Children	SM/CS
Delta Dental Community Foundation	\$ -	\$ 35,000.00	\$ 23,336.00	\$ 11,664	10/01/2018-9/30/2019	General Support	SM/CS
Dignity Health Sequoia Hospital	\$ -	\$ 20,000.00	\$ 8,335.00	\$ 11,665	1/1/2019-12/31/2019	Hoover School/Casa de Redwood	SM
TouchPoint Foundation	\$ -	\$ 3,000.00	\$ 1,500.00	\$ 1,500	2/1/2019-1/31/2020	Older Adults	SM/CS
Sequoia Healthcare District	\$ -	\$ 75,000.00	\$ 37,500.00	\$ 37,500	2/1/2019-2/28/2020	SHD Residents	SM
Wells Fargo	\$ -	\$ 2,500.00	\$ 2,500.00	\$ -	Unrestricted	Uncompensated Care	SM/CS
Silicon Valley Foundation	\$ -	\$ 12,500.00	\$ 12,500.00	\$ -	Unrestricted	Uncompensated Care	CS
Individual Donations	\$ -	\$ 2,175.00	\$ 2,175.00	\$ -	Unrestricted	Uncompensated Care	SM/CS
Hurlbut-Johnson Fund (via Silicon Valley Community Foundation)	\$ -	\$ 40,000.00	\$ 40,000.00	\$ -	Unrestricted	ATC	CS
Philanthropic Ventures Foundation	\$ -	\$ 5,000.00	\$ 5,000.00	\$ -	Unrestricted	Uncompensated Care	SM/CS
Exxon Mobile Foundation		\$500	\$500		Private Donation	ATC	SM/CS
Total	\$ 80,369	\$ 476,950	\$ 378,704	\$ 178,615			
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	1/29/2019	LOI	SM/CS	3/1/2019	Children (0-5)	Wanted to learn more about SDH	Resubmit 2020
COMING UP							
Name							
Atkinson							
Wells Fargo							
Sand Hill Foundation							
Cisco Grant Program							
DentaQuest							
Kaiser Health							
Genentech							