

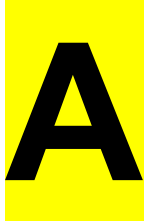


**Board Meeting  
July 18, 2019, 6:30 PM  
San Mateo Center Board Room**

**AGENDA**

**TAB**

1. CALL TO ORDER AND ROLL CALL – Chair Taverner
2. MISSION MOMENT – Director Jue
3. PUBLIC COMMENTS
4. APPROVAL OF BOARD MINUTES: May 16, 2019 A
5. CEO Report – CEO Fecher B
  - a. PROGRESS AGAINST KEY INITIATIVES:
    - A. IV Sedation – CEO Fecher
    - B. Mobile Program – CEO Fecher
    - C. Outreach Program – Director Jue
    - D. FQHC County Partnership – CEO Fecher
6. CFO Report – CFO Fama C
7. UNAUDITED FINANCIALS FOR APRIL '19 – Ms. Wang D
8. FUNDRAISING E
  - A. Development and Grant Activity Report – CEO Fecher
  - B. Giants Raffle – Chair Taverner
9. Overview of FQHC Contract with San Mateo Medical Center F
10. OLD BUSINESS:
  - A. Board Retreat Date – Chair Taverner
  - B. Board Nominating Committee – Director Young
  - C. CEO First 30 Days – CEO Fecher
11. NEW BUSINESS:
  - A. Adjustment to Benefits – CEO Fecher
12. SUGGESTED AGENDA ITEMS FOR NEXT MEETING (Aug 15) – Chair Taverner
13. ADJOURN





## BOARD OF DIRECTORS MEETING

June 20, 2019

### MINUTES

1. **CALL TO ORDER:** Chair Taverner called the meeting to order at **6:34 pm**.
1. **ROLL CALL – Present:** Chair Taverner, Vice-Chair Galligan, Secretary Hinshelwood, and Directors Navarro, Young, Cappel and Dodge. **Also present:** Transitioning CEO Tracey Carrillo Fecher, CEO Jue, CFO Fama, PHCD CFO Yee, Sr. Accountant Wang, and Administrative Assistant Barnard. **None Absent.**
2. **MISSION MOMENT – CEO Jue** recounted Ms. Fecher’s Staff Welcome Meeting. She included one anecdote from a staff member who was very pleased that Ms. Fecher has joined the Sonrisas team because of the immense support that Gatepath provided her son who has autism. Dr. Jue hopes that people feel the same way about Sonrisas that she feels about Gatepath.
3. **PUBLIC COMMENTS:** No public in attendance.
4. **APPROVAL OF April 18, 2019 BOARD MINUTES:**  
*It was moved by Vice Chair Galligan, seconded by Director Navarro, and approved unanimously to approve the minutes as written. 7/0/0*
5. **CEO Report – Vice Chair Galligan** inquired whether the two new, full-time dentists work at the San Mateo or Coastside Center. Dr. Jue responded that they are both bilingual, one speaking Korean and one speaking Spanish. Both dentists have worked in both clinics, and one even saw patients for our mobile visit at Pescadero. Vice Chair Galligan also asked whether SDH was still looking for a pediatric dentist, to which Dr. Jue reported that SDH hired Judyth Lee a few months ago. Dr. Lee has enjoyed working at SDH so much that she has offered to add a day a week in our clinic, though a few more patients are needed to fill up the schedule before she can do this. (Pediatric dentists command a premium, so a full schedule is preferred).

**Director Dodge** asked whether we have pediatric facilities in Half Moon Bay. **Dr. Jue** clarified that while any dental equipment can be used for children, some instruments are more appropriate to use for children’s teeth. Dr. Leri uses some of her own special pediatric dental instruments and leaves them at the Coastside Center; therefore, SDH only had to purchase one other set of pediatric instruments, which has saved the organization hundreds of dollars.

**Chair Taverner** inquired as to whether SDH’s dental volunteers, who fill in on days when the clinics do not have enough dental assistants, are trained and licensed. **Dr. Jue** clarified that dental assistants, in general, can be highly trained, but not required to have a license. Typically, volunteers want to apply to Dental School (and are looking for references); some have dental experience while others are receiving “on-the-job” training by our SDH staff.

**Chair Taverner** also asked for clarification about how the cost for services for patients with disabilities are covered. **Dr. Jue** explained that the answer depends on the individual. For instance, almost all of the



clients of Golden Gate Regional Center (GGRC) whom we have seen have Denti-Cal. For the one person that did not, GGRC paid for the exam and x-rays, which they will do on occasion but not regularly. The nurse who has been coordinating these visits for GGRC clients is currently trying to help SDH become an authorized vendor of GGRC, so that we can more easily get paid for some procedures that are done for their clients.

**Director Cappel** asked if SDH is paid for the school screenings that we have done this year. **Dr. Jue** explained that we have received grants that pay for the screenings and follow-up for Hoover Community School and the three schools in the La Honda-Pescadero Unified School District. Other school districts that received screenings over the last year have not paid for those services. He also mentioned that Hoover Elementary will be closing their doors this upcoming school year; Dr. Jue noted that she will follow up with the Wellness Director at Redwood City School District.

**Chair Taverner** asked for clarification on the term “capitation” as it pertains to the medical field, to which several board members chimed in. Our Farmworkers Health program is one example of a type of capitation program, in which a fixed per capita payment is made for only the first visit of a patient, whether that patient is seen only one time or ten.

**Chair Taverner** further noted that new patient numbers are down by 10%. With these extra dentists, he asked if these numbers would pick up in future months. According to Dr. Jue, SDH has already begun seeing more new patients, referencing the numbers reported in this month’s CEO report. She reported that in earlier months, Sonrisas has been holding off on adding new patients, anticipating a possible influx of County FQHC patients. However, since SDH has added some new dentists in order to be prepared for a possible sub-contract with County, we are now filling their schedules with new patients.

**Director Young** asked for clarification about the budget for “allowance of bad debt,” but withheld the question until the financials reporting section.

6. **CFO Report – CFO Fama** reiterate that a possible partnership between SDH and County FQHC could increase our revenue and our visibility significantly.

**Director Cappel** posed the following questions relating to Prop 56: Has Sonrisas been paid properly through Prop 56? What can SDH expect from Prop 56? Can Sonrisas forecast from accounts receivable? Has SDH billed for every patient covered under this prop? Has anyone heard anything about the continuation of Prop 56 beyond July?

**PHCD CFO Yee** reported that SDH has started receiving payments since January and it is now caught up to date. **Dr. Jue** further clarified that last year, SDH had received payment for the procedures, but then received the supplemental payments retroactively from July 1, 2018 once the program was approved. All payments, both original and supplemental are posted and can be monitored on our software system. We are currently caught up with the retroactive payments to date and now are receiving payments through June. However, she added that Dr. Torrey received confirmation that the Prop will continue until 2021.

**Director Young** suggested that this money be marked on the Profit Loss dashboard by a footnote, so that the source is clear.



**Dr. Jue** noted that SDH’s dentists are making headway on completing their credentialing for the County FQHC program, so that SDH can be ready for the next once the agreement has been approved.

**Secretary Hinshelwood** inquired where the Paella cash receipts were recorded in the financial statements. He also asked why the amount looks low. Referencing page 20, **Ms. Wang** responded that the proceeds from the Paella Dinner were recorded under “other events.” She further explained that this amount was only from the cash receipts received in April, and that Sonrisas deposited cash receipts in May. These additional receipts will show up in the May financials.

[Since there was a natural transition to report on audited financials for April 2019, Ms. Wang continued her report, see section 8]

**Ms. Yee** addressed Director Young’s previous question in reference to “allowance for bad debt” on page 24, stating that this budget is to allow for the portion of accounts receivable that may be uncollectable based, to avoid overstating income.

[After this, the meeting proceeded with a report from the Board Nominating Committee, see section 7]

7. **BOARD NOMINATING COMMITTEE – Director Young** reported on three areas that the board nominating committee would like to focus on. While the most recent nomination, Director Dodge, is doing a phenomenal job, the board would like to ensure that she receives mentorship and support so that she can be an empowered ambassador for Sonrisas and its programs. The intention is to set up a time for her to meet with Judy Macias, who has a rich understanding of Sonrisas’ history. Another goal is to add Director Dodge to the Board Nominating Committee. Lastly, Director Young reported that this committee would like to make recommendations to the Board to change the bylaws with the intent of strengthening the board. It was suggested to increase the number of Board members from 7 to 12 people, from various influential backgrounds, who would serve a 3-year term.

**Director Cappel** agreed with the idea to increase numbers, especially if candidates could assist the organization in its fundraising and development opportunities. He noted that it would also help to ensure consistent Board meeting attendance. However, he offered that a plan should be implemented to stagger the addition of Board members, in order to promote fresh ideas and appropriate growth, without sudden diminished numbers. He raised a practical question about where the Board meetings could be held to accommodate the increase in Board members.

**Chair Taverner** invited each Director to contribute their thoughts on the idea of expansion under these recommendations. **Director Navarro** agreed with the recommendation for more Board members. **Vice Chair Galligan** raised a concern about the length of the meetings and effectiveness of the board with an increase in numbers to twelve and suggested maybe 9 or 10. **Director Dodge**, who shared the Vice Chair’s concerns, offered that we keep the board at an odd number to have a majority vote. She also suggested that the Board take deliberate action in its nominations, as it’s better to secure the right candidate than fill seats.



**Director Young** acknowledged these concerns and noted that it takes time to acclimate a new Board member, so it's important to have a procedure to help them get up to speed. In conjunction with this, it is worth considering who is on the Board Nominating Committee. **CFO Fama** posed that it might be an ideal time to consider the possibility of Board committees, in tandem with the changes in these recommendations. **Director Cappel** advised that consideration be given to protecting the culture and legacy of both centers.

In summarizing the thoughts surrounding the recommendations to the bylaws that govern SDH's Board, **Director Young** proposed that the Board Nominating Committee produce some candidates, with the help of Vice Chair Galligan in the next six months, while the Board collectively considers branching out to Board committees. **Chair Taverner** remarked that while the Board was lucky to find Director Dodge, it is not easy to find new Board members.

**CFO Fama** advised briefly that the committee use the network that has come with our new CEO, Tracey Fecher, as the committee is in search of candidates. She also volunteered to get Mike Petersen (lawyer) to look at the By-laws with respect to increasing the size of the Board.

8. **UNAUDITED FINANCIALS FOR APRIL '19 – Ms. Wang** reported on SDH's April performance, highlighting that the year to date income is \$342,014 better than the budget. This is due to revenue from various private donations, proceeds from the Paella Dinner and a 22% increase in patient revenue compared to last month. SDH received \$14,000 in revenue from Prop 56: Tobacco Tax, which was recorded in prior period adjustments. This resulted in a revenue surplus. **Ms. Wang** also noted that the budget reflects a higher personnel cost to cover two employees' vacation schedules and more indirect costs for the Paella Dinner. **Chair Taverner** inquired what would happen to SDH's equity if the loan from PHCD loan was forgiven? **Ms. Yee** explained that the loan forgiveness would be recorded as a gift, which would allow SDH to zero out that liability and the organization's equity will increase.

## 9. **PROGRESS AGAINST KEY INITIATIVES:**

- A. **IV Sedation – CEO Jue** reported one potential patient was not the right fit for sedation dentistry, another has consulted with Dr. Chan, our sedation dentist, and will consider the treatment. She observed that there are multiple factors for a person to consider before consenting to a procedure with sedation but concluded that she, Ms. Fecher, and the administrative assistant will be working with Dr. Chan and San Mateo Dental Society to begin the formal marketing campaign to local dentists. **Chair Taverner** asked whether Dr. Jue was happy with the rate of progress of this program, to which she replied that she is waiting to see what results from the next few months of outreach to the local dental community. Due to the newness of the program, lack of marketing and the arrival of summer, she is not surprised by the current program plateau. The challenge to this service is how difficult it is for a potential client to make the decision to go through with procedure. Many potential patients have expressed that they cannot afford the cost of the anesthesia which is approximately \$2,500. However, she is hopeful that it will make a difference in the lives of people that need sedation procedures. **Dr. Jue** remarked that school screenings and presentations at care homes provide opportunities to promote the program.
- B. **Mobile Program – CEO Jue** reported that due to a misunderstanding with its partner agency, Puente de la Costa Sur Community Center in Pescadero, they did not have room for the SDH mobile visits



during the summer months, so it was moved to the SDH Coastside Center in Half Moon Bay, where the first day there went well. However, there is still concern that the patients may have difficulty traveling to this different location. We will monitor how future appointment dates turn out. **Chair Taverner** asked whether transportation through Puente was used. Unsure, **Dr. Jue** said she would verify when they meet with the Puente team on July 3<sup>rd</sup>. She mentioned that the relationship with Puente and the county has greatly improved with increased communication. **Chair Taverner** referenced a topic discussed in the last Board meeting regarding Facebook's Onsite Dental Program. Spring-boarding from this remark, **Vice Chair Galligan** asked if it would be worth talking to unions, and **Ms. Fecher** mentioned that some of the hotels are unionized. **Director Young** suggested further market research is needed to pursue this opportunity.

- C. **Outreach Program** – **CEO Jue** shared that San Mateo Adult School is interested in partnering with SDH after a recent health fair that SDH was invited to participate. One of the students was so enthusiastic about the Sonrisas mission that she would like to volunteer with her daughter, who is in high school. The Program Coordinator is also interested in creating a dental assistant program on site and will discuss further with Dr. Jue.

**Chair Taverner** asked Dr. Jue where she planned to focus for the coming months. **Dr. Jue** noted a few outreach opportunities planned, such as participating in a diabetes forum in November. Not only was she invited as a panelist, but they also waived the \$500 table fee for SDH to market at the forum. In addition, Dr. Jue will inquire into the possibility of participating in the Senior Round Table again since it was such a success last time. **CFO Fama** mentioned that on Monday June 24, Dr. Jue will be attending the Healthy Community Collaborative of San Mateo meeting. This group is comprised of representatives from various hospitals in the Bay Area, such as, Mills Peninsula, Sequoia Hospital, Stanford Lucille Packard, Seton, Kaiser, San Mateo County etc., and is good exposure with possible funding opportunities for SDH, as it gets us on the radar of those who are influential in the health community.

**Secretary Hinshelwood** met two representatives from the Silicon Valley Community Foundation at a recent event in Half Moon Bay and invited them to tour the SDH San Mateo Center: he will follow up with them.

- D. **FQHC County Partnership** – **CFO Fama** reported that after she submitted the CFO report for this month's board meeting, she is happy to report a positive progress in the right direction. She recounted to the Board how she was in contact with both Supervisor Dave Pine and Louise Rogers, who both expressed enthusiasm for moving forward with the partnership. On June 20<sup>th</sup> she received an email from CFO Dave McGrew. In response to CFO Fama's inquiry into any obstacles that might deter their decision, he reassured her of interest to move forward from his end. However, he did mention the issue of making time, in light of being faced with other pressing responsibilities at this time. Concluding from this information, the Board echoed their appreciation for CFO Fama's persistent approach.

## 10. FUNDRAISING

- A. **Development and Grant Activity Report** – **CEO Jue** prefaced this report by saying that Ms. Fecher, in her role as CEO, will be developing fundraising strategies in the months to come. She indicated it has



been a productive month for grants, highlighting that Sonrisas received a few private donations, in addition to a \$1,000 gift from the Greenspan Foundation and \$500 from Exxon Mobile. **Director Young** asked for an update on grants from Sunlight Foundation. **Dr. Jue** responded that she had a positive phone conversation with their program manager, who said that their philanthropic mission was directly aligned with SDH's mission. Unfortunately, the foundation had already allocated their philanthropic budgets for this year, but she invited us to apply the following year.

- B. **Giants Raffle – Chair Taverner** gave a breakdown of the fundraiser, detailing the prizes and price per ticket. He acknowledged Director Dodge's great work in selling 35 already! He noted that the planning committee is holding off on securing a location for the live drawing, depending on where most of the tickets have been sold.

#### 11. OLD BUSINESS:

- A. **Board Retreat – Chair Taverner** suggested hosting this half-day retreat at the end of August. However, several countered that they had scheduling conflicts. At Director Cappel's suggestion, **Ms. Fecher** offered to work with the administrative assistant to send out a poll to secure a date that would work with everyone's schedule.

#### 12. NEW BUSINESS:

- A. **CEO Transition Plan – Ms. Fecher** began her report by mentioning that she saw Sonrisas as a perfect fit for her and for the organization at this point in its history. She noted that she believed her strengths in leadership, operational management, and systems would be put to good use. She thanked the Board for their confidence in her leadership. Ms. Fecher then outlined her goals in the first 30 days. She would like to meet with her key direct reports with a consultant to conduct a leadership transition meeting and get acquainted with each other. In the coming days she would also like to understand the culture at Sonrisas. She intends to meet with SDH's key stakeholders, such as Board members, donors and grant funders. She would like to meet with SDH's grant writer to understand the grant pipeline and has taken steps to network with grant experts. In anticipation of the hiring process for a new Development Director, Ms. Fecher will be thinking about the needs of this position and asking for insight from the board to make a successful recruit. Her organization strategizing will focus on administrative operations and processes, SDH's human resources, community outreach and marketing. In addition, Ms. Fecher intends on becoming more familiar with the dental market, Federally Qualified Health Centers and various county programs. Concluding her report by offering space for input from Board members, she received counsel from Secretary Hinshelwood to meet with Judy Macias. She committed to keeping the Board apprised of her progress through these goals.

- 13. **SUGGESTED AGENDA ITEMS FOR NEXT MEETING (July 18) – Chair Taverner** suggested that the Board secure a date for the Board Retreat by the next meeting. He also noted that the Board expects Ms. Fecher to give a report on her progress then.

- 14. **ADJOURNMENT:** The meeting was adjourned at **8:44pm**.





**Written and submitted by:**  
**Libby Barnard**

**Approved by:**

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**Chair Nigel Taverner**





**DATE:** July 10, 2019

**TO:** SDH Board of Directors

**FROM:** Tracey Fecher, CEO

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

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### **1. Overall Operations**

- One dentist has stopped working at Sonrisas because of family-related matters (she needs to work closer to home in San Jose for now). Fortunately, we were already in the process of credentialing an on-call dentist who is now ready to start on July 11, so that there is minimal impact to the schedule and visit volume.
- Our volunteers continue to help fill in the gap on days when we do not have enough dental assistants. Most of our volunteers have contacted us through our website. Many have expressed appreciation for the opportunity to volunteer in a dental non-profit center, and some of them have requested letters of reference from Dr. Jue for their dental school applications.

### **2. IV Sedation**

- The promotional email broadcast for the SDH's IV sedation services is scheduled to be sent to all the dentist members of the San Mateo County Dental Society on July 18, 2019. Dr. Jue and Dr. Chan will monitor and analyze the efficacy and results of this marketing campaign.
- The "sedation" 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**

- The Farmworker's Health mobile visits are running smoothly thus far at Half Moon Bay. We will start seeing patients in Pescadero again in September, when Puente has space available for us after their summer programs have concluded. We will be submitting a request to SMMC to provide reimbursement for translation services on clinic days, since Puente staff have not been comfortable with the medical terms needed in this program.

### **4. Community Outreach**

- Arranged by the Peninsula Health Care District, Dr. Jue presented at the Healthy Community Collaborative of San Mateo meeting. This group is comprised of representatives from various hospitals in the Bay Area, such as, Mills Peninsula, Sequoia Hospital, Stanford, Lucille Packard, Seton, Kaiser, San Mateo County. The purpose of the meeting was to introduce them to SDH and the services we provide, as well as, the potential for funding a collaborative project that can bring more oral health services to the community whether it be in the dental centers or through our mobile "pop-up" programs, which could take place in community facilities or their own hospitals. One of the presentation slides of a 5-year-old child's severely decayed teeth captured the attention of the group, which led to a discussion about the importance of prevention programs

such as the school-based dental screenings and follow-up with the families; all of which necessitate funding and resources to carry out.

- Stephanie Kriebel from the San Mateo Adult School was able to procure course information from another school in Daly City currently providing this education program. Dr. Jue and CEO Fecher will be meeting with her soon to discuss a potential collaboration and creation of a similar program in San Mateo.
- In the past, Dr. Jue has participated in health fairs at local tech and business companies in Foster City and San Jose. She has now been invited to an event at ABD Insurance and Financial Services company in San Mateo (10 minutes away from SDH San Mateo Center). Approximately 80 employees are expected to attend and they have MetLife PPO, for which SDH is in-network.
- SDH was invited to present information to parents whose children participate in the Big Lift Aspiring Summers program at El Granada Elementary School. SDH also attended these sessions last year and the spitting dragon was the big hit according to the coordinator. This year we will be attending three morning sessions.
- Dr. Jue is still in the process of developing an MOU (second round) 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.
- GGRC has requested a meeting with Dr. Jue to discuss our program and how we can serve their clients with special needs.

## **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.
- The Coastsides Center continues to see new patients who reside in the Coastsides 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><b>Total</b></i>
January 2018	14	20	<b>34</b>
February	68	16	<b>84</b>
March	64	31	<b>95</b>
April	53	27	<b>80</b>
May	77	23	<b>100</b>
June	56	18	<b>74</b>
July	29	23	<b>52</b>
August	19	18	<b>37</b>
September	24	13	<b>37</b>
October	11	15	<b>26</b>
November	12	18	<b>30</b>
December	9	19	<b>28</b>
<b>Total (for 2018)</b>	<b>436</b>	<b>241</b>	<b>677</b>
<b>January 2019</b>	<b>51</b>	<b>19</b>	<b>70</b>
<b>February 2019</b>	<b>50</b>	<b>16</b>	<b>66</b>
<b>March 2019</b>	<b>40</b>	<b>21</b>	<b>61</b>
<b>April 2019</b>	<b>42</b>	<b>18</b>	<b>60</b>
<b>May 2019</b>	<b>70</b>	<b>26</b>	<b>96</b>
<b>June 2019</b>	<b>60</b>	<b>12</b>	<b>72</b>





DATE: July 18, 2019

TO: SDH Board of Directors

CC: CEO Jue

FROM: Cheryl Fama, CFO

RE: CFO Monthly Report

### 1. Financial Performance, YTD July through May 2019:

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

- Total Net Program Revenue is on budget at \$1,560,000
- Direct expense is \$74K below budget
- Indirect expense is \$115K below budget (Includes non-cash items)
- Total Uncompensated care remains consistent at 56% of gross charges; Denti-Cal uncompensated reimbursement alone is 68% of gross Denti-Cal charges.
- Total Net Income YTD is \$320K better than budget. Actual ~~<\$327K>~~ as compared the YTD budget of ~~<\$648K>~~. This **includes** the non-cash items of deferred rent to PHCD, loan and interest payments to PHCD and depreciation. If deducted (\$480K), **YTD net cash flow is a positive \$162,712.**
- Total Visit volume YTD is 189 below budget which is 55 visits better than YTD through April. San Mateo Center remains behind by 562 visits and the Coastside Center is ahead by 373 visits. Visits below budget are primarily in two payer classes: Denti-Cal - 122 visits and Affordable Scale - 231 visits.
- Tobacco Tax retro payments posted in May total \$5,000 of the \$18K total for May and represent the last of the retro payments. Going forward, Denti-Cal reimbursement will incorporate the higher rates due to Prop 56.

### 2. Loan and Rent Forgiveness Status:

- The PHCD board approved unanimously to forgive all SDH debt owed to PHCD for tenant improvements, rent, 2016 operating loan and associated interest and Directed the PHCD CEO to work with Counsel to:
  - Draft an amendment to the 2017 Assumption and Settlement Agreement
  - Draft a revised lease
- **IT IS MANAGEMENT'S RECOMMENDATION THAT THE FORGIVENESS BE REFLECTED ON BOTH THE PHCD AND SDH FINANCIALS RETROACTIVELY TO JULY 1, 2018.**
  - This is allowable per accounting rules, if formally approved by both Boards.
  - This provides more immediate benefit to the SDH fundraising efforts in FY 2020 as the SDH 2019 audit will show a "healthier" balance sheet.
  - There is no impact on PHCD's 2019 audit as the debt is currently reflected on its Balance Sheet.

### 3. Strategic Initiative - San Mateo County FQHC Partnership:

- Great progress has been made. There has been constructive back-and-forth discussion resulting in clarifying the intent/wording of language in the Professional Service Agreement.
- As of a July 5<sup>th</sup> call with County Health CFO, we are on tract get County approval and prepare to launch 9/1/2019.
- Management staff working on program launch details such as electronic health record training for SDH staff, controlled ramp up of county visits integrated with a reduction in taking on new Denti-Cal patients, scheduling details, etc.







**DATE:** July 12, 2019

**TO:** SDH Board of Directors

**CC:** Cheryl Fama, CFO

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

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

**May PERFORMANCE:**

**A. Revenue:** Net Patient Revenue was **\$168,144**

1. 1060 visits – 55 more than budget & highest YTD.
2. Gross patient revenue was \$435,843 – highest YTD.
3. Total deductions were <\$267,699> – 61% from gross revenue.
4. Prior period adjustment was \$17,941, majority of which is from Prop 56/Tobacco tax received for services performed in previous months.
5. Net Patient Revenue is \$29K more than budget – highest YTD.

**B. Donations/Grants & Other Income: \$51,541**– \$1,000 from Greenspan Foundation, \$1,000 received for Coastside Gives; \$10,390 for Paella event; \$37,917 released from restricted grants.

**C. EXPENSES:**

1. **Direct Expense: \$157,609** --\$7,095 lower than prior month due to decrease in dental supply cost for sufficient supply stock.
2. **Indirect Expense: \$129,101**--\$702 lower than prior month due to a combination of higher personnel cost for final check to a former employee, higher IT expenses for additional work in Coastside, higher office supplies cost, and lower fundraising expenses.

**NET INCOME:** <\$67,025>

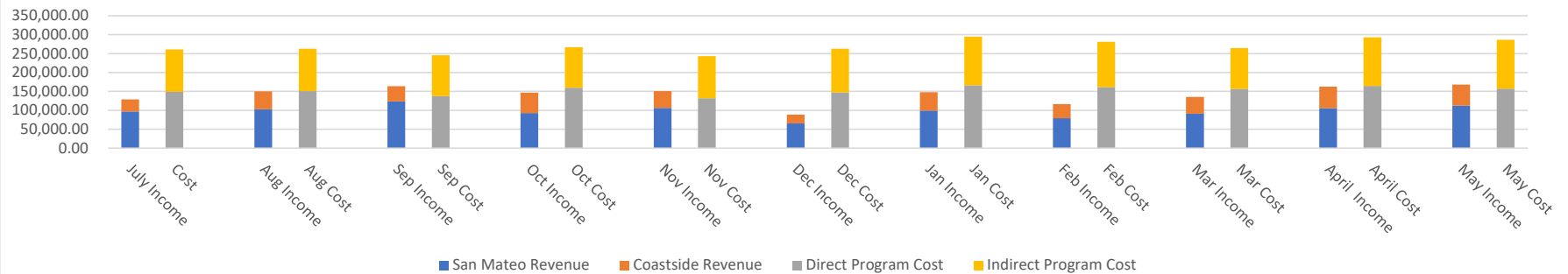
**YTD PERFORMANCE TO BUDGET (July-May):** YTD net income is **\$329,583** better than budget. Cash-flow is **\$311,905** better than budget. PHCD grant received to date is **\$675,000** (ten months), no support needed from PHCD in September 2018 and May 2019

	YTD Actual	Budget	Performance
<i>Visits</i>	<i>10,310</i>	<i>10,499</i>	<i>(189)</i>
Gross Patient Revenue	\$3,566,225	\$3,162,146	+13%
Uncompensated Care (Deductions)	<2,008,753>	<\$1,649,142>	-22%
Grants/Donations/Other Income	\$1,087,186	\$994,188	+9%
Direct Cost	<\$1,682,965>	<\$1,757,033>	+4%
Indirect Cost	<\$1,280,486>	<\$1,396,886>	+8%
<b>Net Income</b>	<b>&lt;\$318,793&gt;</b>	<b>&lt;\$646,727&gt;</b>	<b>+51%</b>
<i>non-cash items adj.</i>			
Depreciation	\$243,778	\$261,569	+7%
Deferred Expenses	\$231,406	\$229,293	-1%
<b>Est. Cash-flow</b>	<b>\$156,391</b>	<b>&lt;\$155,865&gt;</b>	<b>200%</b>

## Sonrisas Dental Health Operations

	Jul 18	Aug 18	Sept 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19	Apr 19	May 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	112,523	1,075,248	1,083,076	(7,828)
Coastside Revenue	31,860	47,574	40,736	53,909	44,096	23,034	48,763	37,344	44,457	57,074	55,621	484,466	429,927	54,539
<b>Total Net Revenue</b>	<b>129,026</b>	<b>150,257</b>	<b>164,134</b>	<b>146,869</b>	<b>150,535</b>	<b>88,491</b>	<b>147,889</b>	<b>116,372</b>	<b>135,271</b>	<b>162,726</b>	<b>168,144</b>	<b>1,559,715</b>	<b>1,513,003</b>	<b>46,712</b>
Direct Program Cost	148,779	150,914	137,703	159,597	132,069	147,159	166,391	161,489	156,551	164,705	157,609	1,682,966	1,757,033	(74,067)
Indirect Program Cost	112,325	111,964	108,136	107,323	111,147	115,852	128,241	119,789	108,209	128,399	129,101	1,280,486	1,396,886	(116,400)
<b>Total Cost</b>	<b>261,103</b>	<b>262,878</b>	<b>245,839</b>	<b>266,921</b>	<b>243,216</b>	<b>263,011</b>	<b>294,632</b>	<b>281,277</b>	<b>264,760</b>	<b>293,104</b>	<b>286,710</b>	<b>2,963,452</b>	<b>3,153,919</b>	<b>(190,467)</b>
<b>TOTAL</b>	<b>(132,077)</b>	<b>(112,621)</b>	<b>(81,705)</b>	<b>(120,052)</b>	<b>(92,682)</b>	<b>(174,520)</b>	<b>(146,743)</b>	<b>(164,905)</b>	<b>(129,489)</b>	<b>(130,377)</b>	<b>(118,566)</b>	<b>(1,403,737)</b>	<b>(1,640,916)</b>	<b>237,179</b>
Dividend/Other Income	2,440	376	3,797	342	311	328	2,100	310	429	359	384	11,176	6,150	5,026
Donations Received	7,320	14,366	16,094	38,931	65,897	17,197	22,239	31,949	80,090	53,528	51,157	398,768	300,539	98,229
Grant from PHCD	75,000	75,000	0	75,000	75,000	75,000	75,000	75,000	75,000	75,000	0	675,000	687,500	(12,500)
<b>OTHER INCOME</b>	<b>84,760</b>	<b>89,742</b>	<b>19,891</b>	<b>114,273</b>	<b>141,209</b>	<b>92,525</b>	<b>99,339</b>	<b>107,259</b>	<b>155,518</b>	<b>128,886</b>	<b>51,541</b>	<b>1,084,943</b>	<b>994,189</b>	<b>90,754</b>
<b>NET INCOME</b>	<b>(47,317)</b>	<b>(22,879)</b>	<b>(61,814)</b>	<b>(5,778)</b>	<b>48,527</b>	<b>(81,995)</b>	<b>(47,404)</b>	<b>(57,646)</b>	<b>26,029</b>	<b>(1,491)</b>	<b>(67,026)</b>	<b>(318,794)</b>	<b>(646,727)</b>	<b>327,933</b>

### Net Revenue VS. Cost By Center Per Month YTD As of 05/31/2019

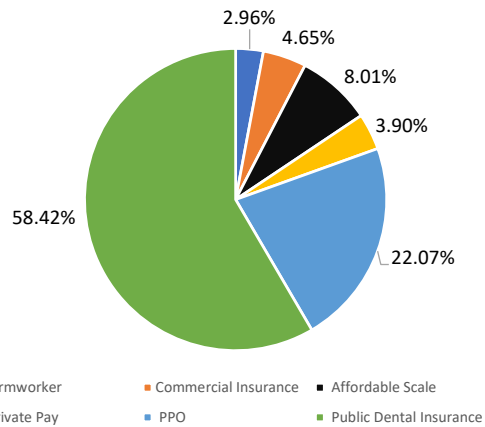
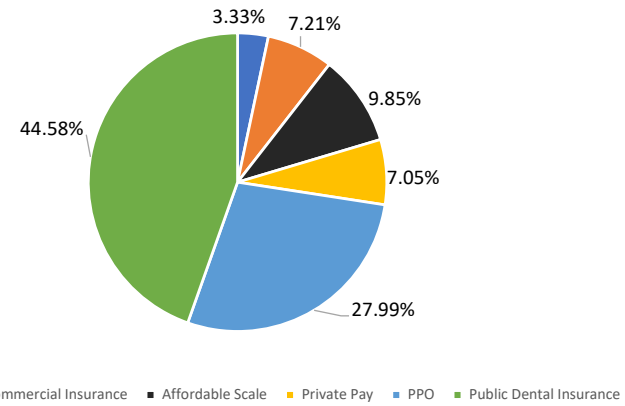


## Visits by Center

	Jul 18	Aug 18	Sept 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Total	Budget	Variance
San Mateo Visits	608	569	468	611	553	538	638	566	661	617	675	6504	7066	(562)
Coastside Visits	338	375	277	361	335	262	402	341	365	365	385	3806	3433	373
<b>Total Visits</b>	<b>946</b>	<b>944</b>	<b>745</b>	<b>972</b>	<b>888</b>	<b>800</b>	<b>1040</b>	<b>907</b>	<b>1026</b>	<b>982</b>	<b>1060</b>	<b>10310</b>	<b>10499</b>	<b>(189)</b>

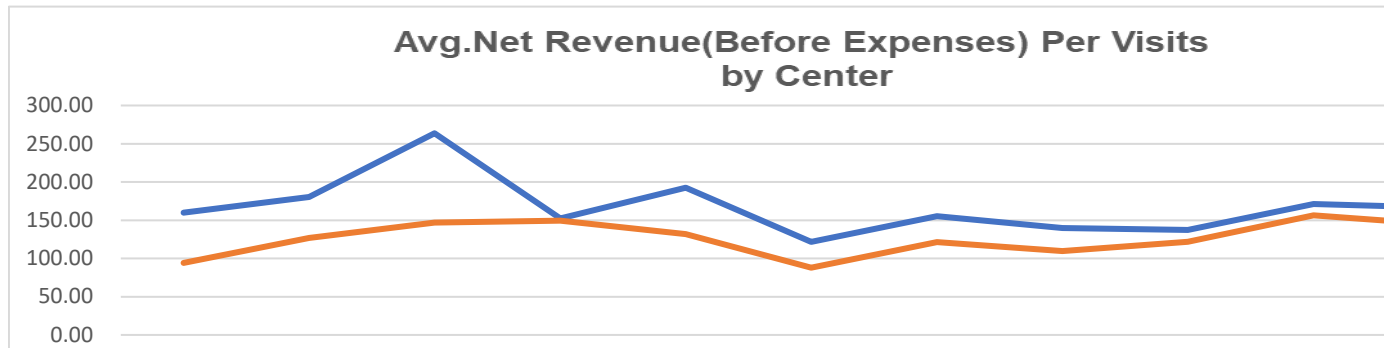
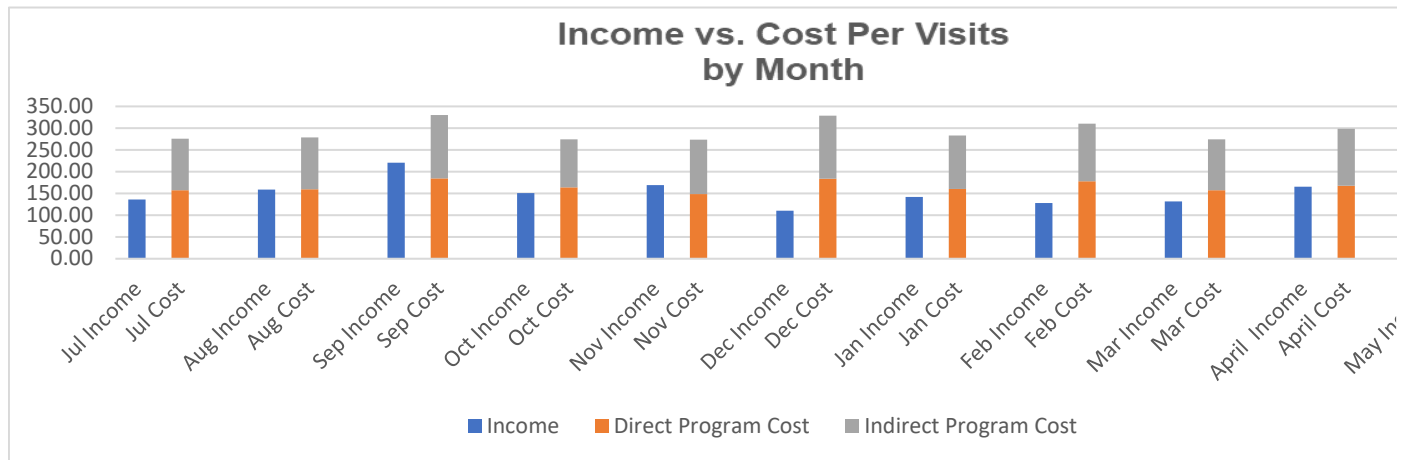
## Visits by Payer

	Jul 18	Aug 18	Sept 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Total	Budget	Variance
Commercial Insurance	51	40	35	41	35	48	62	74	43	36	54	519	530	(11)
PPO	236	186	177	209	200	222	176	195	231	232	211	2275	2,360	(85)
Public Dental Insurance	517	583	425	567	508	397	665	547	601	571	642	6023	6145	(122)
Private Pay	34	41	23	37	35	33	32	34	51	39	40	399	250	149
Affordable Scale	89	79	53	86	73	62	73	37	75	73	89	789	1020	(231)
Farmworker	19	15	32	32	37	38	32	20	25	31	24	305	194	111
<b>Total Visits</b>	<b>946</b>	<b>944</b>	<b>745</b>	<b>972</b>	<b>888</b>	<b>800</b>	<b>1040</b>	<b>907</b>	<b>1026</b>	<b>982</b>	<b>1060</b>	<b>10310</b>	<b>10499</b>	<b>(189)</b>

Visits By Payer As a Percentage  
YTD as of 05/31/2019Net Revenue by Payer As a Percentage  
YTD as of 05/31/2019

Avg. Income (Loss) per Visit	
YTD	
Net Revenue per Visit	\$ 152.16
Direct Cost per Visit	\$ (164.61)
Indirect Cost per Visit	\$ (126.14)
Net Income per Visit	\$ <b>(138.58)</b>

True Income (Loss) per Visit by Payer	
Payer	Avg. YTD
Commercial Insurance	\$ 6.51
PPO	\$ (41.91)
Public Dental Insurance	\$ (241.59)
Private Pay	\$ 203.79
Affordable Scale	\$ 89.82



SONRISAS DENTAL HEALTH, INC.  
Profit & Loss  
July 2018 through May 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	May 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	12,407.00	143,340.40
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	70,498.00	727,531.00
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	290,423.00	2,201,128.00
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	9,958.00	110,738.70
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	41,068.00	253,094.10
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	11,489.00	130,393.00
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	435,843.00	3,566,225.20
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	17,941.29	42,061.38
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)	(3,221.82)	(30,109.32)
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)	(30,558.20)	(287,965.35)
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)	(223,679.50)	(1,500,953.89)
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)	(18,669.80)	(98,454.30)
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)	(6,846.00)	(10,337.00)	(5,426.00)	(78,145.50)
5002 - Hope Fund	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(2,242.80)	0.00	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)	(4,085.40)	(52,943.84)
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)	(267,699.43)	(2,008,753.62)
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	168,143.57	1,557,471.58
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	1,848.59	71,699.39
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	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	11,390.47	23,082.08
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	11,390.47	25,297.08
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	0.00	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	37,917.46	308,018.24
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	51,156.52	1,080,014.71
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	219,300.09	2,637,486.29
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	219,300.09	2,637,486.29
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	126,926.02	1,303,150.96
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	9,507.00	97,235.71
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	91.96	11,994.12
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	2,100.47	27,497.23
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	1,086.67	9,582.93
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	1,209.85	12,653.09
5280 - Continuing Educ.	0.00	0.00	25.00	0.00	0.00	0.00	500.00	115.00	0.00	0.00	957.60	1,597.60
5281 - Licenses and Registrations	60.91	60.91	204.49	344.49	184.49	196.49	284.99	272.99	272.99	272.99	1,113.99	3,269.73
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	142,993.56	1,466,981.37
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	5,228.51	117,598.67
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	110.20	4,444.01
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	8,427.96	83,710.86
5331 - Uniforms	83.89	384.74	0.00	50.00	50.00	253.43	0.00	0.00	163.50	0.00	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)	0.00	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	756.00	8,286.11
5305 - Shredding	62.00	62.00	62.00	62.00	93.00	62.00	62.00	62.00	62.00	62.00	93.00	744.00
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)	849.00	9,245.51
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	157,609.23	1,682,965.98

**SONRISAS DENTAL HEALTH, INC.**  
**Profit & Loss**  
**July 2018 through May 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	May 19	TOTAL
<b>Indirect Costs</b>												
<b>Administrative Personnel</b>												
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	45,197.93	410,448.97
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	3,447.35	27,303.48
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	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	178.13	13,358.81
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	524.45	4,122.61
5478 · Worker's Comp.	286.09	286.09	286.09	286.09	286.09	286.09	286.09	286.09	286.09	286.09	350.96	3,211.86
Administrative Personnel - Other	0.00	0.00	0.00	156.73	0.00	0.00	0.00	0.00	0.00	4,899.05	8,584.66	13,640.44
<b>Total Administrative Personnel</b>	<b>43,820.93</b>	<b>35,347.36</b>	<b>28,678.81</b>	<b>35,276.21</b>	<b>43,553.11</b>	<b>43,320.15</b>	<b>50,085.13</b>	<b>47,095.55</b>	<b>40,365.72</b>	<b>50,698.70</b>	<b>58,283.48</b>	<b>476,525.15</b>
<b>Business Taxes</b>												
5520 · Property Taxes	0.00	0.00	250.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	250.00
<b>Total Business Taxes</b>	<b>0.00</b>	<b>0.00</b>	<b>250.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>250.00</b>
<b>Facilities Expenses</b>												
5600 · Auto Expenses	105.58	325.49	305.80	344.49	310.94	519.67	310.77	105.58	326.23	205.58	105.58	2,965.51
5610 · Building Maintenance	927.60	628.60	727.60	879.25	628.60	704.60	684.76	688.44	509.87	1,060.52	1,057.11	8,496.95
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	2,408.00	23,590.00
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	19,588.04	212,114.20
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	1,758.30	14,628.39
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	2,369.30	27,065.82
<b>Total Facilities Expenses</b>	<b>24,240.10</b>	<b>25,546.11</b>	<b>25,362.38</b>	<b>27,721.44</b>	<b>24,980.41</b>	<b>25,695.36</b>	<b>26,684.21</b>	<b>27,345.70</b>	<b>27,071.10</b>	<b>26,927.73</b>	<b>27,286.33</b>	<b>288,860.87</b>
<b>Office Exp.</b>												
5502 · Claims Processing	133.14	87.08	117.74	117.74	130.66	76.04	150.36	114.12	0.00	280.22	144.50	1,351.60
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	772.06	9,827.72
5505 · Collection Agencies	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	41.30	0.00	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	255.00	5,154.75
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	2,580.87	14,509.82
5665 · Postage and Shipping	256.26	316.80	286.07	316.20	3.95	724.63	316.20	347.05	109.71	165.00	330.00	3,171.87
5668 · Printing Costs	103.73	281.37	64.31	441.98	26.10	130.80	0.00	183.12	217.53	196.20	0.00	1,645.14
<b>Total Office Exp.</b>	<b>2,100.42</b>	<b>3,415.27</b>	<b>4,017.82</b>	<b>3,422.21</b>	<b>2,156.86</b>	<b>3,793.06</b>	<b>3,157.33</b>	<b>4,067.00</b>	<b>2,972.54</b>	<b>2,517.26</b>	<b>4,082.43</b>	<b>35,702.20</b>
<b>Equipment Expenses</b>												
5507 · Computer Support	3,292.88	3,495.45	4,322.80	3,819.53	3,025.00	3,025.00	4,229.25	3,025.00	3,341.47	3,050.00	5,151.49	39,777.67
5608 · Software Support	781.00	751.00	844.00	916.00	1,199.00	651.00	844.00	458.00	651.00	651.00	651.00	8,397.00
<b>Total Equipment Expenses</b>	<b>4,073.88</b>	<b>4,246.45</b>	<b>5,166.80</b>	<b>4,735.53</b>	<b>4,224.00</b>	<b>3,676.00</b>	<b>5,073.25</b>	<b>3,483.00</b>	<b>3,992.47</b>	<b>3,701.00</b>	<b>5,802.49</b>	<b>48,174.67</b>
<b>Insurance</b>												
5635 · Auto Insurance	610.48	610.48	610.48	610.48	610.48	610.48	610.48	610.48	610.48	610.48	610.48	6,715.28
5636 · Malpractice (Prof. Liab.)	416.66	416.66	416.66	416.66	416.66	416.66	416.66	416.66	416.66	416.66	1,114.00	5,280.60
5637 · Liability & Property	935.50	935.50	935.50	935.50	935.50	935.50	936.48	992.83	992.83	992.83	992.83	10,520.80
5638 · Directors & Officer Liability	294.50	180.50	280.50	280.50	280.50	280.50	280.50	280.50	280.50	280.50	280.50	2,999.50
<b>Total Insurance</b>	<b>2,257.14</b>	<b>2,143.14</b>	<b>2,243.14</b>	<b>2,243.14</b>	<b>2,243.14</b>	<b>2,243.14</b>	<b>2,244.12</b>	<b>2,300.47</b>	<b>2,300.47</b>	<b>2,300.47</b>	<b>2,997.81</b>	<b>25,516.18</b>
<b>Outsourced Services</b>												
5503 · Consultants	0.00	0.00	0.00	0.00	0.00	0.00	0.00	260.00	208.00	0.00	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	0.00	4,530.00
<b>Total Outsourced Services</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>4,790.00</b>	<b>208.00</b>	<b>0.00</b>	<b>0.00</b>	<b>4,998.00</b>
<b>Fundraising Expenses</b>												
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	631.12	19,695.22
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	0.00	24,704.75
<b>Total Fundraising Expenses</b>	<b>2,436.00</b>	<b>7,631.60</b>	<b>5,719.90</b>	<b>1,326.81</b>	<b>450.00</b>	<b>3,126.24</b>	<b>7,876.13</b>	<b>1,931.00</b>	<b>1,973.65</b>	<b>11,297.52</b>	<b>631.12</b>	<b>44,399.97</b>
<b>Fees and Interest</b>												
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	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	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	307.79	920.09
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	5,062.11	55,482.50
5650 · Merchant Processing	667.19	777.16	812.14	838.31	691.53	825.92	698.47	620.54	1,248.41	681.89	757.63	8,619.19
<b>Total Fees and Interest</b>	<b>5,432.62</b>	<b>5,676.78</b>	<b>5,598.67</b>	<b>6,751.23</b>	<b>5,872.58</b>	<b>5,899.83</b>	<b>5,760.58</b>	<b>5,688.65</b>	<b>6,379.66</b>	<b>5,833.65</b>	<b>6,127.53</b>	<b>65,021.78</b>

SONRISAS DENTAL HEALTH, INC.  
Profit & Loss  
July 2018 through May 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	May 19	TOTAL
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	22,300.88	243,777.68
5618 · Dues, Fees & License	115.65	302.65	115.65	115.65	465.65	115.65	115.65	235.65	115.65	135.65	265.72	2,099.22
5620 · Employee Goodwill	83.84	83.55	90.96	9.00	0.00	554.46	148.38	142.82	318.63	150.00	705.54	2,287.18
5639 · Recruitment Expense	225.00	480.15	372.52	39.12	75.00	104.12	0.00	115.00	139.98	214.98	208.07	1,973.94
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	349.26	439.26
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	60.00	38,537.59
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	409.26	38,976.85
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	0.00	37.35
5677 · Meals	0.00	0.00	0.00	12.67	0.00	0.00	0.00	6.51	0.00	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	0.00	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	0.00	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	129,100.66	1,280,485.87
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	286,709.89	2,963,451.85
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)	(67,409.80)	(325,965.56)
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	6.37	6.84	9.34	28.13
6121 · Dividends	305.25	296.18	268.68	341.98	311.41	328.04	339.03	306.72	318.18	351.70	341.29	3,508.46
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	33.35	3,635.32
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	383.98	7,171.91
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	383.98	7,171.91
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	383.98	7,171.91
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)	(67,025.82)	(318,793.65)

SONRISAS DENTAL HEALTH, INC.

Balance Sheet  
As of May 31, 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	Mar 31, 19	Apr 30, 19	May 31, 19
<b>ASSETS</b>											
<b>Current Assets</b>											
<b>Checking/Savings</b>											
<b>Checking/Savings</b>											
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	110,025.84
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	213,841.01
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	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	201,751.63
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	546,938.51
1175 · Petty Cash - Coastside	381.41	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	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	547,519.92
<b>Accounts Receivable</b>											
<b>Accounts Receivable</b>											
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	158,159.39
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	73,280.00
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	231,439.39
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	231,439.39
<b>Other Current Assets</b>											
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	37,312.66
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	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)	(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	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	79,541.80	6,129.96	22,079.83
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	801,039.14
<b>Fixed Assets</b>											
<b>Fixed Assets</b>											
1320 · Leasehold Impvmnt. - Coastside	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	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	1,016,755.76
1335 · Dental Equipment - Coastside	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	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	506,218.80
1340 · Computers - Coastside	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	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	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	188,945.09
1370 · Furniture/Fixtures - Coastside	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	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	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	111,934.08
<b>Less Accumulated Depr.</b>											
1390 · Accum. Depreciation-Coastside	(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)	(153,825.43)
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)	(734,649.49)
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)	(888,474.92)
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	1,297,916.02
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	1,297,916.02
<b>Other Assets</b>											
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	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	14,697.00
<b>TOTAL ASSETS</b>	<b>2,074,742.20</b>	<b>2,215,110.12</b>	<b>2,118,770.91</b>	<b>2,228,430.80</b>	<b>2,199,782.47</b>	<b>2,147,865.96</b>	<b>2,157,417.87</b>	<b>2,142,635.80</b>	<b>2,240,095.17</b>	<b>2,245,954.61</b>	<b>2,113,652.16</b>
<b>LIABILITIES &amp; EQUITY</b>											
<b>Liabilities</b>											
<b>Current Liabilities</b>											
<b>Accounts Payable</b>											
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	62,865.69
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	62,865.69
<b>Credit Cards</b>											
<b>Credit Cards</b>											
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	0.00



SONRISAS DENTAL HEALTH, INC.  
**Balance Sheet**  
As of May 31, 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	May 31, 19
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	0.00
<b>Total Credit Cards</b>	<b>5,247.81</b>	<b>7,108.68</b>	<b>5,811.95</b>	<b>5,356.95</b>	<b>5,627.78</b>	<b>4,912.09</b>	<b>0.00</b>	<b>5,313.33</b>	<b>3,607.90</b>	<b>4,643.21</b>	<b>0.00</b>
<b>Total Credit Cards</b>	<b>5,247.81</b>	<b>7,108.68</b>	<b>5,811.95</b>	<b>5,356.95</b>	<b>5,627.78</b>	<b>4,912.09</b>	<b>0.00</b>	<b>5,313.33</b>	<b>3,607.90</b>	<b>4,643.21</b>	<b>0.00</b>
<b>Other Current Liabilities</b>											
2205 · Accrued Interest	520.83	781.24	1,041.65	260.39	260.38	260.37	260.36	260.35	260.35	260.35	260.34
<b>*Payroll Liabilities</b>											
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	36,574.18
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	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	20,019.33
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	21,232.25
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	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	0.00
<b>Total *Payroll Liabilities</b>	<b>145,201.04</b>	<b>152,674.78</b>	<b>162,559.10</b>	<b>191,772.06</b>	<b>129,014.30</b>	<b>137,758.25</b>	<b>170,045.89</b>	<b>184,230.84</b>	<b>181,113.62</b>	<b>196,077.99</b>	<b>132,268.05</b>
<b>Patient Liabilities</b>											
2220 · Patient Prepayments - Coastsid	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	5,054.30
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	18,173.95	13,835.54	12,484.70
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	4,021.24
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	3,625.98
<b>Total Patient Liabilities</b>	<b>26,665.83</b>	<b>31,795.93</b>	<b>22,729.83</b>	<b>29,347.63</b>	<b>25,147.68</b>	<b>28,368.83</b>	<b>33,630.45</b>	<b>26,474.60</b>	<b>33,342.70</b>	<b>29,702.22</b>	<b>25,186.22</b>
<b>Total Other Current Liabilities</b>	<b>172,387.70</b>	<b>185,251.95</b>	<b>186,330.58</b>	<b>221,380.08</b>	<b>154,422.36</b>	<b>166,387.45</b>	<b>203,936.70</b>	<b>210,965.79</b>	<b>214,716.67</b>	<b>226,040.56</b>	<b>157,714.61</b>
<b>Total Current Liabilities</b>	<b>226,582.38</b>	<b>246,535.56</b>	<b>197,468.40</b>	<b>241,927.34</b>	<b>197,341.31</b>	<b>216,574.08</b>	<b>241,134.22</b>	<b>258,052.48</b>	<b>260,932.21</b>	<b>277,928.79</b>	<b>220,580.30</b>
<b>Long Term Liabilities</b>											
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	814,326.44
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	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	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	128,375.58
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	49,979.68
<b>Total Long Term Liabilities</b>	<b>2,145,120.07</b>	<b>2,165,447.92</b>	<b>2,185,778.62</b>	<b>2,206,148.90</b>	<b>2,226,519.18</b>	<b>2,246,889.46</b>	<b>2,267,718.78</b>	<b>2,288,548.10</b>	<b>2,309,377.42</b>	<b>2,330,206.74</b>	<b>2,351,036.06</b>
<b>Total Liabilities</b>	<b>2,371,702.45</b>	<b>2,411,983.48</b>	<b>2,383,247.02</b>	<b>2,448,076.24</b>	<b>2,423,860.49</b>	<b>2,463,463.54</b>	<b>2,508,853.00</b>	<b>2,546,600.58</b>	<b>2,570,309.63</b>	<b>2,608,135.53</b>	<b>2,571,616.36</b>
<b>Equity</b>											
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	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)	(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	66,732.89	53,032.16	39,331.43
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	157,952.73
<b>Net Income</b>	<b>(47,316.69)</b>	<b>(70,195.74)</b>	<b>(132,009.54)</b>	<b>(137,787.91)</b>	<b>(89,260.78)</b>	<b>(171,255.63)</b>	<b>(218,659.95)</b>	<b>(276,305.66)</b>	<b>(250,276.33)</b>	<b>(251,767.83)</b>	<b>(318,793.65)</b>
<b>Total Equity</b>	<b>(296,960.25)</b>	<b>(196,873.36)</b>	<b>(264,476.11)</b>	<b>(219,645.44)</b>	<b>(224,078.02)</b>	<b>(315,597.58)</b>	<b>(351,435.13)</b>	<b>(403,964.78)</b>	<b>(330,214.46)</b>	<b>(362,180.92)</b>	<b>(457,964.20)</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>2,074,742.20</b>	<b>2,215,110.12</b>	<b>2,118,770.91</b>	<b>2,228,430.80</b>	<b>2,199,782.47</b>	<b>2,147,865.96</b>	<b>2,157,417.87</b>	<b>2,142,635.80</b>	<b>2,240,095.17</b>	<b>2,245,954.61</b>	<b>2,113,652.16</b>

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

	May 19	Budget	Jul '18 - May 19	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
Program Revenue					
Patient Services					
4103 · Commercial Insurance	12,407.00	16,393.00	143,340.40	157,968.00	171,380.00
4102 · PPO	70,498.00	64,502.00	727,531.00	691,930.00	754,966.00
4100 · Public Dental Insurance	290,423.00	184,834.00	2,201,128.00	1,892,048.00	2,071,049.00
4106 · Private Pay	9,958.00	17,425.00	110,738.70	118,000.00	134,190.00
4101 · Affordable Scale	41,068.00	22,166.00	253,094.10	237,996.00	258,996.00
4104 · Farmworker	11,489.00	5,725.00	130,393.00	64,204.00	69,357.00
Total Patient Services	435,843.00	311,045.00	3,566,225.20	3,162,146.00	3,459,938.00
Uncompensated Care					
5020 · Prior Period Adjustment	17,941.29	(2,000.00)	42,061.38	(22,400.00)	(24,800.00)
5005 · Commercial Insurance	(3,221.82)	(555.00)	(30,109.32)	(5,348.00)	(5,802.00)
5004 · PPO	(30,558.20)	(24,292.00)	(287,965.35)	(260,586.00)	(284,326.00)
5009 · Public Dental Insurance	(223,679.50)	(122,171.00)	(1,500,953.89)	(1,253,057.00)	(1,371,383.00)
5006 · Private Pay	0.00	(5,250.00)	0.00	(26,250.00)	(31,500.00)
5007 · Affordable Scale	(18,669.80)	(7,591.00)	(98,454.30)	(81,501.00)	(88,692.00)
5003 · Farmworker Program	(5,426.00)	0.00	(78,145.50)	0.00	0.00
5002 · Hope Fund	0.00	0.00	(2,242.80)	0.00	0.00
5001 · Fee Adjustments	(4,085.40)	0.00	(52,943.84)	0.00	0.00
Total Uncompensated Care	(267,699.43)	(161,859.00)	(2,008,753.62)	(1,649,142.00)	(1,806,503.00)
Total Program Revenue	168,143.57	149,186.00	1,557,471.58	1,513,004.00	1,653,435.00
Donations and Incentives					
5100 · Donations	1,848.59	11,000.00	71,699.39	26,000.00	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		2,215.00	4,500.00	4,500.00
5106 · Other Events	11,390.47	0.00	23,082.08	9,000.00	9,000.00
Total Events/Fundraisers	11,390.47	0.00	25,297.08	13,500.00	13,500.00
5150 · Unrestricted Grants	0.00	62,500.00	675,000.00	687,500.00	750,000.00
5151 · Restricted Grants	9,160.00	0.00	423,435.00	0.00	0.00
5198 · less Temp. Restr. Grants/Donat,	(9,160.00)		(423,435.00)		
5199 · Net Assets Released from Restr	37,917.46	22,458.00	308,018.24	245,538.00	267,996.00
Total Donations and Incentives	51,156.52	95,958.00	1,080,014.71	992,538.00	1,108,996.00
Total Income	219,300.09	245,144.00	2,637,486.29	2,505,542.00	2,762,431.00
Gross Profit	219,300.09	245,144.00	2,637,486.29	2,505,542.00	2,762,431.00
Expense					
Direct Program Costs					
Personnel					
5250 · Direct Program Salaries	126,926.02	126,330.00	1,303,150.96	1,314,849.00	1,441,179.00
5260 · Payroll Taxes	9,507.00	9,490.00	97,235.71	101,718.00	111,208.00
5261 · Unemployment Taxes	91.96	1,364.00	11,994.12	13,846.00	15,210.00
5270 · Benefits	2,100.47	4,935.00	27,497.23	51,778.00	56,713.00
5275 · 401k Match	1,086.67	1,419.00	9,582.93	14,888.00	16,307.00
5278 · Worker's Comp.	1,209.85	1,394.00	12,653.09	15,154.00	16,548.00
5280 · Continuing Educ.	957.60	100.00	1,597.60	1,100.00	1,200.00
5281 · Licenses and Registrations	1,113.99	0.00	3,269.73	0.00	0.00
Total Personnel	142,993.56	145,032.00	1,466,981.37	1,513,333.00	1,658,365.00
5320 · Dental Supplies	5,228.51	12,179.00	117,598.67	123,384.00	135,040.00
5325 · Small Dental Equipment	0.00	170.00	0.00	1,776.00	1,938.00
5326 · Dental Equipment Repair	110.20	852.00	4,444.01	8,899.00	9,711.00
5330 · Lab Fees	8,427.96	9,084.00	83,710.86	89,713.00	98,421.00
5331 · Uniforms	0.00	0.00	985.56	800.00	1,600.00
Contracted Services					
5301 · Contract Employees	0.00	2,300.00	215.40	11,500.00	13,800.00
5303 · Sterilization Services	756.00	662.00	8,286.11	6,913.00	7,544.00
5304 · Pathogen Testing	0.00	0.00	0.00	0.00	0.00
5305 · Shredding	93.00	65.00	744.00	715.00	780.00
Total Contracted Services	849.00	3,027.00	9,245.51	19,128.00	22,124.00
Total Direct Program Costs	157,609.23	170,344.00	1,682,965.98	1,757,033.00	1,927,199.00
Indirect Costs					
Administrative Personnel					

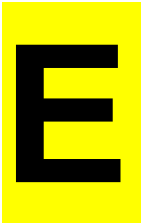
**SONRISAS DENTAL HEALTH, INC.**  
**Profit & Loss Budget Performance**  
May 2019

	May 19	Budget	Jul '18 - May 19	YTD Budget	Annual Budget
5450 · Salaries/Wages	45,197.93	44,209.00	410,448.97	471,299.00	515,508.00
5460 · Payroll Taxes, Admin/Mgmt	3,447.35	3,316.00	27,303.48	37,340.00	40,656.00
5461 · Unemployment Taxes	0.00	442.00	4,438.98	4,712.00	5,154.00
5470 · Benefits	178.13	3,095.00	13,358.81	32,995.00	36,090.00
5475 · 401k Match, Admin/Mgmt.	524.45	575.00	4,122.61	6,130.00	6,705.00
5478 · Worker's Comp.	350.96	350.00	3,211.86	3,850.00	4,200.00
Administrative Personnel - Other	8,584.66		13,640.44		
<b>Total Administrative Personnel</b>	<b>58,283.48</b>	<b>51,987.00</b>	<b>476,525.15</b>	<b>556,326.00</b>	<b>608,313.00</b>
<b>Business Taxes</b>					
5520 · Property Taxes	0.00	0.00	250.00	0.00	0.00
<b>Total Business Taxes</b>	<b>0.00</b>	<b>0.00</b>	<b>250.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Facilities Expenses</b>					
5600 · Auto Expenses	105.58	600.00	2,965.51	6,600.00	7,200.00
5610 · Building Maintenance	1,057.11	700.00	8,496.95	7,700.00	8,400.00
5611 · Janitorial Service	2,408.00	1,859.00	23,590.00	20,449.00	22,308.00
5670 · Rent	19,588.04	19,659.00	212,114.20	213,399.00	233,058.00
5672 · Phone / Internet	1,758.30	1,100.00	14,628.39	12,100.00	13,200.00
5680 · Utilities	2,369.30	2,200.00	27,065.82	24,200.00	26,400.00
<b>Total Facilities Expenses</b>	<b>27,286.33</b>	<b>26,118.00</b>	<b>288,860.87</b>	<b>284,448.00</b>	<b>310,566.00</b>
<b>Office Exp.</b>					
5502 · Claims Processing	144.50	120.00	1,351.60	1,320.00	1,440.00
5504 · Payroll Processing / BG Checks	772.06	500.00	9,827.72	5,900.00	6,400.00
5505 · Collection Agencies	0.00		41.30		
5616 · Patient Notification	255.00	500.00	5,154.75	5,500.00	6,000.00
5660 · Office Supplies	2,580.87	800.00	14,509.82	8,800.00	9,600.00
5665 · Postage and Shipping	330.00	150.00	3,171.87	1,650.00	1,800.00
5668 · Printing Costs	0.00	200.00	1,645.14	2,200.00	2,400.00
<b>Total Office Exp.</b>	<b>4,082.43</b>	<b>2,270.00</b>	<b>35,702.20</b>	<b>25,370.00</b>	<b>27,640.00</b>
<b>Equipment Expenses</b>					
5507 · Computer Support	5,151.49	3,500.00	39,777.67	38,500.00	42,000.00
5608 · Software Support	651.00	600.00	8,397.00	6,600.00	7,200.00
5630 · Office Equip. Maintenance	0.00	100.00	0.00	1,100.00	1,200.00
<b>Total Equipment Expenses</b>	<b>5,802.49</b>	<b>4,200.00</b>	<b>48,174.67</b>	<b>46,200.00</b>	<b>50,400.00</b>
<b>Insurance</b>					
5635 · Auto Insurance	610.48	450.00	6,715.28	4,950.00	5,400.00
5636 · Malpractice (Prof. Liab.)	1,114.00	420.00	5,280.60	4,620.00	5,040.00
5637 · Liability & Property	992.83	925.00	10,520.80	10,175.00	11,100.00
5638 · Directors & Officer Liability	280.50	300.00	2,999.50	3,300.00	3,600.00
<b>Total Insurance</b>	<b>2,997.81</b>	<b>2,095.00</b>	<b>25,516.18</b>	<b>23,045.00</b>	<b>25,140.00</b>
<b>Outsourced Services</b>					
5503 · Consultants	0.00	100.00	468.00	5,600.00	5,700.00
5508 · Professional Fees	0.00	0.00	4,530.00	200.00	200.00
<b>Total Outsourced Services</b>	<b>0.00</b>	<b>100.00</b>	<b>4,998.00</b>	<b>5,800.00</b>	<b>5,900.00</b>
<b>Fundraising Expenses</b>					
5632 · Fundraising Expenses	631.12	600.00	19,695.22	2,590.00	2,700.00
5633 · Fundraising Consulting	0.00	4,000.00	24,704.75	44,000.00	48,000.00
<b>Total Fundraising Expenses</b>	<b>631.12</b>	<b>4,600.00</b>	<b>44,399.97</b>	<b>46,590.00</b>	<b>50,700.00</b>
<b>Fees and Interest</b>					
5605 · Service Charges	0.00	75.00	0.00	825.00	900.00
5641 · Finance Charges	307.79	0.00	920.09	0.00	0.00
5642 · Loan Interest	5,062.11	4,800.00	55,482.50	52,800.00	57,600.00
5650 · Merchant Processing	757.63	838.00	8,619.19	8,750.00	9,548.00
<b>Total Fees and Interest</b>	<b>6,127.53</b>	<b>5,713.00</b>	<b>65,021.78</b>	<b>62,375.00</b>	<b>68,048.00</b>
5615 · Depreciation Expense	22,300.88	24,279.00	243,777.68	263,069.00	287,348.00
5618 · Dues, Fees & License	265.72	0.00	2,099.22	2,800.00	2,800.00
5620 · Employee Goodwill	705.54	200.00	2,287.18	2,200.00	2,400.00
5639 · Recruitment Expense	208.07	250.00	1,973.94	2,750.00	3,000.00
5648 · Marketing Expense					
5651 · Outreach	349.26	833.00	439.26	9,163.00	9,996.00
5648 · Marketing Expense - Other	60.00	5,000.00	38,537.59	64,000.00	69,000.00
<b>Total 5648 · Marketing Expense</b>	<b>409.26</b>	<b>5,833.00</b>	<b>38,976.85</b>	<b>73,163.00</b>	<b>78,996.00</b>
<b>Meeting &amp; Travel Expenses</b>					
5676 · Travel Costs	0.00	150.00	37.35	1,650.00	1,800.00
5677 · Meals	0.00	50.00	19.18	550.00	600.00

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

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	May 19	Budget	Jul '18 - May 19	YTD Budget	Annual Budget
5678 · Mileage	0.00	50.00	1,865.65	550.00	600.00
Total Meeting & Travel Expenses	0.00	250.00	1,922.18	2,750.00	3,000.00
Total Indirect Costs	129,100.66	127,895.00	1,280,485.87	1,396,886.00	1,524,251.00
Total Expense	286,709.89	298,239.00	2,963,451.85	3,153,919.00	3,451,450.00
Net Ordinary Income	(67,409.80)	(53,095.00)	(325,965.56)	(648,377.00)	(689,019.00)
Other Income/Expense					
Other Income					
6120 · Interest Income	9.34	0.00	28.13	0.00	0.00
6121 · Dividends	341.29	150.00	3,508.46	1,650.00	1,800.00
6130 · Other Income	33.35	0.00	3,635.32	0.00	0.00
Total Other Income	383.98	150.00	7,171.91	1,650.00	1,800.00
Total Other Income	383.98	150.00	7,171.91	1,650.00	1,800.00
Net Other Income	383.98	150.00	7,171.91	1,650.00	1,800.00
Net Income	(67,025.82)	(52,945.00)	(318,793.65)	(646,727.00)	(687,219.00)



Grant / Fundraising Status (FY19)							
July 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	No	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	No	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	*AAPD - American Academy of Pediatric Dentistry
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 Smiles, Healthy Children (AAPD*)	12/20/2018	\$ 20,000	SM/CS	Children	1 year	Yes	
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	
	<b>Total</b>	<b>\$ 876,500</b>					
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
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
Peninsula Health Care District	10/25/2018	\$ 1,300,000	\$ 223,000	\$ 1,077,000	Jan 19-Jun 20	ATC	SM
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 Foundat	2/26/2019	\$ 40,000	\$ 40,000		Feb 19-Sept 19	ATC	CS
Philanthropic Ventures Foundation	4/23/2019	\$ 5,000.00	\$ 5,000.00		Private Donation	ATC	SM/CS
Greenspan Foundation	5/28/2019	\$ 1,000.00	\$ 1,000.00		Private Donation	ATC	SM/CS
Exxon Mobile	5/29/2019	\$ 500.00	\$ 500.00				
Healthy Smiles, Healthy Children (AAPD*)	6/28/2019	\$ 20,000.00		\$20,000	July 19-Jun 20	School Screenings and treatment	SM/CS
	<b>Total</b>	<b>\$ 2,604,500</b>	<b>\$ 1,327,500</b>	<b>\$ 1,277,000</b>			

Grant / Fundraising Status (FY19)							
July 2019							
ACCOUNTING REPORT: GRANTS/DONATIONS AVAILABLE IN FY19 (Cash Rec'd)	Jul-18			Jul-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	\$ 117,935.00	\$ 85,302.25	\$ 60,113	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	\$ 29,170.00	\$ 5,830	10/01/2018-9/30/2019	General Support	SM/CS
Dignity Health Sequoia Hospital	\$ -	\$ 20,000.00	\$ 11,669.00	\$ 8,331	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	\$ 75,000.00	\$ -	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 Foundat	\$ -	\$ 40,000.00	\$ 40,000.00	\$ -	Unrestricted	ATC	CS
Philanthropic Ventures Foundation	\$ -	\$ 5,000.00	\$ 5,000.00	\$ -	Unrestricted	Uncompensated Care	SM/CS
Total	\$ 80,369	\$ 485,610	\$ 432,887	\$ 133,092			
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							
Dignity Health Sequoia Hospital							
Wells Fargo							
George H Sandy Foundation							
Sand Hill Foundation							
Cisco Grant Program							
DentaQuest							
Kaiser Health							
Genentech							





# Sonrisas Dental Health



Federally Qualified Health Center Contract with  
San Mateo Medical Center (SMMC)



# Which Denti-Cal Patients?

- Referrals will be made by San Mateo Medical Center (SMMC)
  - Randomly assigned from their waiting list
- Sonrisas will remain dental home for our current Denti-Cal patients
  - With start of SMMC contract, Sonrisas will no longer take new Denti-Cal patients from waitlist



# Clinical and Operational Details

- Sonrisas will provide comprehensive dental care for referred patients from SMMC
  - Sonrisas responsible for dental emergencies
  - Complex procedures can be referred to UCSF, UoP, Western Dental and occasionally to SMMC with proper referral protocol
- All referrals and documentation of treatment will be done in SMMC system (eCW)
  - County will provide training on the system
- Quarterly time studies required for dentists
- No need to confirm patient eligibility or complex billing

# Financial Details

- Sonrisas will be paid \$290 per patient visit.
  - No Care Coordinator time will be needed to confirm patient eligibility for services
- Three year contract for \$500,000
  - Contract size estimated with Sonrisas providing 50 dental visits to SMMC patients a month
  - Renegotiation of contract maximum possible if Sonrisas delivers more services
- Agreement dates 9/1/19 to 8/30/22
  - If approved by Board of Supervisors in August meeting

