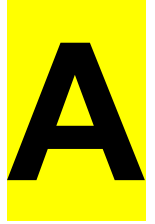




**Board Meeting
February 20th, 2020, 6:30 PM
San Mateo Center Board Room**

AGENDA

- | | |
|---|-------------|
| 1. CALL TO ORDER AND ROLL CALL – Chair Taverner | TABS |
| 2. MISSION MOMENT – Dr. Bonnie Jue | |
| 3. PUBLIC COMMENTS | |
| 4. APPROVAL OF BOARD MINUTES: January 16, 2020 | A |
| 5. CEO REPORT – CEO Fecher | B |
| A. Progress Against Key Initiatives: | |
| a. FQHC County Partnership | |
| b. Key Performance Indicators | |
| i. Production | |
| ii. Collections | |
| iii. Case Acceptance Rate | |
| iv. Cancellation/No-Show Rates | |
| c. School Screenings | |
| 6. CFO REPORT – CEO Fecher | C |
| A. Proposed new accounting system | |
| 7. UNAUDITED FINANCIALS FOR December '19 and Q1/Q2 Analysis – Ms. Wang | D |
| 8. FUNDRAISING – CEO Fecher | E |
| A. Funder Relationships | |
| a. Visit with Bill Sommerville | |
| B. Board Match for Coastsides Gives | |
| C. Grant Matrix | |
| 9. SONRISAS MARKETING REVIEW – CEO Fecher and Ms. Barnard | |
| A. Marketing Project Plans | |
| a. 24 Hour Fitness Marketing Buy | |
| 10. SUGGESTED AGENDA ITEMS FOR NEXT MEETING (March 19) – Chair Taverner | |
| 11. ADJOURN | |





Board Meeting Minutes
January 16th, 2020, 2019, 6:30 PM
San Mateo Center Board Room

1. **CALL TO ORDER:** Vice Chair Galligan called the meeting to order at **6:30**
 - **ROLL CALL—Present:** Vice Chair Helen Galligan, Secretary Clyde Hinshelwood, Director Larry Cappel, and Director Sheryl Young. **Also present:** CEO Tracey Carrillo Fecher, CFO Cheryl Fama, Development Director Maura LaBaron-Hsieh, Sr. Accountant Tina Wang, Administrative Assistant Libby Barnard. **Absent:** Chair Nigel Taverner, Director Rick Navarro, Director Liz Dodge.
2. **MISSION MOMENT** – CEO Fecher shared a story about a child who benefited from Sonrisas’ Hospital Dentistry Program for Children. Diego came to the US from Central America. After arriving, Diego’s school realized that he was suffering from dental pain. Referred from the school, his father called Sonrisas and Diego was able to be seen the next day. Dr. Lee, the pediatric dentist referred him for hospital surgery. 12 teeth extractions and 8 crowns later, Diego’s pain subsided and, he has a better chance at success in his new country. The father expressed thankfulness to have this resource available in the community, especially in his own language. CEO Fecher noted that this is one story of many that the Administrative Assistant and newly hired Director of Development will be collecting so that Sonrisas can share its impact with potential funders and the community at large.
3. **PUBLIC COMMENTS:** No Public in Attendance
 - Secretary Hinshelwood invited board members to join him in his home for a “practice Paella dinner” on April 4th, in preparation for the Cooking for a Cause event on April 17th, 2020.
4. **APPROVAL OF BOARD MINUTES:** *Director Cappel motioned to approve the minutes for the November 21, 2020 board meeting as written. Secretary Hinshelwood seconded and the minutes were approved unanimously. 4/0/0*
5. **CEO REPORT** – CEO Fecher
 - Coastside August Incident Update: **CEO Fecher** reported that several patients requested reimbursement for blood test following the Coastside sterilization incident, and there may be subsequent requests for follow up blood tests. In addition, the dental board visited the clinic and has sent a follow-up letter that there were no findings for the associated complaint. **Director Cappel** asked what costs have been incurred so far. **CEO Fecher** shared it has been \$300 to date, which Sonrisas has paid to SMMC directly on behalf of the patients affected by the incident.
 - **CEO Fecher** thanked PHCD for supporting the reconfiguration of the office space. The project will be complete by the end of the month.
 - **Director Cappel** asked about Sonrisas’ Payroll and 401K vendor. SDH uses ADP and CEO Fecher is researching if there is another vendor who would be a better fit for Sonrisas with a 401K plan. **Secretary Hinshelwood** recommended two payroll vendors to review.
 - After reviewing cash flow, Sonrisas chose to not take the November grant installment from PHCD. Cash flow will be reviewed on a quarterly basis moving forward.
 - **FQHC County Partnership:** Four patients were seen in December. The referral process was changed in January. Sonrisas will now receive direct referrals that have not been screened by



SMMC. In response to Director Galligan's inquiry about January scheduling, **CEO Fecher** explained that Sonrisas will see more patients in January while building up to targeted 50 visits per month. During the beginning period of the FQHC pilot, patients are being scheduled with a gap between appointments to allow the providers to become comfortable with the county's complex EMR. **CFO Fama** asked how this compares to the farmworker program and whether it's possible to calculate how the program covers the costs of providing the services. **CEO Fecher** responded that while Sonrisas will receive more than they would from Medi-Cal Dental, it will take review in the first months of how the write off for services delivered compares to other funding streams. **Director Cappel** further noted that it's important to know the cost and reimbursement relative to the other books of business. **CFO Fama** and **CEO Fecher** agreed that this program would be separately reported on in the financials to track the progress of this program. **Director Young** recalled that there had been a prior agreement to review the accounts receivable aging report, which documents the collection of patient account balances and their age, quarterly with board members. **CEO Fecher** will schedule the review and report back to the board.

[Director Liz Dodge arrived at 6:47]

- **Director Cappel** asked whether Sonrisas had received Tobacco Tax payments since July. He shared that he confirmed with a colleague that the state has released funds to county health medical intermediaries, but some have not released those funds to providers. **Ms. Wang** confirmed that Sonrisas receives these funds directly from the state.
- **Key Performance Indicators**
 - **Production:** **CEO Fecher** reported on dentist and hygienist production. Overall November production was on target, with Coastsides numbers being lower than San Mateo's. She attributed this to higher cancellation rates at that clinic and the dental provider supervising the resident. Additionally, dentist production is affected by dentists in both clinics providing lower cost procedures such as cleanings and SRPs, which could be completed by a hygienist. **CEO Fecher** is looking at ways to collect better data on provider workdays and will continue to track provider production trends.
 - **Broken/No-Show Rates:** **CEO Fecher** reported on no-show (also known as broken) appointment rates for both clinics. Broken appointments rates are higher at Coastsides. Appointments are less likely to be broken with automated reminders via text, email and phone call through Lighthouse. **Director Cappel** asked if there were other reasons for broken appointments. **CEO Fecher** listed transportation, work conflicts, and forgetting an appointment as contributing factors. She is going to also run a report on how many hours were unscheduled, which will indicate if broken appointments were able to be rescheduled with a patient. **CEO Fecher**, along with the Dental Director and Center Director, will be meeting with Dr. Bateman for additional insights into the high number of broken appointments at Coastsides.
 - **School Screenings:** The CEO of Sequoia Healthcare District arranged a meeting with the Redwood City School District, SDH and Ravenswood to develop a proposal and possible partnership to provide screenings in the Redwood City school district. Sonrisas was pleased to hear from the Director of Health and Wellness at the district that they would like SDH to continue to work with them on oral health screenings in the district, expanding the screenings



to additional district schools. The goal is to provide a warm hand off from screening to follow-up care coordination, ensuring the children screened have a dental home.

- **The Annual Report** that recently went out to SDH's mailing list received positive feedback from Supervisor Don Horsley, who requested a tour of the Farmworker mobile clinic in Pescadero at the end of January.

6. CFO REPORT

- **CFO Fama** shared copies of the recent financial audit, noting that she is waiting for a response on how this report can explain the district contribution to potential grant funders for SDH. **Director Young** suggested including an explanation of fund allocation. Along with the aging of accounts, **CFO Fama** will be researching the pattern of fluctuation with the current tobacco rates. Additionally, she will be teaming up with Sonrisas' accountant to devise back-up documentation for write-offs.

7. UNAUDITED FINANCIALS for November '19

- Sonrisas' net patient revenue in November was \$184K, with 873 visits, which is 37 visits under budget. During this month SDH received an in-kind donation of dental supplies worth \$46K. Direct expenses were over budget due to quantity of dental supplies ordered. However indirect expenses were better than budget by \$23K. Net income for November was -\$59K, having forgone the month's grant payment from PHCD. YTD is \$196K better than budget, and cashflow is also better than budget by \$197K, making Sonrisas' cash position strong.
- **Ms. Wang** reported an addition to the dashboard, comparing patient visits in the current months with previous YTD budgets, in each category and both centers. **CEO Fecher** highlighted that this data will show the performance of each category over time. With the concern about affordable scale dropping, she plans to strategize some marketing for that option. **Vice Chair Galligan** asked what Sonrisas is doing with senior discount (62+). **CEO Fecher** responded that the SDH leadership team had just decided to increase the percentage discount from 10% to 15% to differentiate SDH since most dental offices offer a 10% discount to seniors.

8. FUNDRAISING

- **Sonrisas' newly hired Director of Development** Maura LeBaron-Hsieh reported on the development goals for remainder of the fiscal year. Ms. LeBaron-Hsieh's goal is to meet the development budget, with a stretch goal of exceeding those targets. Already the team has raised \$240K in grants and is on target to meet last year's performance of \$341K. She noted that most donations ranging from \$500 to \$20K historically come in after January 1st. Sonrisas' current YTD individual donor performance is \$8,964, which is lower than the previous YTD due to two \$6k donor advised fund contributions that did not come in, though SDH ended the calendar year of 2019, \$2.6k ahead in small donations.
- **Upcoming Activities** include creating infrastructure to manage and maintain relationships and with a goal of adding 20-40 new individual donors. In addition, she is implementing a sponsorship program to develop 10 sponsors in FY20. **Ms. LeBaron-Hsieh** will also create a database for our community partners to be able to share Sonrisas' story better.



- **Tracking** was also included in her report. **Ms. LeBaron-Hsieh** notes that she will be tracking not only donor numbers and dollar amounts, but also contact data, such as numbers of emails opened and rates of unsubscription to see how well the organization is reaching contacts.
- **Suggestions from Board Members: Secretary Hinshelwood** recommended to make the ask to existing donors and he suggested reaching out to the Lion's Club of HMB and a campaign around hosting parties and get togethers, targeted at fundraising. In addition, for the school boards that SDH is partnered with, **Secretary Hinshelwood** advised asking that parents of students be informed about Sonrisas' services. Lastly, he suggested getting in touch with former dental residents at Sonrisas to become ambassadors for the Sonrisas mission. **Director Young** commended Ms. LeBaron-Hsieh's roadmap and work and recommended making sure that any resources for community partners are easily accessible. Director Young encouraged proactive stewardship of recent donations and a plan for stewardship following the Paella Dinner in April. **Director Cappel** recommended approaching the local city governances, as well as larger corporations sharing how Sonrisas is part of the community, provides services to their community, and requesting that the Cities consider granting SDH funds for the work done in their community. **Vice Chair Galligan** advised approaching some of the Catholic parishes and other religious institutions that might be aware of individuals in need of an accessible dental facility with an affordable scale.
- **Sunlight Giving Site Visit: CEO Fecher** reported that the foundation does not have funds for large projects, but SDH is a fit for their grant portfolio. They fund general operations and their application process is straightforward as well as has simple reporting requirements. The representative who visited advised that Sonrisas could expect to receive a grant of \$30-50k if approved by their board, based on how many SDH serves in their target population. **CFO Fama** inquired whether SDH should reach out to Bothin, to which **CEO Fecher** responded that SDH is in the off year for funding. **Director Young** recommended reaching out to the grant manager to maintain that relationship.
- **CEO Fecher** floated the possibility of having a follow up meeting with Healthy Community Collaborative to thank all generous grants. **CFO Fama** suggested hosting a wine and cheese at the San Mateo Center so they can see Sonrisas.

9. BOARD NOMINATION COMMITTEE (BNC)

- **Nomination of New Board Members: Director Young** reviewed the board candidate criteria. She reported that the committee is in process of contacting potential candidates. They will be introducing them to Sonrisas, giving a tour of services, and vetting them to see if they are a fit for the culture of the board.
- **Board Effectiveness: Director Young** asked the board to approve a motion to add the responsibility of board effectiveness to the BNC, which would promote an active, working board. Currently this responsibility is defaulted to the board chair, Nigel Taverner, who recommended that this task should be overseen by a committee to ensure better governance.
 - **Direct Young** motioned that the BNC assume board effectiveness as a responsibility. The motion was seconded by **Vice Chair Galligan** and unanimously approved. 5/0/0

10. SUGGESTED AGENDA ITEMS FOR NEXT MEETING (February 20) – **CFO Fama** extended an invitation for PHCD's Annual Community Partner Event on Wednesday, January 29th.



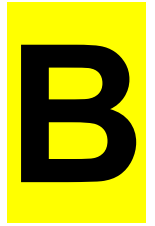
11. Meeting was adjourned at **8:08 pm**

Written By

Libby Barnard

Signature

Chair, Nigel Taverner





DATE: February 20, 2019

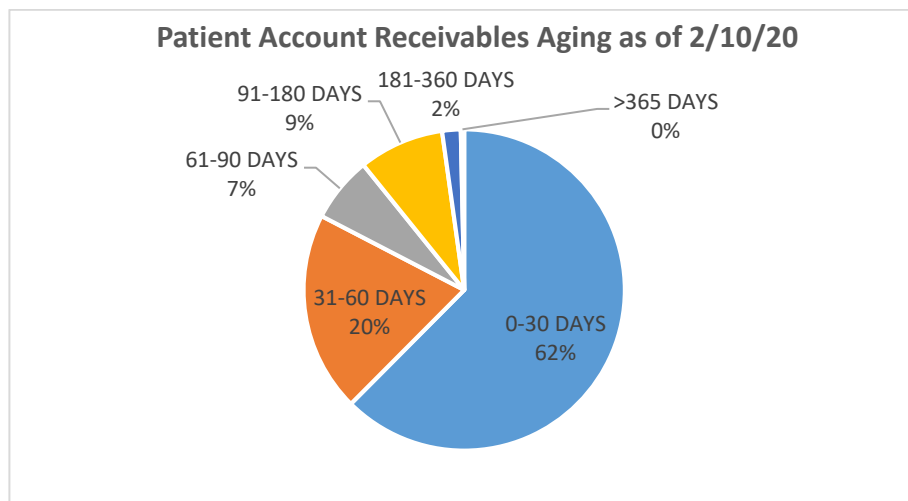
TO: SDH Board of Directors

FROM: Tracey Fecher, CEO

RE: **CEO Monthly Report**

1. Overall Operations

- The project to add staff desks, storage and improved sterilization equipment in the office is 80% completed. The new cubicles and storage improvements are complete and came in under the amount budgeted. Within the next two weeks, the sterilization equipment (dishwasher and autoclave) will be installed and the hospital cart will arrive.
- At the January board meeting, Director Young asked if a quarterly patient Accounts Receivable (A/R) aging meeting was being held by key staff as recommended by WipFLi in January 2019. These meetings have not been held consistently since CEO Fecher joined Sonrisas Dental Health. A review of the WipFLi recommendations and patient A/R is outlined below:
 - The WipFLi recommendation was that 80% of Patient A/R be outstanding less than 60 days and that not more than 5% in excess of 120 days from date of service.
 - The current patient A/R report from Open Dental shows that 83% of A/R is 60 days or less, 15% is between 91 and 180 days and 2% greater than 180 days.
 - The internal team (Center Director, Billing Specialist, Dental Director, Senior Accountant and CEO) will be meeting in Feb and quarterly thereafter to discuss patient A/R and ensuring that policies and procedures are being followed at each center.



- Director Cappell asked if SDH has received Tobacco tax checks since July 2019. CEO Fecher asked the Billing Specialist and Center Director if our payment statements from Medi-Cal Dental show the Tobacco Tax reimbursements. A representative explanation of benefits (EOB) statement has been

provided to CEO Fecher and it shows the associated increase in payment, which can be identified by code 505 and 505A. The EOB will be available at the board meeting for any board members who would like to review it.

- The incentive checks from Denti-Cal were received for seeing pediatric patients. The increase in the incentive amount for both centers between 2018 and 2019 was \$10,300.
 - In 2019, new pediatric dentist joined in San Mateo and has been increasing her days. The pediatric dentist at the Coastsides Center has been ramping down her in clinic days and will no longer be providing services in that clinic. The management team is discussing ways to add pediatric capacity to Coastsides with a productive schedule for a pediatric dentist.

| | San Mateo Center | Coastsides Center |
|--------------------------|-------------------------|--------------------------|
| 2018 | \$29,500 | \$10,500 |
| 2019 | \$40,800 | \$9,500 |
| Increase/Decrease | \$11,300 | -\$1,000 |

- CFO Fama asked at the last board meeting if an explanation was needed for SDH grant funders with the current audit that shows the write-off of the rent and loans to SDH from the Peninsula Health Care District. The concern is that if funders do not go to the notes, they will think that PHCD supports uncompensated care at a higher amount than actual. CEO Fecher added a highlight to the audit that directs readers to see Note 4 on page 10 of the audit.
- Budget Planning for FY 21 will begin with the SDH management team in March. Extensive planning for staffing, including the creation of clinical personnel salary scales will be a part of the process. The management team will review budget planning outcomes with the board at the April 2020 meeting.
- Dr. Bonnie Jue and CEO Fecher met with the Golden Gate Regional Center (GGRC) to discuss becoming vendorized with them to provide dental services to their consumers. As the payor of last resort, GGRC will contract with dental providers to serve individuals in their system who are not able to get their dental needs met in other care systems. In particular, GGRC is interested in exploring sedation dentistry at the hospital and in the SDH clinic for their consumers.

2. FQHC Partnership

- There were 29 FQHC visits in January at SDH. The two FQHC providers, Dr. Rothstein and Dr. Wu are now able to utilize the SMMC electronic health record for most of what is needed to support patient visits. Additional training is still required in certain areas, such as scanning patient consents into the EHR system. Training will be completed in February on-site at SDH.
- The SMMC Dental Director has completed proctoring the two SDH providers who are treating FQHC patients. This is a requirement of the SMMC credentialing process.
- In early February, SDH signed a Business Associates Agreement with SMMC to cover HIPPA requirements. The signed agreement will alleviate concerns SMMC had about their patient's data being in Open Dental.
 - SMMC patient data has been entered into Open Dental to facilitate scheduling the SDH operatories as well as to track the procedures and Usual, Customary and Reasonable (UCR) rates that providers are completing for FQHC patients. That data will allow SDH to manage Key Performance Indicators as well as assess the financial impact of the contract. SMMC had concerns about patient accounts not being zero and the possibility of a bill being dropped to a patient from the system. All FQHC patient accounts in Open Dental have been set to zero with a write off so if a bill were to go out, it would have a zero balance.



- Dr. Rothstein will be adding a dental hygienist to his FQHC day as soon as there are enough new patients to warrant it. The additional provider will increase the number of FHQC patient visits.
- The SDH Board of Directors has previously discussed going back to a San Mateo County Board of Supervisors meeting to thank them for their support of the contract and to share progress to date. When does the SDH board recommend we do this?

3. Key Performance Indicators

- Industry standard for dental production at usual, customary rates for a hygienist per day is \$1500 and for a dentist is \$3500-\$4000/day.

| Month January | | | | |
|--|---------------------|------|--------------------------------------|----------------|
| San Mateo Center Production by Day for Hygienist and Dentists | | | | |
| | Total Production | FTE | Total Days Worked by Providers | Production/Day |
| Hygienist Production | \$46,191 | 1.15 | 25.00 | \$1,848 |
| Dentist Production | \$226,114 | 2.50 | 57.50 | \$3,932 |

| Half Moon Bay Production by Day for Hygienist and Dentists | | | | |
|---|---------------------|------|--------------------------------------|----------------|
| | Total Production | FTE | Total Days Worked by Providers | Production/Day |
| Hygienist Production | \$14,705 | 0.40 | 9.00 | \$1,634 |
| Resident Production | \$35,660 | 1.00 | 21.50 | \$1,659 |
| Dentist Production | \$72,519 | 1.05 | 22.00 | \$3,296 |

- No-Show (Broken) Appointments: Below are draft KPI data for broken (also called no-show or missed) appointments for both clinics for the last five months.
 - The Center Director, Dental Director and CEO Fecher met with Dr. Bateman, the primary dentist at the Coastsides clinic to discuss the high number of broken appointments. The suggestions were as follows:
 - Consider rescheduling appointments that are not confirmed by noon the day before they are scheduled.
 - Have the Care Coordinator call 2 days before and then again 1 day before appointments to confirm.
 - The numbers in the table below come from an Open Dental report. A visual count of broken appointments in the calendar view of Open Dental was completed; and the numbers in the table below do not match visual count. A review of the queries that generate the reports will be

completed to determine what needs to change in the query and/or in how the Care Coordinators are marking broken appointments to ensure the numbers are correct.

| | <u>San Mateo Clinic</u> | | <u>Coastside Clinic</u> | |
|--------------|--------------------------------|--------------------------|--------------------------------|--------------------------|
| Month | # Provider Days | # Broken Appoint. | # Provider Days | # Broken Appoint. |
| September | 72 | 65 | 48 | 71 |
| October | 79 | 68 | 46 | 66 |
| November | 64 | 48 | 44 | 53 |
| December | 66 | 61 | 42 | 57 |
| January | 82.5 | 49 | 52.5 | 68 |

- Additional KPIs (Collections, Case Acceptance Rate, Cancellations) will be added to the CEO report as they are measured, and improvements are made by the team.

4. School Screenings

- Sonrisas kicked off National Children's Dental Health month with a successful screening at Hatch Elementary School in Half Moon Bay on February 7th. We screened 69 Transitional-Kindergarten (TK) and Kindergarten students. Sixteen children presented with dental decay, one of which was urgent.
- We have a full schedule of school screenings planned this Spring for an anticipated number of screening 1,165 students at 12 schools in 6 school districts.
- We welcome additional help from community volunteers (yellow and red highlighted dates below particularly need extra help).

| DATE | SCHOOL | # of Students | Address | # of add'l volunteers needed (as of 2/17/2020) |
|-------------|---------------------------------------|----------------------|--|---|
| 2/7/2020 | Hatch | 69 | Completed | |
| 3/6/2020 | El Granada | 130 | 400 Santiago Ave, Half Moon Bay | (Foothill) |
| 3/11/2020 | Allen Preschool | 120 | 875 Angus Ave W, San Bruno | 3 assistants |
| 3/13/2020 | K12 SPED (students with disabilities) | 60 | El Portal/Palos Verdes Campus 1290 Commordore Dr, West, San Bruno | (Foothill) |
| 3/25/2020 | Belle Air Preschool | 98 | 450 3rd Ave, San Bruno | 1-2 assistants |
| 3/27/2020 | Farallone View | 97 | 250 Laconte And Kanoff, Montara | 1 assistant |
| 4/3/2020 | Hoover (2) | 70 | 701 Charter St, Redwood City | |
| 4/22/2020 | Belle Air Elementary | 88 | 450 3rd Ave, San Bruno | 4 screeners, 4 assistants |
| 4/24/2020 | Hoover (Tk, K, 1) | 140 | 701 Charter St, Redwood City | (Foothill) |
| 4/29/2020 | Allen Elementary | 75 | 875 Angus Ave W, San Bruno | 1 screener, 1 assistant |
| 5/1/2020 | Pescadero | 95 | 620 N St, Pescadero | 1-2 assistants |
| 5/6/2020 | Lomita Park | 123 | 200 Santa Helena Ave, San Bruno | 2 screeners and 2 assistants |
| 5/8/2020 | Bayshore ? | | 155 Oriente St, Daly City | |



- Below are the outreach numbers for July to December 2019.

| School Screenings | | |
|------------------------------|-------------|---------|
| | Annual Goal | Actuals |
| # Children Screened | 700 | 101 |
| # Screened, also received CC | 500 | 101 |
| # Fluoride Varnish | 300 | 64 |
| # Schools | 7 | 2 |
| # Districts Served | 5 | 2 |
| # Health Education Only | 300 | 305 |
| # Sealants | 30 | 27 |

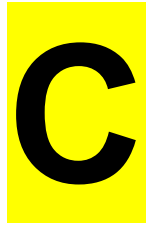
| SENIORS | | |
|---------------------------|-------------|---------|
| | Annual Goal | Actuals |
| # Seniors screened/served | | 31 |

| Event Data | | |
|-----------------------------------|-------------|---------|
| | Annual Goal | Actuals |
| Mobile Service Visit (Public) | | 5 |
| Mobile Service Visit (Commercial) | | 1 |
| Community Events (Public) | 4 | 8 |
| Community Events (Commercial) | 4 | 4 |
| Oral Health Presentation | 4 | 1 |
| # Outreach "touches" | 1000 | 593 |

| VOLUNTEERS | | |
|---|-------------|---------|
| | Annual Goal | Actuals |
| # Volunteers recruited for community activities | 20 | 25 |
| # Volunteer hours | 100 | 84.75 |

5. Strategic Partnerships

- HPSM, through the Children's Health Initiative, has offered financial support to build out one or two more operatories at SDH. If funding was provided for this, SDH would have to commit to seeing more pediatric patients. CFO Fama and CEO Fecher have a meeting with Pat Curran to discuss the opportunity further. The SDH management team will also need to determine what additional staffing would be needed to increase pediatric visits and their financial impact on SDH.
- Supervisor Don Horsley visited the Pescadero mobile clinic at the end of January. He brought two of his staff members, including his chief of staff. The director of the Homeless and Farmworker program at SMMC and one of his team members also attended the visit. The feedback from the Supervisor and others who attended was positive. Supervisor Horsley would like to visit the San Mateo Clinic. This will be arranged at a time Dr. Bonnie can be in attendance.





DATE: February 13, 2020

TO: SDH Board of Directors

FROM: Cheryl Fama, CFO

RE: Board Report

Sorry to have to miss the February Board meeting due to an Association of Healthcare District's meeting in Sacramento. Tracey is prepared to provide updates on the strategic initiatives and financials and probably most everything else; however, don't hesitate to let me know if you have any questions.

- 1) **PHCD New Accounting System Proposal:** We are seeking approval to include SDH in the District's upgrade. Memo and detail attached.
- 2) **Latest from Sacramento:** Notes from the Oral Health Coalition Core Team meeting: Webinar on oral health issues for foster care kids.
 - [Late] Notice of a Medi-Cal Stakeholder teleconference on 2/27/20.
 - Oral Health Specific Budget Proposals
 - Other proposed budget impact items
- 3) **Health Plan of San Mateo Children's Health Initiative Oversight Committee Action:** Committee is recommending approval to the HPSM Board for a \$210,000 grant to support two dental operatories at NEMS Daly City clinic and outreach activities to address access issues for children in the north county. Tracey and I are exploring funding opportunities for SDH.
- 4) **PHCD team member Stephanie Arevalo-Rodriguez's new position:** Attached is the description of Stephanie's new role. Included in her duties will be support to SDH on facilities, marketing, office systems and media coordination.



DATE: February 20, 2020

TO: SDH Board of Directors

CC: Cheryl Fama

FROM: Vickie Yee, PHCD CFO

RE: **New Accounting System Proposal**

Background

Over the past 2 1/2 years, the District has added three health-related business entities to its portfolio – Sonrisas, The Trousdale assisted living/memory care community and the PHCD Health & Fitness Center. This has added volume and complexity to the activities and management of accounting services for the District and requires a financial system with greater capacity than the QuickBooks software currently in place at both PHCD and SDH. I proposed to the District board and they approved for FY 2020, the purchase and implementation of a new new accounting system called Sage Intacct. I am excited to report that a contract has been negotiated and we are preparing to start implementation March 1, 2020 to be ready to run on the new system by July 1 to start the new fiscal year.

Proposal to the Sonrisas Board:

I am requesting SDH Board approval to include Sonrisas accounting as part of this new software upgrade. It will provide operational efficiencies, robust and flexible chart of account opportunities for better tracking and access to timely reports for senior management.

What is Sage Intacct:

Sage Intacct is a cloud-based accounting software that can help Sonrisas streamline accounting processes, provides program and center-based reporting, efficiently allocates overhead to the centers, pulls audit and tax information with ease, and allows the District CFO access to financial data to support SDH's senior accountant. The software works with "dimensions" which means it can capture data from multiple angles and be able to run reports on specific criteria; for example, Sonrisas will be able to track expenses related to a specific grant. Because it is cloud-based, it does not run into storage capacity issues. It can attach invoices and other documents to make audits much easier without going through files and boxes to find them. The system can also incorporate nonfinancial data in reports such as number of patients served. The Sage Intacct automation feature can reduce input time by importing bank transactions daily and clears transactions that have been entered, streamlining the bank reconciliation process. It will reduce manual processes and improve the timeliness of the month-end close.

Cost to Sonrisas:

The cost of implementation is \$17,800 and will be covered by the District. Total on-going subscription cost is \$10,503 annually, which we are proposing Sonrisas pay 40% or \$4,201 annually (\$350/mo). The implementation will take 15 weeks and approximately 4-6 hours a week of SDH senior accountant's time and includes training and a pass to the 2020 conference in October for additional training and one-on-one support.

ACTION REQUESTED: Approval to upgrade the SDH Accounting System to Sage Intact and 40% of the annual subscription fee.

Armanino Solutions, LLC Investment Summary
Peninsula Health Care District

Date Prepared

1/27/2020

Term Length

Year 1: 15 Months (3 free months at beginning of subscription)

Future years: 12 Months

Expires

1/31/2020

Provision Date: 3/1/2020, Subscription Start Date: 6/1/2020

| Product name | Description | Qty | Each | Annual Fee |
|---|--|-----|---------|------------|
| Intacct Financial Management (for a Single Business Entity) | Intacct Financial Management includes the following - General Ledger, Cash Management, Purchase Order, Accounts Payable, Order Entry, Accounts Receivable, Standard Reports, Dashboard, and Customization Services. | 1 | \$5,220 | \$5,220 |
| Each Additional Business Entity | Adds additional Business Entities. A Business Entity represents a separate Operating Unit. Includes basic multi-entity rollup. | 2 | \$690 | \$1,380 |
| User License - Business User (minimum 1 required) | Adds additional users with unlimited access rights to all applications. Can be restricted based on permissions assigned by an Administrator. | 2 | \$2,640 | \$5,280 |
| User Defined Dimensions - NFP | Using 2 user-defined dimensions, you can create additional dimensions to help track and report on transactions in Intacct. This module enables you to create up to 3 user-defined dimensions. | Yes | \$0 | \$0 |
| Intacct Web Services - Standard | Includes up to 900 transactions per month from applications using published Intacct Web Services. Required for the deployment of any application using Intacct Web Services, including Intacct Ready Partner or other 3rd party applications. | Yes | \$0 | \$0 |
| NFP Discount | 20% off for the life of the subscription, plus 2 free passes to the 2020 Intacct Advantage Conference (\$3,000 value) | | | (\$2,376) |
| Essential Support | <p>Essential Support is included at no additional charge to all customers of Armanino. Armanino will respond to your initial request for support. Armanino has direct access to all of Intacct's support resources including Intacct's comprehensive knowledgebase and Intacct's support personnel. Should Armanino be unable to resolve your support case, they will escalate to Intacct Support on your behalf. Intacct will work with Armanino, or directly with you, as needed, to resolve the case. Essential Support gives your company direct access to the Intacct Customer Portal- a single path to submit cases, check the status of cases and search Intacct's comprehensive knowledgebase for answers to commonly asked questions. This is also where your organization can recommend product enhancements directly to Intacct as well as vote on product enhancement requests submitted by others.</p> <p>Essential support includes – included with software subscription</p> <ul style="list-style-type: none"> • Support begins after deployment or the "Go-Live" stabilization period has been obtained as agreed upon by the customer and Armanino Consulting. • Intacct modules that are currently in use and configured with the help of Armanino Consulting. • Resolution of error messages to keep the system working as designed during the implementation | | | Included |
| Buy with Confidence Guarantee | Intacct distinguishes itself via its "Buy with Confidence" program. Guaranteed system uptime, disaster recovery protection, data security and response times are all included in Intacct's differentiating "Buy with Confidence" guarantee. | | | Included |

| | | | | |
|---|--|-----|------|------------|
| Intacct Application Hosting, Infrastructure and Security Services | Hosting of Intacct Applications at a secure top tier data center, and disaster recovery services at a separate secure data center in a different geographic locale, described in detail in the Buy With Confidence program. Additionally, data is backed up to tape and stored off-site. | | | Included |
| | Total Intacct Software Annual Subscription Fees* | | | \$9,504 |
| <p>* Other Intacct modules are available and may be required. The above list is representative of what was discussed. The Intacct subscription is billed in total at the onset of subscription term. Applicable Sales Tax will be calculated and applied at time of invoicing. Payment terms to Armanino Solutions LLC: Due Upon Receipt.</p> | | | | |
| Product name | Description | Qty | Each | Annual Fee |
| Asset Edge Fixed Assets | 1 Depr. Method, up to 500 Assets | | | \$999 |
| Total Annual Subscription Fees | | | | \$10,503 |

| Estimated One-Time Setup Implementation Fees | | | | Estimated High |
|--|---------|--|--|-----------------|
| <p>A large portion of the value to be received from an investment in a new finance solution is the proper setup of the system to match your business structure, new workflows for your transactions, new reports, new functionality, new permissions and controls, etc. Upon completion of additional discussions and demonstrations we will conduct a Scoping Call to confirm your requirements. From this we will establish a SOW and corresponding implementation pricing personalized to your company. At this early stage, we are providing an estimated range of anticipated fees. Actual fees may be more or less than these preliminary estimates. Implementation fees will be billed on a T&E basis, monthly, based upon services rendered during the previous month.</p> | | | | |
| Estimated Fees | Intacct | | | \$17,800 |
| *Does not include Web Services or Platform Customizations until further scoping | | | | |
| <i>Total Estimated Implementation Fees</i> | | | | <i>\$17,800</i> |

*Client agrees to these payment terms: Software subscription invoices are due upon receipt and prior to the kick off meeting (start of the project). Implementation consulting payment terms per the SOW. 3rd party payment terms per 3rd party paper.

*Client agrees to keep this arrangement confidential, and to be available for marketing, PR and reference purposes.

*This document must be signed no later than 1/31/2020 to secure the special terms.

Children Now Report

2/25 webinar (see attached flyer)

Children Now and the Sacramento District Dental Society are pleased to host a webinar next month about oral health care issues for children and youth in the foster care system. We'll discuss the unique challenges facing caregivers and providers, including obtaining informed consent for dental care, and best practices in providing oral health care to children and youth in foster care.

When: Feb 25th from 12 – 1:30 pm

Register for free at: <http://bit.do/fyoralhealth>

RSVP Today for Statewide Medi-Cal Dental Stakeholder Meeting

The first meeting will be held in Sacramento, California, on Thursday, February 27, 2020, 10:00 a.m. to 11:30 a.m. Participants may join the meeting by teleconference or in person (but in person RSVPs are due on 2/12). To ensure that you receive the meeting details – for teleconference or in-person – please email Dental@DHCS.ca.gov.

DHCS will provide general updates on the Medi-Cal Dental Program, such as Proposition 56 supplemental payments, the Dental Transformation Initiative, and upcoming changes, including language access improvements and Medi-Cal Healthier CA for All dental proposals and other agenda items submitted by stakeholders (due date was 2/5).

Oral Specific Budget Proposals

- Per the [Medi-Cal Healthier California for All Initiative](#), \$112.5 million (\$56.3 million General Fund) is proposed to continue, and expand upon, the most successful elements of the current Dental Transformation Initiative that will end in December 2020, including \$1 million to continue to pay for the caries risk assessment (CRA) services for children ages 0-6 and \$1.5 million to add silver diamine fluoride as a covered service for children ages 0-6. Dental proposals can be found here, <https://www.dhcs.ca.gov/provgovpart/denti-cal/pages/medi-calhealthiercaforall-dental.aspx>
- Transitioning all Medi-Cal dental services to the fee-for-service delivery system which would eliminate mandatory dental managed care in Sacramento county and voluntary dental managed care in Los Angeles county. Refer to the recently released [trailer bill language](#) for more details.
- A \$3.6 million reduction to fund the California State Office of Oral Health in the California Department of Public Health.

Additional Budget Context to Know

Federal denial of CA's MCO Tax:

The Trump administration has rejected California's attempt to reinstate its managed care organization tax, blocking a \$1 billion-plus annual revenue stream. Trump officials ruled California's proposal invalid because it appears to hold Medicaid managed care organizations harmless by taxing them and then returning those dollars through Medicaid payments. Trump officials said federal rules require that such taxes apply equally to Medicaid and non-Medicaid managed care organizations, with no expectation that they receive payments in return. The California plan exempts non-Medicaid organizations from

paying the tax. The Newsom administration did not include the MCO tax dollars in the proposed 2020-21 budget.

Proposed Medicaid Fiscal Accountability Regulation (MFAR):

This proposed regulation will have a significant negative impact on how states finance their Medicaid programs and pay providers that are essential to the healthcare system, and could also lead to the reduction and potential elimination of benefits and access to care for over 70 million Medicaid beneficiaries nationwide. The proposal severely restricts states' ability to use previously approved mechanisms to finance the non-federal share of Medicaid expenditures and provider reimbursement, as well as introduce destabilizing ambiguity into what is considered allowable. The proposed regulation could potentially cost California \$25 billion in federal health care funding annually. Public comments on the rule were due February 1st.

Proposed State Medicaid Block Grants

Proposed block grant funding would allow states to cap Medicaid spending for adults who were enrolled in the program under the health law expansion. States that seek the arrangement — an approach often referred to as block grants — would have broad flexibility to design coverage for the affected group under Medicaid, the state-federal health insurance program for the poor. It would result in devastating cuts to state funding and benefits for poor adults covered under Medicaid expansion. Many think believe the proposal is illegal and are bracing for an inevitable court battle.

WEBINAR

Promoting the Oral Health of Children & Youth in Foster Care



FEBRUARY 25TH
12:00PM TO 1:30PM PDT

Register for free at:
<http://bit.do/fyoralhealth>

Join us for a webinar to learn more about oral health care issues for children and youth in the foster care system. We'll discuss the unique challenges facing caregivers and providers, including obtaining informed consent for dental care, and best practices in providing oral health care to children and youth in foster care.

OBJECTIVES

- Discuss dental care issues for children and adolescents in the foster care system.
- Understand the unique challenges involved when caring for minors in the foster care system, including obtaining informed consent for dental care.
- Learn about best practices in providing dental care to youth in the foster system.

Continuing dental education credits for dentists and dental hygienists are pending approval for participation in this webinar.

AGENDA

12:00pm to 12:15pm: Introductions
12:15 to 1:15pm: Presentation
1:15 to 1:30pm: Q&A

SPEAKERS

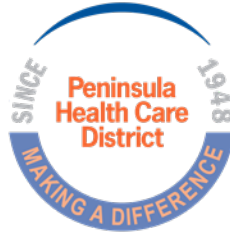
Thanh Tam Ton, DDS, MS, MPH.
Gerald Lee, DDS, MS
Alex Lee, DDS

CONTACT

For questions, please contact:
Katie Andrew, kandrew@childrennow.org
or (916) 379-5256 Ext. 134

SPONSORED BY





DATE: January 21, 2020
TO: PHCD Board of Directors
FROM: Cheryl A. Fama, CEO
RE: **STEPHANIE AREVALO RODRIGUEZ – NEW POSITION**

I am pleased to announce that Stephanie has accepted the District's new position of Business Operations Manager. In her new role, Stephanie will focus on four important areas of the District's operations:

1. **Office Management:** Stephanie will provide oversight of the daily work flow of the District's front office to identify opportunities for improved efficiencies and cost reductions, establish systems to track and monitor all vendor agreements, and to ensure compliance with all internal and external policies.
2. **Property Management:** Stephanie will serve as the primary point of contact for tenants and vendors serving the District-owned properties.
3. **Program Liaison:** Stephanie will regularly visit the District's entrepreneurial programs to increase in-person communications with clients and staff, facilitate increased coordination between program marketing and District-initiated activities; and, achieve increased collaboration on strategic business plans and budget discussions between the programs and District leadership. [Programs include: The Trousdale, the PHCD Health & Wellness Center and Sonrisas Dental Health.]
4. **Communications/Marketing:** In collaboration with the CEO and Community Engagement Officer, Stephanie will update and maintain the website, help carry out marketing and social media plans and be vigilant in identifying both the impact of such activities and opportunities for improvement.

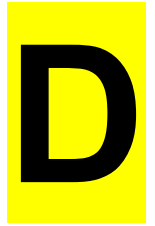
Stephanie comes to her new position after serving the Peninsula Health Care District and its Board for two years as our Executive Assistant. Before coming to PHCD in October 2017, Stephanie accumulated eight years of experience working in local physician and dental offices, as well as, the UCSF Oral and Maxillofacial Surgery Department, managing the many administrative and operational activities of those busy work environments. Stephanie brings a track record of efficiency and organization to every task; commitment to achieve quality work to every work product; and, effective communications skills with all encounters.

Stephanie is a graduate of Mercy High School San Francisco; received her Bachelor of Art from Notre Dame de Namur University in Belmont, is a graduate of the 2019 Class of Leadership San Mateo and is currently in the 'home stretch' of completing her Master's in Public Administration at Notre Dame. She is also fluent in Spanish which is an added benefit for the District's team.

Please join me in welcoming Stephanie to this new and important role for the Peninsula Health Care District.

Stephanie.arevalo@peninsulahealthcaredistrict.org

650-697-6900, Ext. 105





DATE: February, 2020

TO: SDH Board of Directors

CC: Cheryl Fama, CFO

FROM: Tina Wang, Senior Accountant

RE: December Unaudited Financials, YTD Performance to Budget and Q1&Q2 Results Analysis

December PERFORMANCE:

- A. Revenue:** Net Patient Revenue was **\$126,100-** \$7,708 less than budget.
 - 1. 871 visits –35 visits better than budget.
 - 2. Total deductions were <\$186,463> – 60% of gross revenue.
- B. Donations/Grants & Other Income:** **\$198,781**– \$4,279 from individual donations; \$29,000 from In-kind donations of dental supplies (\$17.5K) and equipment (\$11.5K); \$90,267 released from restricted grants which includes \$45,000 of accumulated balance from the Farmwork fund – new contract year begins January 2020; \$75,000 from PHCD; \$235 in dividends & other income.
- C. Total Expense:** **\$302,915** - \$8 better than budget.
 - 1. Direct Expense: \$200,594--\$20,453 more than budget. The accounting entry for the in-kind donation of \$17,500 increased both the dental supplies expense and in-kind donation revenue to net the entries to zero. Without the donated supplies, the total direct expense would be \$3K more than budget due to a combination of more expenses in dental supplies and dental equipment maintenance, and a saving in personnel cost.
 - 2. Indirect Expenses: \$102,321-\$20,461 better than budget is due to a combination of savings in personnel cost, fundraising, and marketing expenses.
- D. Net Income:** **21,966**

YTD PERFORMANCE TO BUDGET: YTD net income is **\$273,896** better than budget. Cash-flow is **\$275,340** better than budget. PHCD grant received to date is **\$375,000**. No support needed from PHCD in November 2019

| | YTD Actual | Budget | Performance |
|---------------------------------|------------------|--------------------------|--------------|
| <i>Visits</i> | <i>5600</i> | <i>5611</i> | <i>(11)</i> |
| Gross Patient Revenue | \$2,113,885 | \$1,878,254 | +13% |
| Uncompensated Care (Deductions) | <\$1,241,584> | <1,020,573> | <22%> |
| Grants/Donations/Other Income | \$843,635 | \$680,690 | +24% |
| Direct Cost | <\$1,074,343> | <\$1,068,671> | +0% |
| Indirect Cost | <\$577,933> | <\$679,936> | +15% |
| Net Income | \$ 63,659 | <\$210,236> | +130% |
| <i>Non-cash items adj.</i> | | | |
| Depreciation | \$133,739 | \$132,294 | <1%> |
| Est. Cash-flow | \$197,398 | <77,942> | +353% |



Financial Performance Q1 & Q2 Analysis

Net Income is \$273K ahead of budget and \$235K better than Prior Year resulting in a *positive* \$64K Net Income at the close of the Q2. Overview of areas that impacted Q1 & Q2 results:

1. Total Program Revenue was \$15K ahead of budget due to \$11K in prior period adjustment from Prop. 56 catch up payments. Compared to FY 2019, total visits increased by 305. Total program revenue was \$43K better than prior year.
2. In-kind Donation was \$76K ahead of budget which includes \$64.5K in dental supplies and \$11.5K in dental equipment. No in-kind donations were received in FY 2019.
3. Other Program Revenue exceeded budget by \$63.6K thanks to the invoicing of school screenings, outreach events and providing dental care to students in the La Honda-Pescadero Unified School District. This revenue was made available to SDH because of the relationship Dr. Bonnie Jue has built with the district. No revenue of this type was received in FY 2019.
4. One PHCD installment of \$75K was forgone in Q2. \$318K in grants were released which is \$109K ahead of budget and \$176K ahead for FY 2019 due to the release of \$49K from the farmworker fund and \$129K more restricted funds received than in FY 2019. However, individual donations were \$10k under budget and are \$12K lower than YTD FY2019.
5. Total Costs were under budget \$96K – Direct costs were \$5K over budget due to a combination of the accounting entry for \$64.5K in-kind donations and dental expenses, and a savings of \$60K in personnel. Dental supplies costs excluding in-kind donations were \$11k over budget. Indirect costs were \$102k below budget due to a combination of savings in personnel, marketing, fundraising and recruitment expenses.

| Sonrisas Dental Health Operations FY 20 VS. Budget | | | |
|--|-----------|------------|---------------|
| | YTD 20 | Budget YTD | Variance B(W) |
| Visits | 5,600 | 5,611 | (11) |
| San Mateo Revenue | 639,042 | 635,005 | 4,037 |
| Coastside Revenue | 233,260 | 222,676 | 10,584 |
| Total Net Revenue | 872,302 | 857,681 | 14,621 |
| Direct Program Cost | 999,253 | 1,004,927 | 5,674 |
| * Dental Supplies Cost | 75,091 | 63,744 | (11,347) |
| Indirect Program Cost | 578,053 | 679,936 | 101,883 |
| Total Cost | 1,652,397 | 1,748,607 | 96,210 |
| TOTAL | (780,095) | (890,926) | 110,831 |
| Dividend/Other Income | 65,673 | 2,040 | 63,633 |
| Donations Received | 403,081 | 228,650 | 174,431 |
| Grant from PHCD | 375,000 | 450,000 | (75,000) |
| OTHER INCOME | 843,754 | 680,690 | 163,065 |
| NET INCOME | 63,659 | (210,236) | 273,896 |

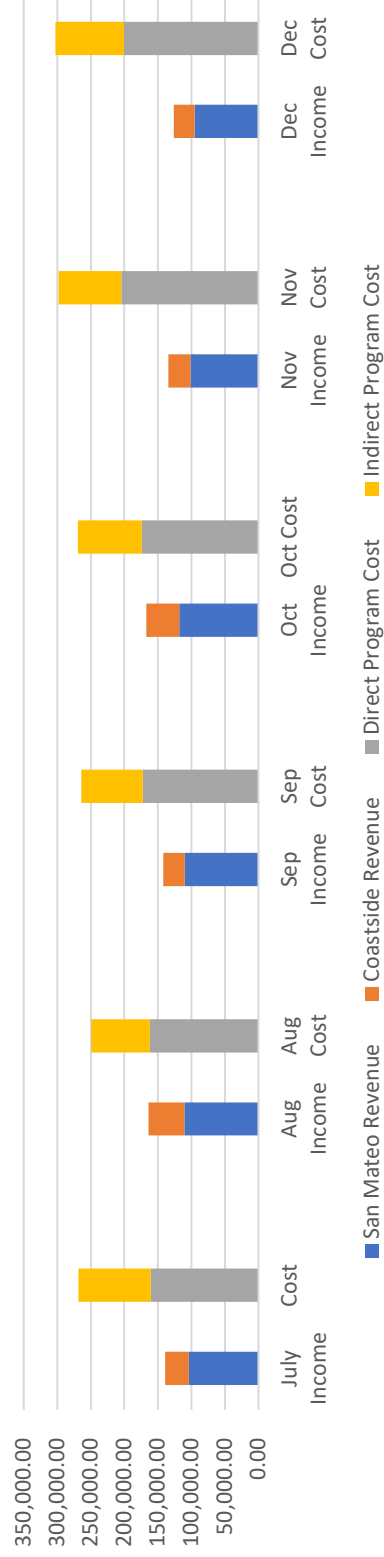
| Sonrisas Dental Health Operations FY 19 VS. FY20 | | | |
|--|-----------|-----------|---------------|
| | YTD 20 | YTD 19 | Variance B(W) |
| Visits | 5,600 | 5,295 | 305 |
| San Mateo Revenue | 639,042 | 588,104 | 50,938 |
| Coastside Revenue | 233,260 | 241,208 | (7,949) |
| Total Net Revenue | 872,302 | 829,312 | 42,990 |
| Direct Program Cost | 999,253 | 811,207 | (188,046) |
| *Dental Supplies Cost | 75,091 | 65,014 | (10,077) |
| Indirect Program Cost | 578,053 | 666,748 | 88,695 |
| Total Cost | 1,652,397 | 1,542,969 | (109,428) |
| TOTAL | (780,095) | (713,656) | (66,438) |
| Dividend/Other Income | 65,673 | 7,594 | 58,079 |
| Donations Received | 403,081 | 159,806 | 243,275 |
| Grant from PHCD | 375,000 | 375,000 | 0 |
| OTHER INCOME | 843,755 | 542,400 | 301,354 |
| NET INCOME | 63,660 | (171,256) | 234,916 |

*Dental Supplies Cost presents expenses in this period excluding donated dental supplies

Sonrisas Dental Health Operations

| | Jul 19 | Aug 19 | Sept 19 | Oct 19 | Nov 19 | Dec 19 | Total | YTD Budget | B(W) |
|------------------------------|------------------|-----------------|------------------|------------------|------------------|------------------|------------------|------------------|----------------|
| San Mateo Revenue | 103,976 | 110,431 | 109,955 | 118,002 | 101,271 | 95,407 | 639,042 | 635,005 | 4,037 |
| Coastside Revenue | 34,980 | 53,473 | 31,805 | 49,289 | 33,020 | 30,693 | 233,260 | 222,676 | 10,584 |
| Total Net Revenue | 138,956 | 163,904 | 141,760 | 167,291 | 134,291 | 126,100 | 872,302 | 857,681 | 14,621 |
| Direct Program Cost | 160,634 | 162,047 | 172,576 | 173,985 | 204,507 | 200,595 | 1,074,344 | 1,068,671 | (5,673) |
| Indirect Program Cost | 107,847 | 87,327 | 91,652 | 95,322 | 93,584 | 102,321 | 578,053 | 679,936 | 101,883 |
| Total Cost | 268,482 | 249,375 | 264,228 | 269,306 | 298,090 | 302,915 | 1,652,397 | 1,748,607 | 96,210 |
| TOTAL | (129,526) | (85,471) | (122,468) | (102,015) | (163,799) | (176,815) | (780,095) | (890,926) | 110,831 |
| Dividend/Other Income | 33,103 | 303 | 31,419 | 341 | 273 | 235 | 65,673 | 2,040 | 63,633 |
| Donations Received | 39,307 | 36,304 | 31,877 | 67,917 | 104,132 | 123,546 | 403,081 | 228,650 | 174,431 |
| Grant from PHCD | 75,000 | 75,000 | 75,000 | 75,000 | 0 | 75,000 | 375,000 | 450,000 | (75,000) |
| OTHER INCOME | 147,409 | 111,606 | 138,297 | 143,257 | 104,404 | 198,781 | 843,755 | 680,690 | 163,065 |
| NET INCOME | 17,883 | 26,135 | 15,829 | 41,242 | (59,395) | 21,965 | 63,660 | (210,236) | 273,896 |

Net Revenue VS. Cost By Center Per Month YTD as of 12/31/2019



Visits by Center

| | Jul 19 | Aug 19 | Sept 19 | Oct 19 | Nov 19 | Dec 19 | Total | Budget | Variance |
|------------------|--------|--------|---------|--------|--------|--------|-------|--------|----------|
| San Mateo Visits | 668 | 631 | 598 | 677 | 580 | 606 | 3760 | 3687 | 73 |
| Coastside Visits | 295 | 357 | 303 | 327 | 293 | 265 | 1840 | 1924 | (84) |
| Total Visits | 963 | 988 | 901 | 1004 | 873 | 871 | 5600 | 5611 | (11) |

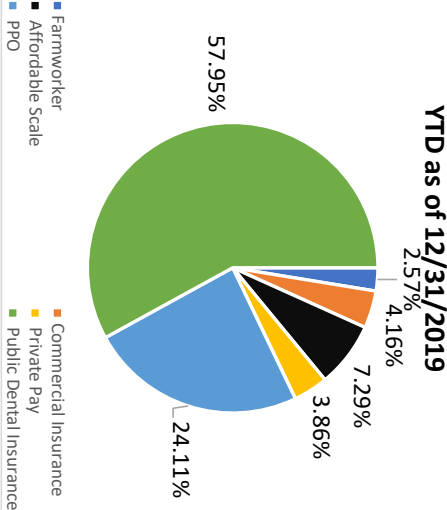
Visits by Payer -San Mateo

| | Dec 19 | Budget | Variance | YTD Visits | YTD Budget | Variance |
|--------------------------------|--------|--------|----------|------------|------------|----------|
| Commercial Insurance | 20 | 40 | -20 | 175 | 235 | (60) |
| PPO | 239 | 160 | 79 | 1159 | 1,060 | 99 |
| Private Pay | 26 | 30 | (4) | 195 | 180 | 15 |
| Affordable Scale | 15 | 10 | 5 | 82 | 90 | (8) |
| Farmworker | 24 | 30 | (6) | 91 | 170 | (79) |
| FQHC | 4 | 40 | (36) | 4 | 70 | (66) |
| Public Dental Insurance(Adult) | 132 | | | 968 | | 172 |
| Public Dental Insurance(Child) | 146 | 294 | -16 | 1086 | 1882 | |
| Total Visits | 606 | 604 | 2 | 3,760 | 3,687 | 73 |

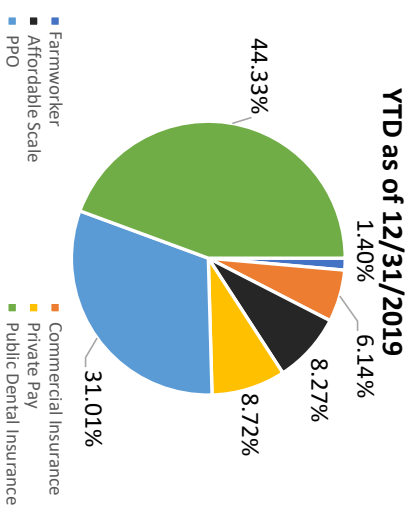
Visits by Payer -Coastside

| | Dec 19 | Budget | Variance | YTD Visits | YTD Budget | Variance |
|--------------------------------|--------|--------|----------|------------|------------|----------|
| Commercial Insurance | 9 | 2 | 7 | 58 | 29 | 29 |
| PPO | 31 | 25 | 6 | 191 | 155 | 36 |
| Private Pay | 6 | 6 | 0 | 21 | 36 | (15) |
| Affordable Scale | 52 | 47 | 5 | 326 | 372 | (46) |
| Farmworker | | | 0 | 53 | 0 | 53 |
| Public Dental Insurance(Adult) | 87 | | (56) | 644 | | (141) |
| Public Dental Insurance(Child) | 80 | 225 | | 547 | 1332 | |
| Total Visits | 265 | 305 | (40) | 1,753 | 1,924 | (84) |

Visits By Payer As a Percentage



Net Revenue by Payer As a Percentage



| Avg. Income (Loss) per Visit | |
|------------------------------|-------------|
| | YTD |
| Net Revenue per Visit | \$ 155.46 |
| Direct Cost per Visit | \$ (193.37) |
| Indirect Cost per Visit | \$ (103.62) |
| Net Income per Visit | \$ (141.53) |

| True Income (Loss) per Visit by Payer | |
|---------------------------------------|-------------|
| Payer | Avg. YTD |
| Commercial Insurance | \$ (11.16) |
| PPO | \$ (40.76) |
| Public Dental Insurance | \$ (245.36) |
| Private Pay | \$ 276.92 |
| Affordable Scale | \$ 69.08 |

| Sonrisas Dental Health Operations FY 19 VS. FY20 | | | | | |
|--|-----------|-----------|---------------|-----------|-----------|
| | Dec 19 | Dec 18 | Variance B(W) | YTD 20 | YTD 19 |
| Visits | 871 | 800 | 71 | 5600 | 5295 |
| San Mateo Revenue | 95,407 | 65,457 | 29,950 | 639,042 | 588,104 |
| Coastside Revenue | 30,693 | 23,034 | 7,659 | 233,260 | 241,208 |
| Total Net Revenue | 126,100 | 88,491 | 37,609 | 872,302 | 829,312 |
| Direct Program Cost | 200,595 | 147,159 | (53,436) | 1,074,344 | 876,221 |
| Indirect Program Cost | 102,321 | 115,852 | 13,531 | 578,053 | 666,748 |
| Total Cost | 302,915 | 263,011 | (39,904) | 1,652,397 | 1,542,969 |
| TOTAL | (176,815) | (174,520) | (2,295) | (780,095) | (713,656) |
| Dividend/Other Income | 235 | 328 | (93) | 65,673 | 7,594 |
| Donations Received | 123,546 | 17,197 | 106,349 | 403,081 | 159,806 |
| Grant from PHCD | 75,000 | 75,000 | 0 | 375,000 | 375,000 |
| OTHER INCOME | 198,781 | 92,525 | 106,255 | 843,755 | 542,400 |
| NET INCOME | 21,965 | (81,995) | 103,960 | 63,660 | (171,256) |
| | | | | | 234,916 |

SONRISAS DENTAL HEALTH, INC.

Profit & Loss Budget Performance

December 2019

| | Dec 19 | Budget | Variance |
|--|--------------|--------------|-------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| Program Revenue | | | |
| Patient Services | | | |
| 4103 · Commercial Insurance | 6,472.00 | 12,903.14 | (6,431.14) |
| 4102 · PPO | 86,106.00 | 58,829.43 | 27,276.57 |
| 4100 · Public Dental Insurance | 169,584.00 | 156,209.90 | 13,374.10 |
| 4106 · Private Pay | 9,781.00 | 9,942.72 | (161.72) |
| 4101 · Affordable Scale | 23,213.00 | 15,810.28 | 7,402.72 |
| 4104 · Farmworker | 16,091.00 | 12,543.71 | 3,547.29 |
| 4017 · FQHC | 1,316.00 | 11,600.00 | (10,284.00) |
| Total Patient Services | 312,563.00 | 277,839.18 | 34,723.82 |
| Uncompensated Care | | | |
| 5020 · Prior Period Adjustment | (10,127.04) | 0.00 | (10,127.04) |
| 5005 · Commercial Insurance | (1,546.20) | (2,545.84) | 999.64 |
| 5004 · PPO | (32,549.50) | (22,946.00) | (9,603.50) |
| 5009 · Public Dental Insurance | (113,088.00) | (102,700.45) | (10,387.55) |
| 5007 · Affordable Scale | (9,994.10) | (5,868.00) | (4,126.10) |
| 5003 · Farmworker Program | (18,431.00) | (7,470.96) | (10,960.04) |
| 5002 · Hope Fund | 0.00 | | 0.00 |
| 5001 · Fee Adjustments | (525.50) | (2,500.00) | 1,974.50 |
| 5006 · Private Pay | 0.00 | 0.00 | 0.00 |
| 5008 · FQHC | (202.00) | | (202.00) |
| Total Uncompensated Care | (186,463.34) | (144,031.25) | (42,432.09) |
| Total Program Revenue | 126,099.66 | 133,807.93 | (7,708.27) |
| Donations/ Incentives / Others | | | |
| 5104 · Fundraiser | 0.00 | 0.00 | 0.00 |
| 5100 · Donations | 4,278.87 | 3,200.00 | 1,078.87 |
| 5101 · In-Kind Donations | 29,000.00 | 0.00 | 29,000.00 |
| 5103 · Incentives | 0.00 | 0.00 | 0.00 |
| 5200 · Other Program Revenue | 0.00 | | 0.00 |
| Events/Fundraisers | | | |
| 5105 · Raffle | 0.00 | 0.00 | 0.00 |
| 5106 · Other Events | 0.00 | 0.00 | 0.00 |
| Total Events/Fundraisers | 0.00 | 0.00 | 0.00 |
| 5150 · Unrestricted Grants | 75,000.00 | 75,000.00 | 0.00 |
| 5199 · Net Assets Released from Restri | 90,266.98 | 34,800.00 | 55,466.98 |
| Total Donations/ Incentives / Others | 198,545.85 | 113,000.00 | 85,545.85 |
| Total Income | 324,645.51 | 246,807.93 | 77,837.58 |
| Gross Profit | 324,645.51 | 246,807.93 | 77,837.58 |
| Expense | | | |
| Direct Program Costs | | | |
| Personnel | | | |
| 5250 · Direct Program Salaries | 137,245.76 | 139,788.00 | 2,542.24 |

SONRISAS DENTAL HEALTH, INC.
Profit & Loss Budget Performance

33

December 2019

| | Dec 19 | Budget | Variance |
|---------------------------------------|-------------------|-------------------|--------------------|
| 5260 · Payroll Taxes | 9,644.75 | 11,183.04 | 1,538.29 |
| 5261 · Unemployment Taxes | 460.05 | 1,554.05 | 1,094.00 |
| 5270 · Benefits | 4,290.13 | 2,643.47 | (1,646.66) |
| 5275 · 401k Match | 1,073.54 | 963.66 | (109.88) |
| 5278 · Worker's Comp. | 1,114.39 | 1,397.88 | 283.49 |
| 5280 · Continuing Educ. | 240.00 | 0.00 | (240.00) |
| 5281 · Licenses and Registrations | 363.25 | 216.00 | (147.25) |
| Total Personnel | 154,431.87 | 157,746.10 | 3,314.23 |
| Contracted Services | | | |
| 5301 · Contract Employees | 0.00 | 0.00 | 0.00 |
| 5303 · Sterilization Services | 756.00 | 760.00 | 4.00 |
| 5304 · Pathogen Testing | 0.00 | 65.00 | 65.00 |
| 5305 · Shredding | 98.00 | 0.00 | (98.00) |
| Total Contracted Services | 854.00 | 825.00 | (29.00) |
| 5320 · Dental Supplies | 39,164.51 | 13,170.30 | (25,994.21) |
| 5325 · Small Dental Equipment | 0.00 | 0.00 | 0.00 |
| 5326 · Dental Equipment Repair | 0.00 | 800.00 | 800.00 |
| 5330 · Lab Fees | 6,144.17 | 7,500.00 | 1,355.83 |
| 5331 · Uniforms | 0.00 | 100.00 | 100.00 |
| Total Direct Program Costs | 200,594.55 | 180,141.40 | (20,453.15) |
| Indirect Costs | | | |
| Administrative Personnel | | | |
| 5450 · Salaries/Wages | 45,014.72 | 53,649.00 | 8,634.28 |
| 5460 · Payroll Taxes, Admin/Mgmt | 2,939.86 | 4,291.92 | 1,352.06 |
| 5461 · Unemployment Taxes | 700.60 | 804.74 | 104.14 |
| 5470 · Benefits | 1,523.15 | 5,364.90 | 3,841.75 |
| 5475 · 401k Match, Admin/Mgmt. | 597.23 | 804.74 | 207.51 |
| 5478 · Worker's Comp. | 335.52 | 536.49 | 200.97 |
| Administrative Personnel - Other | 0.00 | | 0.00 |
| Total Administrative Personnel | 51,111.08 | 65,451.79 | 14,340.71 |
| Business Taxes | | | 0.00 |
| 5520 · Property Taxes | 0.00 | 0.00 | 0.00 |
| Total Business Taxes | 0.00 | 0.00 | 0.00 |
| Equipment Expenses | | | |
| 5507 · Computer Support | 4,450.58 | 3,650.00 | (800.58) |
| 5608 · Software Support | 1,833.00 | 850.00 | (983.00) |
| 5630 · Office. Equip. Maintenance | 0.00 | 500.00 | 500.00 |
| Total Equipment Expenses | 6,283.58 | 5,000.00 | (1,283.58) |
| Facilities Expenses | | | |
| 5600 · Auto Expenses | 890.54 | 300.00 | (590.54) |
| 5610 · Building Maintenance | 1,044.76 | 750.00 | (294.76) |
| 5611 · Janitorial Service | 2,408.00 | 2,250.00 | (158.00) |
| 5670 · Rent | 3,300.00 | 3,300.00 | 0.00 |
| 5672 · Phone / Internet | 1,264.52 | 1,247.00 | (17.52) |

SONRISAS DENTAL HEALTH, INC.

Profit & Loss Budget Performance

December 2019

| | Dec 19 | Budget | Variance |
|--|------------------|------------------|-------------------|
| 5680 · Utilities | 2,738.80 | 2,444.00 | (294.80) |
| Total Facilities Expenses | 11,646.62 | 10,291.00 | (1,355.62) |
| Insurance | | | |
| 5635 · Auto Insurance | 214.47 | 671.00 | 456.53 |
| 5636 · Malpractice (Prof. Liab.) | 765.00 | 457.60 | (307.40) |
| 5637 · Liability & Property | 993.33 | 1,030.70 | 37.37 |
| 5638 · Directors & Officer Liability | 280.50 | 309.10 | 28.60 |
| Total Insurance | 2,253.30 | 2,468.40 | 215.10 |
| Office Exp. | | | |
| 5502 · Claims Processing | 0.00 | 126.00 | 126.00 |
| 5504 · Payroll Processing / BG Checks | 908.72 | 984.00 | 75.28 |
| 5616 · Patient Notification | 485.00 | 485.00 | 0.00 |
| 5660 · Office Supplies | 518.81 | 1,280.00 | 761.19 |
| 5665 · Postage and Shipping | 590.09 | 310.00 | (280.09) |
| 5668 · Printing Costs | 98.55 | 200.00 | 101.45 |
| Total Office Exp. | 2,601.17 | 3,385.00 | 783.83 |
| Fundraising Expenses | | | |
| 5632 · Fundraising Expenses | 320.29 | 1,100.00 | 779.71 |
| 5633 · Fundraising Consulting | 1,407.00 | 2,800.00 | 1,393.00 |
| Total Fundraising Expenses | 1,727.29 | 3,900.00 | 2,172.71 |
| Meeting & Travel Expenses | | | 0.00 |
| 5676 · Travel Costs | 25.98 | 0.00 | (25.98) |
| 5677 · Meals | 0.00 | 25.00 | 25.00 |
| 5678 · Mileage | 24.36 | 225.00 | 200.64 |
| Total Meeting & Travel Expenses | 50.34 | 250.00 | 199.66 |
| Outsourced Services | | | |
| 5503 · Consultants | 0.00 | 0.00 | 0.00 |
| 5508 · Professional Fees | 0.00 | 0.00 | 0.00 |
| Total Outsourced Services | 0.00 | 0.00 | 0.00 |
| 5615 · Depreciation Expense | 22,304.13 | 22,300.60 | (3.53) |
| 5618 · Dues, Fees & License | 0.00 | 210.00 | 210.00 |
| 5620 · Employee Goodwill | 646.96 | 200.00 | (446.96) |
| 5639 · Recruitment Expense | 102.87 | 1,475.00 | 1,372.13 |
| 5648 · Marketing Expense | | | 0.00 |
| 5651 · Outreach | 2,263.49 | 5,000.00 | 2,736.51 |
| 5648 · Marketing Expense - Other | 601.15 | 2,000.00 | 1,398.85 |
| Total 5648 · Marketing Expense | 2,864.64 | 7,000.00 | 4,135.36 |
| Fees and Interest | | | |
| 5605 · Service Charges | 0.00 | 0.00 | 0.00 |
| 5625 · Penalty charges | 0.00 | | 0.00 |
| 5641 · Finance Charges | (42.19) | 50.00 | 92.19 |
| 5642 · Loan Interest | 0.00 | 0.00 | 0.00 |
| 5650 · Merchant Processing | 770.98 | 800.00 | 29.02 |
| Total Fees and Interest | 728.79 | 850.00 | 121.21 |

SONRISAS DENTAL HEALTH, INC. Profit & Loss Budget Performance

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December 2019

| | Dec 19 | Budget | Variance |
|------------------------|------------|-------------|-----------|
| Total Indirect Costs | 102,320.77 | 122,781.79 | 20,461.02 |
| Total Expense | 302,915.32 | 302,923.19 | 7.87 |
| Net Ordinary Income | 21,730.19 | (56,115.26) | 77,845.45 |
| Other Income/Expense | | | |
| Other Income | | | |
| Other Income | | | |
| 6120 · Interest Income | 9.05 | | 9.05 |
| 6121 · Dividends | 225.90 | 340.00 | (114.10) |
| 6130 · Other Income | 0.00 | | 0.00 |
| Total Other Income | 234.95 | 340.00 | (105.05) |
| Total Other Income | 234.95 | 340.00 | (105.05) |
| Other Expense | | | |
| 5900 · Other Expenses | 0.00 | | 0.00 |
| Total Other Expense | 0.00 | | 0.00 |
| Net Other Income | 234.95 | 340.00 | (105.05) |
| Net Income | 21,965.14 | (55,775.26) | 77,740.40 |

SONRISAS DENTAL HEALTH, INC.

Profit & Loss Budget Performance

December 2019

| | Jul - Dec 19 | YTD Budget | Variance |
|--|----------------|----------------|--------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| Program Revenue | | | |
| Patient Services | | | |
| 4103 · Commercial Insurance | 68,935.00 | 79,965.54 | (11,030.54) |
| 4102 · PPO | 463,786.00 | 386,906.96 | 76,879.04 |
| 4100 · Public Dental Insurance | 1,298,460.40 | 1,131,979.11 | 166,481.29 |
| 4106 · Private Pay | 77,132.00 | 59,656.32 | 17,475.68 |
| 4101 · Affordable Scale | 130,252.00 | 128,364.74 | 1,887.26 |
| 4104 · Farmworker | 74,004.00 | 71,081.02 | 2,922.98 |
| 4017 · FQHC | 1,316.00 | 20,300.00 | (18,984.00) |
| Total Patient Services | 2,113,885.40 | 1,878,253.69 | 235,631.71 |
| Uncompensated Care | | | |
| 5020 · Prior Period Adjustment | 6,832.17 | (4,500.00) | 11,332.17 |
| 5005 · Commercial Insurance | (14,627.74) | (16,048.67) | 1,420.93 |
| 5004 · PPO | (189,449.91) | (151,007.00) | (38,442.91) |
| 5009 · Public Dental Insurance | (906,354.95) | (744,345.99) | (162,008.96) |
| 5007 · Affordable Scale | (57,058.90) | (47,336.00) | (9,722.90) |
| 5003 · Farmworker Program | (61,645.00) | (42,335.64) | (19,309.36) |
| 5002 · Hope Fund | 0.00 | | 0.00 |
| 5001 · Fee Adjustments | (19,077.60) | (15,000.00) | (4,077.60) |
| 5006 · Private Pay | 0.00 | 0.00 | 0.00 |
| 5008 · FQHC | (202.00) | | (202.00) |
| Total Uncompensated Care | (1,241,583.93) | (1,020,573.30) | (221,010.63) |
| Total Program Revenue | 872,301.47 | 857,680.39 | 14,621.08 |
| Donations/ Incentives / Others | | | |
| 5104 · Fundraiser | 0.00 | 1,000.00 | (1,000.00) |
| 5100 · Donations | 6,653.71 | 16,200.00 | (9,546.29) |
| 5101 · In-Kind Donations | 75,965.00 | 0.00 | 75,965.00 |
| 5103 · Incentives | 0.00 | 0.00 | 0.00 |
| 5200 · Other Program Revenue | 63,640.45 | | 63,640.45 |
| Events/Fundraisers | | | |
| 5105 · Raffle | 2,615.64 | 2,650.00 | (34.36) |
| 5106 · Other Events | 0.00 | 0.00 | 0.00 |
| Total Events/Fundraisers | 2,615.64 | 2,650.00 | (34.36) |
| 5150 · Unrestricted Grants | 375,000.00 | 450,000.00 | (75,000.00) |
| 5199 · Net Assets Released from Restri | 317,953.03 | 208,800.00 | 109,153.03 |
| Total Donations/ Incentives / Others | 841,827.83 | 678,650.00 | 163,177.83 |
| Total Income | 1,714,129.30 | 1,536,330.39 | 177,798.91 |
| Gross Profit | 1,714,129.30 | 1,536,330.39 | 177,798.91 |
| Expense | | | |
| Direct Program Costs | | | |
| Personnel | | | |
| 5250 · Direct Program Salaries | 782,612.64 | 838,728.00 | 56,115.36 |

SONRISAS DENTAL HEALTH, INC.
Profit & Loss Budget Performance

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December 2019

| | Jul - Dec 19 | YTD Budget | Variance |
|--|--------------|--------------|-------------|
| 5260 · Payroll Taxes | 55,855.50 | 67,098.24 | 11,242.74 |
| 5261 · Unemployment Taxes | 2,534.79 | 9,324.30 | 6,789.51 |
| 5270 · Benefits | 25,725.79 | 15,860.82 | (9,864.97) |
| 5275 · 401k Match | 5,272.06 | 5,781.96 | 509.90 |
| 5278 · Worker's Comp. | 6,657.49 | 8,387.28 | 1,729.79 |
| 5280 · Continuing Educ. | 2,272.45 | 500.00 | (1,772.45) |
| 5281 · Licenses and Registrations | 5,907.50 | 1,296.00 | (4,611.50) |
| Total Personnel | 886,838.22 | 946,976.60 | 60,138.38 |
| Contracted Services | | | |
| 5301 · Contract Employees | 0.00 | 0.00 | 0.00 |
| 5303 · Sterilization Services | 4,784.00 | 4,560.00 | (224.00) |
| 5304 · Pathogen Testing | 0.00 | 390.00 | 390.00 |
| 5305 · Shredding | 428.00 | 0.00 | (428.00) |
| Total Contracted Services | 5,212.00 | 4,950.00 | (262.00) |
| 5320 · Dental Supplies | 143,861.65 | 63,744.26 | (80,117.39) |
| 5325 · Small Dental Equipment | 0.00 | 2,500.00 | 2,500.00 |
| 5326 · Dental Equipment Repair | 731.02 | 4,800.00 | 4,068.98 |
| 5330 · Lab Fees | 37,600.88 | 45,000.00 | 7,399.12 |
| 5331 · Uniforms | 100.00 | 700.00 | 600.00 |
| Total Direct Program Costs | 1,074,343.77 | 1,068,670.86 | (5,672.91) |
| Indirect Costs | | | |
| Administrative Personnel | | | |
| 5450 · Salaries/Wages | 246,395.51 | 296,898.00 | 50,502.49 |
| 5460 · Payroll Taxes, Admin/Mgmt | 17,551.83 | 23,751.84 | 6,200.01 |
| 5461 · Unemployment Taxes | 992.17 | 4,453.50 | 3,461.33 |
| 5470 · Benefits | 9,169.46 | 29,689.80 | 20,520.34 |
| 5475 · 401k Match, Admin/Mgmt. | 2,133.04 | 4,453.50 | 2,320.46 |
| 5478 · Worker's Comp. | 2,040.42 | 2,968.98 | 928.56 |
| Administrative Personnel - Other | 11,927.26 | | (11,927.26) |
| Total Administrative Personnel | 290,209.69 | 362,215.62 | 72,005.93 |
| Business Taxes | | | |
| 5520 · Property Taxes | 79.29 | 250.00 | 170.71 |
| Total Business Taxes | 79.29 | 250.00 | 170.71 |
| Equipment Expenses | | | |
| 5507 · Computer Support | 24,231.21 | 21,900.00 | (2,331.21) |
| 5608 · Software Support | 5,815.00 | 5,100.00 | (715.00) |
| 5630 · Office. Equip. Maintenance | 0.00 | 1,500.00 | 1,500.00 |
| Total Equipment Expenses | 30,046.21 | 28,500.00 | (1,546.21) |
| Facilities Expenses | | | |
| 5600 · Auto Expenses | 1,600.16 | 1,800.00 | 199.84 |
| 5610 · Building Maintenance | 6,695.55 | 4,500.00 | (2,195.55) |
| 5611 · Janitorial Service | 13,398.00 | 13,500.00 | 102.00 |
| 5670 · Rent | 19,800.00 | 19,800.00 | 0.00 |
| 5672 · Phone / Internet | 8,173.61 | 7,482.00 | (691.61) |

SONRISAS DENTAL HEALTH, INC.

Profit & Loss Budget Performance

December 2019

| | Jul - Dec 19 | YTD Budget | Variance |
|--|------------------|------------------|-------------------|
| 5680 · Utilities | 13,252.75 | 14,664.00 | 1,411.25 |
| Total Facilities Expenses | 62,920.07 | 61,746.00 | (1,174.07) |
| Insurance | | | |
| 5635 · Auto Insurance | 1,286.82 | 4,026.00 | 2,739.18 |
| 5636 · Malpractice (Prof. Liab.) | 4,590.00 | 2,745.60 | (1,844.40) |
| 5637 · Liability & Property | 5,959.98 | 6,184.20 | 224.22 |
| 5638 · Directors & Officer Liability | 1,683.00 | 1,854.60 | 171.60 |
| Total Insurance | 13,519.80 | 14,810.40 | 1,290.60 |
| Office Exp. | | | |
| 5502 · Claims Processing | 859.04 | 756.00 | (103.04) |
| 5504 · Payroll Processing / BG Checks | 5,083.19 | 5,904.00 | 820.81 |
| 5616 · Patient Notification | 2,929.90 | 2,910.00 | (19.90) |
| 5660 · Office Supplies | 4,584.33 | 7,680.00 | 3,095.67 |
| 5665 · Postage and Shipping | 2,101.20 | 1,860.00 | (241.20) |
| 5668 · Printing Costs | 811.66 | 1,000.00 | 188.34 |
| Total Office Exp. | 16,369.32 | 20,110.00 | 3,740.68 |
| Fundraising Expenses | | | |
| 5632 · Fundraising Expenses | 480.79 | 3,300.00 | 2,819.21 |
| 5633 · Fundraising Consulting | 13,258.50 | 16,800.00 | 3,541.50 |
| Total Fundraising Expenses | 13,739.29 | 20,100.00 | 6,360.71 |
| Meeting & Travel Expenses | | | 0.00 |
| 5676 · Travel Costs | 945.18 | 0.00 | (945.18) |
| 5677 · Meals | 0.00 | 150.00 | 150.00 |
| 5678 · Mileage | 686.92 | 1,350.00 | 663.08 |
| Total Meeting & Travel Expenses | 1,632.10 | 1,500.00 | (132.10) |
| Outsourced Services | | | |
| 5503 · Consultants | 0.00 | 0.00 | 0.00 |
| 5508 · Professional Fees | 2,500.00 | 0.00 | (2,500.00) |
| Total Outsourced Services | 2,500.00 | 0.00 | (2,500.00) |
| 5615 · Depreciation Expense | 133,738.86 | 132,293.92 | (1,444.94) |
| 5618 · Dues, Fees & License | 542.00 | 1,260.00 | 718.00 |
| 5620 · Employee Goodwill | 1,925.46 | 1,200.00 | (725.46) |
| 5639 · Recruitment Expense | 1,458.66 | 8,850.00 | 7,391.34 |
| 5648 · Marketing Expense | | | 0.00 |
| 5651 · Outreach | 3,337.21 | 10,000.00 | 6,662.79 |
| 5648 · Marketing Expense - Other | 1,191.26 | 12,000.00 | 10,808.74 |
| Total 5648 · Marketing Expense | 4,528.47 | 22,000.00 | 17,471.53 |
| Fees and Interest | | | |
| 5605 · Service Charges | 0.00 | 0.00 | 0.00 |
| 5625 · Penalty charges | 0.00 | | 0.00 |
| 5641 · Finance Charges | 493.23 | 300.00 | (193.23) |
| 5642 · Loan Interest | 0.00 | 0.00 | 0.00 |
| 5650 · Merchant Processing | 4,230.36 | 4,800.00 | 569.64 |
| Total Fees and Interest | 4,723.59 | 5,100.00 | 376.41 |

SONRISAS DENTAL HEALTH, INC.
Profit & Loss Budget Performance

39

December 2019

| | Jul - Dec 19 | YTD Budget | Variance |
|------------------------|--------------|--------------|------------|
| Total Indirect Costs | 577,932.81 | 679,935.94 | 102,003.13 |
| Total Expense | 1,652,276.58 | 1,748,606.80 | 96,330.22 |
| Net Ordinary Income | 61,852.72 | (212,276.41) | 274,129.13 |
| Other Income/Expense | | | |
| Other Income | | | |
| Other Income | | | |
| 6120 · Interest Income | 55.50 | | 55.50 |
| 6121 · Dividends | 1,634.68 | 2,040.00 | (405.32) |
| 6130 · Other Income | 465.55 | | 465.55 |
| Total Other Income | 2,155.73 | 2,040.00 | 115.73 |
| Total Other Income | 2,155.73 | 2,040.00 | 115.73 |
| Other Expense | | | |
| 5900 · Other Expenses | 349.09 | | 349.09 |
| Total Other Expense | 349.09 | | 349.09 |
| Net Other Income | 1,806.64 | 2,040.00 | (233.36) |
| Net Income | 63,659.36 | (210,236.41) | 273,895.77 |

SONRISAS DENTAL HEALTH, INC.

Balance Sheet

As of December 31, 2019

Dec 31, 19

ASSETS

Current Assets

Checking/Savings

Checking/Savings

1010 · Boston Private BusinessChecking 619,063.76

1020 · Boston Private Saving 110,090.38

1050 · Wells Fargo Checking 21,280.03

1070 · Merrill Lynch 203,695.09

Total Checking/Savings 954,129.26

1175 · Petty Cash - Coastsides 381.41

1176 · Petty Cash -San Mateo 200.00

Total Checking/Savings 954,710.67

Accounts Receivable

Accounts Receivable

1250 · Accounts Receivable - Services 151,804.38

1260 · Accts.Rec.- Other Agencies 5,834.35

Total Accounts Receivable 157,638.73

Total Accounts Receivable 157,638.73

Other Current Assets

1400 · Prepaid Expense 17,184.03

1405 · Work Comp Deposit 1,898.00

1450 · Allowance for Bad Debt (4,938.61)

1499 · Undeposited Funds 3,279.85

Total Other Current Assets 17,423.27

Total Current Assets 1,129,772.67

Fixed Assets

Fixed Assets

1320 · Leasehold Impvmnt. - Coastsides 25,886.14

1321 · Leasehold Improv. - S. Mateo 1,016,755.76

1335 · Dental Equipment - Coastsides 117,755.81

1336 · Dental Equipment - San Mateo 517,718.80

1340 · Computers - Coastsides 35,725.63

1341 · Computers - San Mateo 67,209.65

1350 · Mobile Equipment 188,945.09

1370 · Furniture/Fixtures - Coastsides 9,215.46

1371 · Furniture/Fixtures - S.Mateo 109,021.12

1380 · Truck 111,934.08

Less Accumulated Depr.

1390 · Accum. Depreciation-Coastsides (162,236.34)

1395 · Accum. Depreciation - San Mateo (882,099.21)

Total Less Accumulated Depr. (1,044,335.55)

Total Fixed Assets 1,155,831.99

Total Fixed Assets 1,155,831.99

Other Assets

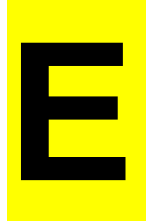
1420 · Security Deposits 14,697.00

Balance Sheet

As of December 31, 2019

Dec 31, 19

| | |
|--|---------------------|
| Total Other Assets | 14,697.00 |
| TOTAL ASSETS | 2,300,301.66 |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| 2000 · Accounts Payable | 74,261.49 |
| Total Accounts Payable | 74,261.49 |
| Other Current Liabilities | |
| *Payroll Liabilities | |
| 2300 · Accrued Salaries/Wages | 63,795.98 |
| 2301 · Accrued PTO | 63,745.99 |
| 2321 · 401k Funds Payable | 10,131.32 |
| 2322 · HSA Fund Payable | 344.60 |
| 2383 · Accrued Payroll Taxes | 25,594.90 |
| 2384 · Accrued PR Taxes on PTO | 4,876.57 |
| 2387 · Accrued 401K Match | 173.88 |
| Total *Payroll Liabilities | 168,663.24 |
| Patient Liabilities | |
| 2220 · Patient Prepayments - Coastsid | 4,306.30 |
| 2221 · Patient Prepayments - SM | 8,418.05 |
| 2225 · Patient Refunds Payable -SM | 2,318.89 |
| 2226 · Patient Refunds Payable - CSTSE | 1,629.40 |
| Total Patient Liabilities | 16,672.64 |
| 2205 · Accrued Interest | 260.33 |
| Total Other Current Liabilities | 185,596.21 |
| Total Current Liabilities | 259,857.70 |
| Total Liabilities | 259,857.70 |
| Equity | |
| 3900 · Retained Earnings- Coastsid | 344,765.83 |
| 3901 · Retained Earnings - San Mateo | 1,486,780.08 |
| 3905 · Restricted Net Assets- Coastsid | 126,764.32 |
| 3906 · Restricted Net Assets-S.Mateo | 18,474.19 |
| Net Income | 63,659.54 |
| Total Equity | 2,040,443.96 |
| TOTAL LIABILITIES & EQUITY | 2,300,301.66 |



Grant / Fundraising Status (FY19-20)
February

| GRANTSUBMISSIONS | | Submittal Date | Requested | Center | Programs | Period | Awarded? |
|--|--|-----------------------|-------------------|---------------|----------------------------|---------------------|-----------------|
| City of Half Moon Bay - Government Grant | | 5/28/2019 | \$ 10,000 | CS | Procedures | 1 year | Yes |
| Chan Zuckerberg Initiative | | 9/12/2019 | \$ 75,000 | SM/CS | ATC | 1 year | Denied |
| George H Sandy Foundation | | 8/29/2019 | \$ 30,000 | SM/CS | ATC | 1 year | Denied |
| Dignity Health Sequoia Hospital | | 9/6/2019 | \$ 20,000 | SM/CS | School Screenings | 1 year | Yes |
| Stanford Hospital | | 9/6/2019 | \$ 50,000 | SM/CS | ATC | 1 year | Yes |
| Sutter Health Mills Peninsula Hospital | | 9/13/2019 | \$ 20,000 | SM/CS | School Screenings | 1 year | Yes |
| Kaiser Hospital | | 10/6/2019 | \$ 40,000 | SM/CS | ATC | 1 year | Yes |
| Lucile Packard Children's Hospital | | 10/23/2019 | \$ 40,000 | SM/CS | ATC and School Screening | 1 year - possible 3 | Yes |
| Tooth Fairy - Clean and Screen | | 11/8/2019 | \$ 3,500 | SM | School Screenings | 1 month - Feb | Denied |
| Sandhill Foundation | | 12/3/2019 | \$ 40,000 | SM/CS | ATC | 1 year | Yes |
| Tooth Fairy - Gap | | 12/18/2019 | \$ 500 | SM | Case for a child | December | Yes |
| American Academy of Pediatric Dentistry | | 12/20/2019 | \$ 20,000 | SM | ATC and School Screening | 1 year | Pending |
| Atkinson Foundation | | 1/23/2020 | \$ 10,000 | SM/CS | ATC - seniors | 1 year | Pending |
| Palo Alto Community Fund | | 1/23/2020 | \$ 10,000 | SM/CS | ATC | 1 year | Pending |
| Sunlight Giving | | 1/30/2020 | \$ 30,000 | SM/CS | General Operating Support | 1 year | Pending |
| Kampe Foundation | | 1/31/2020 | \$ 7,500 | SM/CS | ATC and School Screening | 1 year | Pending |
| Genentech Foundation | | 2/11/2020 | \$ 50,000 | SM/CS | ATC | 1 year | Pending |
| Dental Trade Alliance Foundation | | 2/11/2020 | \$ 25,000 | SM | FQHC Pilot Program Support | 1 year | Pending |
| Total | | | \$ 481,500 | | | | |

| AWARDED | | Awarded | Amount | Received | Not Yet Received | Period | Program |
|--|--|----------------|---------------------|---------------------|-------------------------|----------------|---------------------------------|
| California Wellness Foundation | | 8/13/2018 | \$ 250,000.00 | \$ 250,000.00 | \$ - | Aug 18-Jul 21 | Adults/Seniors |
| Peninsula Health Care District | | 10/25/2018 | \$ 1,300,000.00 | \$ 748,000.00 | \$ 552,000.00 | Jan 19-Jun 20 | ATC |
| Sequoia Healthcare District | | 2/6/2019 | \$ 150,000.00 | \$ 150,000.00 | \$ - | Feb 19-Feb 20 | SHD Residents |
| Healthy Smiles, Healthy Children (AAPD*) | | 6/28/2019 | \$ 20,000.00 | \$ 20,000.00 | \$ - | July 19-Jun 20 | School Screenings and treatment |
| Delta Dental Community Foundation | | 8/20/2019 | \$ 20,000.00 | \$ 20,000.00 | \$ - | July 19-Jun 20 | ATC |
| Sutter Health Mills Peninsula Hospital | | 10/28/2019 | \$ 20,000.00 | \$ 20,000.00 | \$ - | Jan 19-Dec 19 | School Screenings and treatment |
| City of HMB | | 9/30/2019 | \$ 10,000.00 | \$ 10,000.00 | \$ - | July 19-Jun 20 | |
| Stanford Hospital | | 9/23/2019 | \$ 50,000.00 | \$ 25,000.00 | \$ 25,000.00 | Sept 19-Aug 20 | ATC |
| Kaiser Hospital | | 9/24/2019 | \$ 40,000.00 | \$ 40,000.00 | \$ - | Oct 19-Sept 20 | ATC |
| Lucille Packard Hospital | | 1/9/2020 | \$ 40,000.00 | \$ 20,000.00 | \$ 20,000.00 | Sept 19-Aug 20 | ATC and School Screenings |
| Sandhill Foundation | | 12/3/2019 | \$ 40,000.00 | \$ 40,000.00 | \$ - | Dec 19-Nov 20 | ATC |
| Dignity Health Sequoia Hospital | | 9/6/2019 | \$ 20,000.00 | \$ 20,000.00 | \$ - | Jan 20-Dec 20 | School Screenings |
| Tooth Fairy-Gap | | 12/18/2019 | \$ 500.00 | \$ 500.00 | \$ - | December 2019 | Case for a Child |
| Total | | | \$ 1,960,500 | \$ 1,363,500 | \$ 597,000 | | |

| ACCOUNTING REPORT: GRANTS/DONATIONS AVAILABLE IN FY20 (Cash Rec'd) | | | | Jul-19 | Feb-20 | |
|---|-------------------|-------------------|-------------------|-------------------|-----------------------|---------------------------------|
| Name | Beginning Bal | Addition | Released | Ending Bal | Period | Purpose |
| Hope Fund | \$ 2,229 | | \$ - | \$ 2,229 | On Going | Uncompensated Care |
| Hope Fund | \$ 7,817 | | \$ - | \$ 7,817 | On Going | Fund Development |
| Gassert - School Screenings | \$ 600 | | \$ 600.00 | \$ - | On Going | School Screenings |
| Farmworkers | \$ 55,246 | \$ 40,704 | \$ 95,950.00 | \$ - | On Going | Farmworkers |
| Sand Hill Foundation | \$ 7,500 | | \$ 7,500.00 | \$ - | 10/01/2018-9/30/2019 | General Support |
| California Wellness | \$ 48,611 | \$ 125,000.00 | \$ 55,552.00 | \$ 118,059 | 08/01/2018-07/31/2121 | Senior/Children |
| Delta Dental Community Foundation | \$ 8,756 | | \$ 8,756.00 | \$ - | 10/01/2018-9/30/2019 | General Support |
| Dignity Health Sequoia Hospital | \$ 6,664 | | \$ 6,664.00 | \$ - | 1/1/2019-12/31/2019 | Hoover School/Casa de Redwood |
| TouchPoint Foundation | \$ 1,750 | | \$ 1,750.00 | \$ - | 2/1/2019-1/31/2020 | Older Adults |
| Healthy Smiles, Healthy Children (AAPD*) | \$ - | \$ 20,000.00 | \$ 13,328.00 | \$ 6,672 | 07/01/2019-06/30/2020 | School Screenings and treatment |
| Delta Dental Community Foundation | \$ - | \$ 20,000.00 | \$ 13,328.00 | \$ 6,672 | 07/01/2019-06/30/2020 | General Support |
| Sutter Health Mills Peninsula Hospital | \$ - | \$ 20,000.00 | \$ 20,000.00 | \$ - | 01/01/2019-12/31/2019 | School Screenings and treatment |
| City of HMB | \$ - | \$ 10,000.00 | \$ 6,664.00 | \$ 3,336 | 07/01/2019-06/30/2020 | General Support |
| Sequoia Health District | \$ 12,500 | \$ 75,000.00 | \$ 75,000.00 | \$ 12,500 | 09/01/2019-02/28/2020 | General Support |
| Sand Hill Foundation | | \$ 40,000.00 | \$ 9,999.00 | \$ 30,001 | 12/01/2019-11/30/2020 | General Support |
| Lucille Packard Hospital | | \$ 20,000.00 | \$ 8,333.00 | \$ 11,667 | 09/01/2019-08/30/2020 | ATC& School Screening |
| Dignity Health Sequoia Hospital | | \$ 20,000.00 | \$ 1,666.00 | \$ 18,334 | 01/01/2020-12/31/2020 | School Screenings |
| Tooth Fairy-Gap | | \$ 500.00 | \$ 500.00 | \$ - | 12/01/2019-12/31/2019 | General Support |
| Total | \$ 151,672 | \$ 391,204 | \$ 325,590 | \$ 217,286 | | |

| GRANTS NOT AWARDED | | | | | | |
|---------------------------------|-----------------|--------------|--------|-------------------|---------------|------------|
| Name | Submission Date | Requested | Center | Date Notified | Programs | Reason |
| Wells Fargo | 7/1/2019 | \$ 25,000.00 | SMWCS | 9/1/2019 | Screenings | None Given |
| Chan Zuckerberg Initiative | 9/12/2019 | \$ 75,000.00 | SMWCS | ATC | 1 year | None Given |
| George H Sandy Foundation | 8/29/2019 | \$ 30,000.00 | SMWCS | ATC | 1 year | None Given |
| Tooth Fairy - Clean and Screen | 11/8/2019 | \$ 3,500.00 | SM | School Screenings | 1 month - Feb | None Given |
| COMING UP | | | | | | |
| Name | | | | | | |
| | | | | | | |
| Delta Dental | | | | | | |
| Joseph and Vera Long Foundation | | | | | | |
| TouchPoint Foundation | | | | | | |
| Philanthropic Ventures | | | | | | |
| Patterson Foundation | | | | | | |
| Chan Zuckerberg Initiative | | | | | | |
| Millsbrae Community Foundation | | | | | | |