



Board Meeting
April 30th, 2020, 6:30 PM
Teleconference Via Zoom

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AGENDA

TABS

1. CALL TO ORDER AND ROLL CALL – Chair Taverner
2. CONSENT CALENDAR
 - A. Minutes from April 2, 2020 Regular Board Meeting **A**
 - B. CFO Report **B**
 - C. Unaudited Financials for February 2020 **C**
 - D. Virtual Oral Health Report **D**
3. MISSION MOMENT – CEO Fecher
4. PUBLIC COMMENTS
5. CEO REPORT – CEO Fecher **E**
 - A. Implementation of Staffing Reduction
 - B. Update on Operations and Projects
 - C. Current Cash Position and Forecast
 - D. **ACTION requested**
6. REOPENING CLINIC SCENARIOS
7. FUNDRAISING – CEO Fecher **F**
 - A. Update on Grants and Upcoming Events
8. FY21 Budget Goals and Assumptions – CEO Fecher
9. DATE FOR NEXT BOARD MEETING (May 21st) – Chair Taverner
10. SUGGESTED AGENDA ITEMS FOR NEXT MEETING – Chair Taverner
11. ADJOURN





**Board Meeting
April 2, 2020, 6:30 pm
Teleconference Via Zoom
MINUTES**

1. **CALL TO ORDER AND ROLL CALL** – Chair Taverner called the meeting to order at **6:33pm**
 - **Present:** Board Chair Nigel Taverner, Vice Chair Helen Galligan, Secretary Clyde Hinshelwood, Board Members Larry Cappel, Sheryl Young, Liz Dodge
 - **Also Present:** CEO Tracey Fecher, CFO Cheryl Fama, Center Director Pat Kinniburgh, Dental Director Dr. Torrey Rothstein, Community Engagement Director Dr. Bonnie Jue, Director of Development Maura LeBaron-Hsieh, Sr. Accountant Tina Wang, Administrative Assistant Libby Barnard
 - **Absent:** Director Navarro

*[Chair Taverner motioned for an addendum to agenda to include a vote by roll call, to decide how Sonrisas Dental Health will address staffing and staff pay in the extended Shelter in Place Order. This motion was seconded by **Director Cappel** and approved by roll call]*

2. **MISSION MOMENT** – **CEO Fecher** reported on the recent progress in the piloted Virtual Oral Health Program. She reported that Sonrisas’ staff has devoted significant time and effort to create engaging presentations for the community.
3. **PUBLIC COMMENTS**—No public in attendance
4. **APPROVAL OF BOARD MINUTES:** **Director Dodge** move to approve the minutes for the meeting on March 19, 2020. The motion was seconded by **Secretary Hinshelwood**, and the motion was approved. **Director Cappel** abstained from the vote due to absence.
5. **COVID-19 AND SONRISAS DENTAL HEALTH RESPONSE**—**Chair Taverner** reviewed the topics discussed and decision made from the last board meeting (see Board Minutes from the meeting on March 19th).
6. Board Members agreed that the Shelter in Place order would likely last through the end of May and have significant restrictions afterward. *[Director Rick Navarro joined at 6:47 pm]* **Director Navarro**, who has been following this situation closely in his work, noted that the virus has not peaked yet, and it is difficult to pinpoint its duration. He added that the order will likely continue through April or mid-May.
 - Director Hinshelwood asked how many patients have been seen since March 16th? Dr. Torrey responded that Sonrisas saw 23 patients in the three-week timespan, but only one in the last week.
 - Director Young asked if San Mateo Medical Center is seeing dental patients. CEO Fecher responded that they have drop-in services every day and will see anyone who comes to their center, regardless of their insurance, since they are the safety net provider in the San Mateo County.
7. **REVIEW OF STAFF ACTIVITY SINCE THE ORDER**
 - **Community Outreach:** **Dr. Jue** updated the board on recent progress with Sonrisas’ Virtual Oral Health Program. SDH’s pediatric dentist has been following up with patients’ parents and providing oral health instruction for their child(ren)’s teeth. The dental hygiene team has been creating presentations for the community on specialized topics in dental care, including elderly, people with special needs and school children. Sonrisas gave 200 toothbrushes to local schools through the Toothbrushes To-Go Program. **Chair Taverner** asked how long one-on-one conferencing with patients will continue. **CEO Fecher** answered that the program is being piloted and will continue as long as needed.

- **Fundraising Efforts:** **Ms. LeBaron-Hsieh** reported that since the March 19th board meeting, the development team has focused on communication to supporters and grant funders. The Virtual Oral Health Program will give Sonrisas opportunities to connect with the public through social media content, seeking new donors and funders and keeping supporters up to date on Sonrisas.

8. New COVID-19 Government Programs and Cashflow

- **CEO Fecher** reviewed the government plans that are available to employees, including the IRS one-time payment and enhanced unemployment insurance under CARES. **Director Young** noted that furloughing is a viable option to consider because of the additional unemployment insurance.
- **CEO Fecher** also reviewed the Paycheck Protection Program, a loan that would cover up to 2.5x average monthly payroll and is forgivable. She noted that there are still some questions around timing of the application process and the reliability of this emerging program. **Director Cappel** will be applying for this program for several of his companies. **Director Hinshelwood** suggested moving forward quickly if this option was selected because the funds will run out. **Director Cappel** recommended exploring FEMA as source for funds for the cost of the pandemic.
- **Sonrisas' Current Cash Position** is stronger than forecasted due to donations, a better than estimated Accounts Receivables (including revenue from treatment before shutdown) and a \$10K grant from Cal Wellness.
- **CEO Fecher** reviewed cash flow projections for three different staffing models. The projections were made for the end of May and were used as the basis for the recommended way forward.

9. Recommendation

- **CEO Fecher, Chair Taverner, Dr. Rothstein, Dr. Bonnie Jue and Center Director Kinniburgh** recommended that most of the clinical staff be furloughed by these job classifications: Dental Assistants, Care Coordinators, Dentists, except for Dr. Torrey Rothstein and Dr. Laurie Jue. The hygienists that have been working on the Virtual Oral Health programs will stay on staff. It was noted that many of the hourly paid staff would be made whole or mostly whole with the unemployment insurance replacing their wages. Some administrative staff would stay on to complete critical projects and tasks.
- **Discussion:** **Director Hinshelwood** inquired whether this furlough would cause some clinical staff to not return. **Dr. Rothstein** responded that the risk feels relatively low since Sonrisas paid staff longer than most other dental offices. **CFO Fama** advised communicating to the staff that their benefits would stay intact through SDH. **Chair Taverner** recommended finding a way to stay in contact with furloughed staff until the Shelter in Place is lifted. Sonrisas' cash position after seven weeks of the "Program and Project" staffing was projected to be \$832K. **Chair Taverner** commented that, even with the furlough of staff, this cash would only last us until November. **Director Young** asked how many staff total would be furloughed and retained. **CEO Fecher** did not know the number at that moment and that she would get back to the board with that information.
- **Decision:** **Director Cappel** motioned to approve the recommended furlough plan. **Director Navarro** seconded and the motioned was approved unanimously by roll call.
- **Further Discussion:** **CFO Fama** agreed to review options for county funding. **CEO Fecher** will explore options through FEMA. **Director Young** ask CEO Fecher to provide a plan for staged reopening at the next board meeting. The board of directors thanked all Sonrisas employees, particularly those that are being furloughed, for all they have done for Sonrisas at this challenging time; and all they will do to continue Sonrisas' mission when the clinics are able to reopen.
- **Vice Chair Galligan** motioned to postpone the next board meeting to April 30th. The motion was seconded by **Director Young** and unanimously approved.

10. Meeting was adjourned at 8:20pm





DATE: April 30, 2020

TO: SDH Board of Directors

FROM: Cheryl Fama, CFO

RE: CFO Monthly Report for 4/30/20 Board meeting

1. **Financial Performance YTD July-February, 2020:** Performance continues to be positive resulting in a Net Ordinary Income of \$114K, \$375K **better** than budget.
 - a) Net revenue \$143K over budget and includes a positive \$26K in Uncompensated Care for Farmworkers due to an accounting adjustment to more accurately reflect the funding by the County managed care contract rather than a restricted grant as has been shown previously.
 - b) Total Cost \$110K better than budget includes Direct expense of **<\$18K>** due to booking of \$76K of In-Kind supply donations offset by Indirect expense performance of \$128K positive to budget.
 - c) Donations, Incentives/Others was positive to budget by \$121K and reflects the \$76K In-Kind Donations noted above, grants from the hospitals in the Healthy San Mateo Collaborative, and the \$50.5K Medicaid Incentives received in February. This also reflects donation and fundraising being behind plan by \$14K, and \$75K of PHCD funding support not needed in November.
 - d) FQHC visits of 72 are 98 behind budget due to the delayed start for County readiness and SDH orientation and EMR training.
2. **Financial Performance YTD FY 20 Compared to FY 19:**
 - a) Net Revenue \$223K better
 - b) Direct costs up \$241K (\$76K was In-Kind donation)
 - c) Indirect costs \$127K better
 - d) Other income \$388K better (\$76K same In-Kind donation)
 - e) **Net Income: \$497 better**
3. **Visit Performance in YTD, July-February 2020:**
 - a) Total visits of 7742 were 121 (1.2%) over budget.
 - b) Of the total, 68% (5,301 visits) were Affordable, Farmworkers, Medicaid, FQHC.
 - c) Medicaid visits were 49.6% adults and 50.4% pediatric.
4. **The Health Plan of San Mateo (HPSM):** CEO Fecher and my exploration of grant funding from the Children's Health Initiative (CHI) reserves to build out another operatory in the San Mateo Center has been on hold during the COVID disruption.
5. **Intacct Account System Implementation:** PHCD's CFO reports that implementation is progressing smoothly, remains on target to go live at the start of FY 2021, and SDH's Senior Accountant has been a good partner during the process.





DATE: April 24, 2020

TO: SDH Board of Directors

CC: Cheryl Fama, CFO

FROM: Tina Wang, Senior Accountant

RE: February Unaudited Financials and YTD Performance to Budget

FEBRUARY PERFORMANCE:

A. Revenue: Net Patient Revenue was **\$ 271,135**

Farmworker revenue from July to January was reclassified from Net Asset Released to Uncompensated Care for \$105,110. Without this reclass, net patient revenue would be **\$166,025** - \$9,223 better than budget.

1. 1051 visits –68 visits better than budget.
2. Total deductions were <\$241,790> without reclass – which is 59% of gross revenue.
3. YTD net revenue for Farmworkers is \$128,793, which is \$26K over the UCR rates.

B. Donations/Grants & Other Income: \$60,710– \$1,798 from individual donations; <\$66,774> released from restricted grant, which includes the Farmworker reclass; \$75,000 from PHCD; \$192 in dividends & other income; \$50,493 from Denti-Cal incentives.

C. Total Expense: \$283,983 - \$13,027 better than budget.

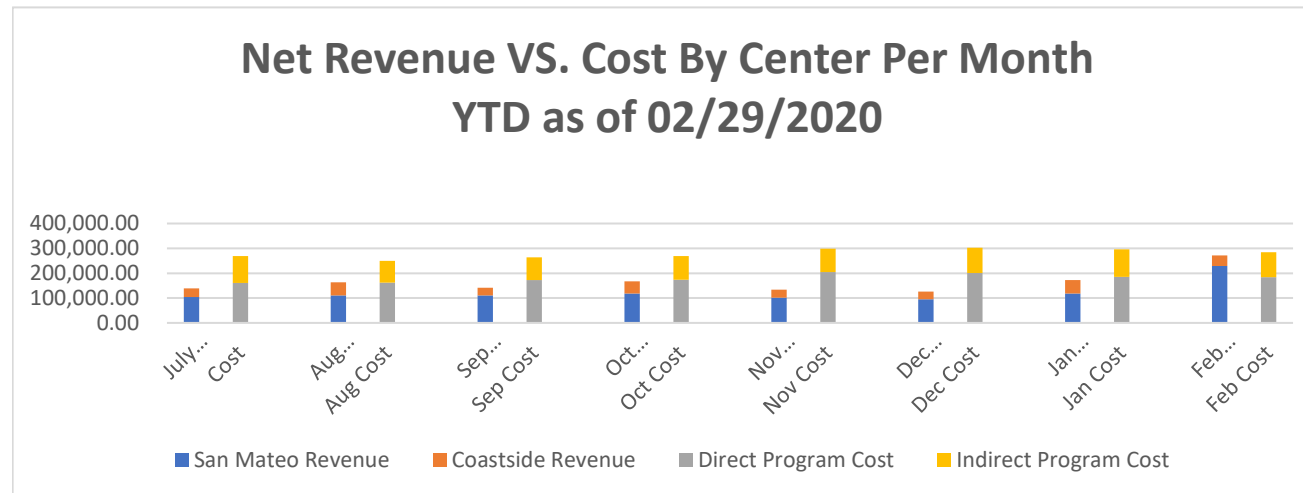
1. Direct Expense: \$184,556 - <\$4,828> worse than budget due to an increase in personnel cost from a new hire and additional PPE cost.
2. Indirect Expenses: \$99,427 - \$17,855 better than budget due to savings in personnel cost, fundraising, and marketing expenses.

D. Net Income: \$47,862

YTD PERFORMANCE TO BUDGET: YTD net income is **\$374,848** better than budget. Cash-flow is **\$377,081** better than the budget. PHCD grant received to date is **\$525,000**. No support needed from PHCD in November 2019

	YTD Actual	Budget	Performance
<i>Visits</i>	<i>7742</i>	<i>7621</i>	<i>121</i>
Gross Patient Revenue	\$2,917,099	\$2,541,344	+15%
Uncompensated Care (Deductions)	<\$1,601,005>	<\$1,368,580>	<17%>
Grants/Donations/Other Income	\$1,029,781	\$907,870	13%
Direct Cost	<\$1,444,681>	<\$1,427,078>	-1%
Indirect Cost	<\$787,490>	<\$914,700>	+14%
Net Income	\$113,705	<\$261,142>	+144%
<i>Non-cash items adj.</i>			
Depreciation	\$179,129	\$176,895	<1%>
Est. Cash-flow	\$292,834	<\$84,247>	+448%

Sonrisas Dental Health Operations											
	Jul 19	Aug 19	Sept 19	Oct 19	Nov 19	Dec 19	Jan 20	Feb 20	Total	YTD Budget	B(W)
San Mateo	103,976	110,431	109,955	118,002	101,271	95,407	118,500	228,633	986,175	868,964	117,211
Coastside	34,980	53,473	31,805	49,289	33,020	30,693	54,158	42,502	329,920	303,802	26,118
Revenue	138,956	163,904	141,760	167,291	134,291	126,100	172,658	271,135	1,316,095	#####	143,329
Direct Program Cost	160,634	162,047	172,576	173,985	204,507	200,595	185,781	184,556	1,444,681	#####	(17,603)
Indirect Program Cost	107,847	87,327	91,652	95,322	93,584	102,321	110,010	99,427	787,490	914,700	127,210
Total Cost	268,482	249,375	264,228	269,306	298,090	302,915	295,791	283,983	2,232,170	#####	109,608
TOTAL	(129,526)	(85,471)	(122,468)	(102,015)	(163,799)	(176,815)	(123,133)	(12,848)	(916,076)	#####	252,936
Dividend/	33,103	303	31,419	341	273	235	1,341	1,991	69,005	2,720	66,285
Donations	39,307	36,304	31,877	67,917	104,132	123,546	48,975	(16,281)	435,776	305,150	130,626
Grant for	75,000	75,000	75,000	75,000	0	75,000	75,000	75,000	525,000	600,000	(75,000)
Net INCOME	147,409	111,606	138,297	143,257	104,404	198,781	125,316	60,710	1,029,781	907,870	121,911
											-
Net INCOME	17,883	26,135	15,829	41,242	(59,395)	21,965	2,183	47,862	113,705	(261,142)	374,847

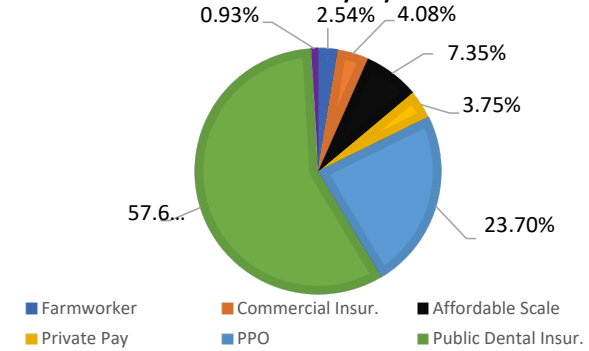


	Visits by Center								Total	Budget	Variance
	Jul 19	Aug 19	Sept 19	Oct 19	Nov 19	Dec 19	Jan 20	Feb 20			
San Mateo Vis	668	631	598	677	580	606	723	733	5216	4982	234
Coastside Visi	295	357	303	327	293	265	368	318	2526	2639	(113)
Total Visits	963	988	901	1004	873	871	1091	1051	7742	7621	121

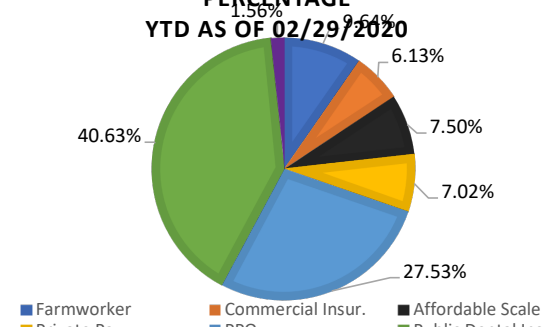
	Visits by Payer -San Mateo					
	Feb20	Budget	Variance	YTD Visits	YTD Budget	Variance
Commercial In	32	40	-8	238	315	(77)
PPO	222	200	22	1573	1,440	133
Private Pay	28	30	(2)	263	240	23
Affordable Sca	15	10	5	110	115	(5)
Farmworker	23	30	(7)	144	230	(86)
FQHC	39	50	(11)	72	170	(98)
Public Dental I	139	300	74	1320	2472	344
Public Dental I	235			1496		
Total Visits	733	660	73	5,216	4,982	234

	Visits by Payer -Coastside					
	Feb 20	Budget	Variance	YTD Visits	YTD Budget	Variance
Commercial In	11	5	6	78	40	38
PPO	36	25	11	262	205	57
Private Pay	1	6	(5)	27	48	(21)
Affordable Sca	62	57	5	459	492	(33)
Farmworker			0	53	0	53
Public Dental I	112			892	1854	23
Public Dental I	96	230	(22)	755		
Total Visits	318	323	(5)	2,526	2,639	117

VISITS BY PAYER AS A PERCENTAGE
YTD AS OF 02/29/2020



NET REVENUE BY PAYER AS A PERCENTAGE
YTD AS OF 02/29/2020



Avg. Income (Loss) per Visit		
	YTD	
Net Revenue per Visit	\$	168.62
Direct Cost per Visit	\$	(188.26)
Indirect Cost per Visit	\$	(102.14)
Net Income per Visit	\$	(121.78)

True Income (Loss) per Visit by Payer		
Payer	Avg. YTD	
Commercial Insurance	\$	17.19
PPO	\$	(41.01)
Public Dental Insurance	\$	(237.94)
Private Pay	\$	243.21
Affordable Scale	\$	62.97

Sonrisas Dental Health Operations FY 21 VS. FY20						
	Feb 20	Feb 19	Variance B(W)	YTD 21	YTD 20	Variance B(W)
Visits	1051	907	144	7742	7242	500
San Mateo Revenue	\$ 228,633	\$ 79,029	\$ 149,604	\$ 986,175	\$ 766,259	\$ 219,916
Coastside Revenue	\$ 42,502	\$ 37,344	\$ 5,158	\$ 329,920	\$ 327,315	\$ 2,605
Total Net Revenue	\$ 271,135	\$ 116,373	\$ 154,762	\$ 1,316,095	\$ 1,093,574	\$ 222,521
Direct Program Cos	\$ 184,556	\$ 161,489	\$ (23,067)	\$ 1,444,681	\$ 1,204,101	(\$240,580)
Indirect Program Cc	\$ 99,427	\$ 119,789	\$ 20,362	\$ 787,490	\$ 914,777	\$127,287
Total Cost	\$ 283,983	\$ 281,278	\$ (2,705)	\$ 2,232,170	\$ 2,118,878	(\$113,292)
TOTAL	\$ (12,848)	\$ (164,905)	\$ 152,057	\$ (916,076)	\$ (1,025,304)	\$109,228
Dividend/Other Inco	\$ 1,991	\$ 310	\$ 1,681	\$ 69,005	\$ 10,004	\$59,001
Donations Received	\$ (16,281)	\$ 31,949	\$ (48,230)	\$ 435,776	\$ 213,994	\$221,782
Grant from PHCD	\$ 75,000	\$ 75,000	\$ -	\$ 525,000	\$ 525,000	\$0
OTHER INCOME	\$ 60,710	\$ 107,259	\$ (46,549)	\$ 1,029,781	\$ 641,739	\$388,041
NET INCOME	\$ 47,862	\$ (57,646)	\$ 105,508	\$ 113,705	\$ (383,565)	\$ 497,269

SONRISAS DENTAL HEALTH, INC.
Profit & Loss Budget Performance
February 2020

12

	Feb 20	Budget	VarianceB(W)	Jul '19 - Feb 20	YTD Budget	VarianceB(W)
Ordinary Income/Expense						
Income						
Program Revenue						
Patient Services						
4103 · Commercial Insurance	11,945.00	13,626.55	(1,681.55)	99,556.00	107,459.78	(7,903.78)
4102 · PPO	89,851.00	71,867.14	17,983.86	627,193.00	524,122.38	103,070.62
4100 · Public Dental Insurance	236,169.00	185,406.60	50,762.40	1,774,316.40	1,516,178.82	258,137.58
4106 · Private Pay	6,820.00	9,942.72	(3,122.72)	93,739.00	79,541.76	14,197.24
4101 · Affordable Scale	24,944.00	18,541.22	6,402.78	177,240.00	168,573.18	8,666.82
4104 · Farmworker	10,226.00	12,543.71	(2,317.71)	102,749.00	96,168.44	6,580.56
4017 · FQHC	27,860.00	14,500.00	13,360.00	42,306.00	49,300.00	(6,994.00)
Total Patient Services	407,815.00	326,427.94	81,387.06	2,917,099.40	2,541,344.36	375,755.04
Uncompensated Care						
5020 · Prior Period Adjustment	(4,179.97)	0.00	(4,179.97)	1,517.45	(6,000.00)	7,517.45
5005 · Commercial Insurance	(2,037.60)	(2,735.73)	698.13	(17,640.74)	(21,583.43)	3,942.69
5004 · PPO	(39,140.87)	(28,087.00)	(11,053.87)	(259,384.98)	(204,611.00)	(54,773.98)
5009 · Public Dental Insurance	(163,805.30)	(121,891.44)	(41,913.86)	(1,231,484.00)	(996,834.31)	(234,649.69)
5007 · Affordable Scale	(10,334.00)	(6,941.00)	(3,393.00)	(77,086.90)	(62,274.00)	(14,812.90)
5003 · Farmworker Program	99,944.32	(7,470.96)	107,415.28	26,044.32	(57,277.56)	83,321.88
5001 · Fee Adjustments	(576.50)	(2,500.00)	1,923.50	(21,498.20)	(20,000.00)	(1,498.20)
5008 · FQHC	(16,550.00)		(16,550.00)	(21,472.00)		(21,472.00)
Total Uncompensated Care	(136,679.92)	(169,626.13)	32,946.21	(1,601,005.05)	(1,368,580.30)	(232,424.75)
Total Program Revenue	271,135.08	156,801.81	114,333.27	1,316,094.35	1,172,764.06	143,330.29
Donations/ Incentives / Others						
5104 · Fundraiser	0.00	1,500.00	(1,500.00)	0.00	2,500.00	(2,500.00)
5100 · Donations	1,798.38	3,200.00	(1,401.62)	10,242.90	21,600.00	(11,357.10)
5101 · In-Kind Donations	0.00		0.00	75,965.00	0.00	75,965.00
5103 · Incentives	50,493.00	0.00	50,493.00	50,493.00	0.00	50,493.00
5200 · Other Program Revenue	0.00		0.00	63,640.45		63,640.45
Events/Fundraisers						
5105 · Raffle	0.00	0.00	0.00	2,615.64	2,650.00	(34.36)
5106 · Other Events	0.00		0.00	0.00	0.00	0.00
Total Events/Fundraisers	0.00	0.00	0.00	2,615.64	2,650.00	(34.36)
5150 · Unrestricted Grants	75,000.00	75,000.00	0.00	525,000.00	600,000.00	(75,000.00)
5199 · Net Assets Released from	(66,773.53)	34,800.00	(101,573.53)	298,362.96	278,400.00	19,962.96
Total Donations/ Incentives / Others	60,517.85	114,500.00	(53,982.15)	1,026,319.95	905,150.00	121,169.95
Total Income	331,652.93	271,301.81	60,351.12	2,342,415.11	2,077,914.06	264,501.05
Gross Profit	331,652.93	271,301.81	60,351.12	2,342,415.11	2,077,914.06	264,501.05
Expense						
Direct Program Costs						
Personnel						
5250 · Direct Program Salaries	142,195.42	139,788.00	(2,407.42)	1,068,663.84	1,118,304.00	49,640.16
5260 · Payroll Taxes	10,460.30	11,183.04	722.74	76,715.30	89,464.32	12,749.02
5261 · Unemployment Taxes	1,087.38	1,554.05	466.67	9,879.81	12,432.40	2,552.59
5270 · Benefits	3,921.35	2,643.47	(1,277.88)	34,895.05	21,147.76	(13,747.29)
5275 · 401k Match	1,083.63	963.66	(119.97)	7,779.62	7,709.28	(70.34)
5278 · Worker's Comp.	1,114.39	1,397.88	283.49	8,886.27	11,183.04	2,296.77
5280 · Continuing Educ.	0.00	500.00	500.00	2,377.45	1,500.00	(877.45)
5281 · Licenses and Registrati	478.07	216.00	(262.07)	6,908.82	1,728.00	(5,180.82)
Total Personnel	160,340.54	158,246.10	(2,094.44)	1,216,106.16	1,263,468.80	47,362.64
Contracted Services						
5301 · Contract Employees	0.00		0.00	0.00	0.00	0.00
5303 · Sterilization Services	756.00	760.00	4.00	6,296.00	6,080.00	(216.00)
5304 · Pathogen Testing	0.00	65.00	65.00	0.00	520.00	520.00
5305 · Shredding	67.00		(67.00)	562.00	0.00	(562.00)
Total Contracted Services	823.00	825.00	2.00	6,858.00	6,600.00	(258.00)
5320 · Dental Supplies	13,840.42	12,156.97	(1,683.45)	161,591.91	87,008.79	(74,583.12)
5325 · Small Dental Equipment	1,467.30	0.00	(1,467.30)	2,372.94	2,500.00	127.06
5326 · Dental Equipment Repair	329.04	800.00	470.96	6,343.16	6,400.00	56.84
5330 · Lab Fees	7,755.86	7,500.00	(255.86)	51,308.71	60,000.00	8,691.29
5331 · Uniforms	0.00	200.00	200.00	100.00	1,100.00	1,000.00
Total Direct Program Costs	184,556.16	179,728.07	(4,828.09)	1,444,680.88	1,427,077.59	(17,603.29)
Indirect Costs						
Administrative Personnel						
5450 · Salaries/Wages	43,718.52	53,649.00	9,930.48	339,755.38	404,196.00	64,440.62
5460 · Payroll Taxes, Admin/M	3,143.09	4,291.92	1,148.83	24,221.36	32,335.68	8,114.32
5461 · Unemployment Taxes	443.09	804.74	361.65	6,867.12	6,062.98	(804.14)
5470 · Benefits	1,428.07	5,364.90	3,936.83	12,011.28	40,419.60	28,408.32
5475 · 401k Match, Admin/Mgn	667.90	804.74	136.84	3,570.41	6,062.98	2,492.57
5478 · Worker's Comp.	335.52	536.49	200.97	2,711.46	4,041.96	1,330.50
Administrative Personnel - Oth	0.00		0.00	11,927.26		(11,927.26)
Total Administrative Personnel	49,736.19	65,451.79	15,715.60	401,064.27	493,119.20	92,054.93

SONRISAS DENTAL HEALTH, INC.
Profit & Loss Budget Performance
February 2020

13

	Feb 20	Budget	VarianceB(W)	Jul '19 - Feb 20	YTD Budget	VarianceB(W)
Business Taxes						
5520 · Property Taxes	0.00		0.00	79.29	250.00	170.71
Total Business Taxes	0.00		0.00	79.29	250.00	170.71
Equipment Expenses						
5507 · Computer Support	3,586.53	3,650.00	63.47	31,172.72	29,200.00	(1,972.72)
5608 · Software Support	1,322.00	850.00	(472.00)	8,063.00	6,800.00	(1,263.00)
5630 · Office. Equip. Maintena	0.00		0.00	0.00	1,500.00	1,500.00
Total Equipment Expenses	4,908.53	4,500.00	(408.53)	39,235.72	37,500.00	(1,735.72)
Facilities Expenses						
5600 · Auto Expenses	326.08	300.00	(26.08)	2,885.99	2,400.00	(485.99)
5610 · Building Maintenance	976.35	750.00	(226.35)	8,453.25	6,000.00	(2,453.25)
5611 · Janitorial Service	1,875.00	2,250.00	375.00	17,756.55	18,000.00	243.45
5670 · Rent	3,300.00	3,300.00	0.00	26,400.00	26,400.00	0.00
5672 · Phone / Internet	1,996.65	1,247.00	(749.65)	11,857.41	9,976.00	(1,881.41)
5680 · Utilities	2,779.90	2,444.00	(335.90)	18,516.49	19,552.00	1,035.51
Total Facilities Expenses	11,253.98	10,291.00	(962.98)	85,869.69	82,328.00	(3,541.69)
Insurance						
5635 · Auto Insurance	214.47	671.00	456.53	1,715.76	5,368.00	3,652.24
5636 · Malpractice (Prof. Liab.)	765.00	457.60	(307.40)	6,120.00	3,660.80	(2,459.20)
5637 · Liability & Property	993.33	1,030.70	37.37	7,946.64	8,245.60	298.96
5638 · Directors & Officer Liab	345.50	309.10	(36.40)	2,309.00	2,472.80	163.80
Total Insurance	2,318.30	2,468.40	150.10	18,091.40	19,747.20	1,655.80
Office Exp.						
5502 · Claims Processing	141.70	126.00	(15.70)	1,287.42	1,008.00	(279.42)
5504 · Payroll Processing / BG	656.95	984.00	327.05	6,714.33	7,872.00	1,157.67
5616 · Patient Notification	485.00	485.00	0.00	3,899.90	3,880.00	(19.90)
5660 · Office Supplies	840.03	1,280.00	439.97	6,590.75	10,240.00	3,649.25
5665 · Postage and Shipping	8.00	310.00	302.00	2,419.70	2,480.00	60.30
5668 · Printing Costs	0.00	200.00	200.00	956.20	1,400.00	443.80
Total Office Exp.	2,131.68	3,385.00	1,253.32	21,868.30	26,880.00	5,011.70
Fundraising Expenses						
5632 · Fundraising Expenses	598.97	1,100.00	501.03	1,140.24	5,500.00	4,359.76
5633 · Fundraising Consulting	2,009.50	2,800.00	790.50	17,972.25	22,400.00	4,427.75
Total Fundraising Expenses	2,608.47	3,900.00	1,291.53	19,112.49	27,900.00	8,787.51
Meeting & Travel Expenses						
5676 · Travel Costs	208.18	0.00	(208.18)	1,153.36	0.00	(1,153.36)
5677 · Meals	0.00	25.00	25.00	0.00	200.00	200.00
5678 · Mileage	127.10	225.00	97.90	814.02	2,000.00	1,185.98
Total Meeting & Travel Expenses	335.28	250.00	(85.28)	1,967.38	2,200.00	232.62
Outsourced Services						
5503 · Consultants	0.00		0.00	0.00	0.00	0.00
5508 · Professional Fees	0.00		0.00	2,500.00	0.00	(2,500.00)
Total Outsourced Services	0.00		0.00	2,500.00	0.00	(2,500.00)
5615 · Depreciation Expense	23,091.23	22,300.60	(790.63)	179,119.90	176,895.12	(2,224.78)
5618 · Dues, Fees & License	0.00	210.00	210.00	662.00	1,680.00	1,018.00
5620 · Employee Goodwill	18.71	200.00	181.29	1,970.63	1,600.00	(370.63)
5639 · Recruitment Expense	310.04	1,475.00	1,164.96	1,952.99	11,800.00	9,847.01
5648 · Marketing Expense			0.00			0.00
5651 · Outreach	887.69		(887.69)	4,361.88	10,000.00	5,638.12
5648 · Marketing Expense - Otl	750.00	2,000.00	1,250.00	2,719.18	16,000.00	13,280.82
Total 5648 · Marketing Expense	1,637.69	2,000.00	362.31	7,081.06	26,000.00	18,918.94
Fees and Interest						
5605 · Service Charges	0.00		0.00	0.00	0.00	0.00
5625 · Penalty charges	0.00		0.00	0.00		0.00
5641 · Finance Charges	(60.74)	50.00	110.74	514.45	400.00	(114.45)
5642 · Loan Interest	0.00	0.00	0.00	0.00	0.00	0.00
5650 · Merchant Processing	1,137.79	800.00	(337.79)	6,280.00	6,400.00	120.00
Total Fees and Interest	1,077.05	850.00	(227.05)	6,794.45	6,800.00	5.55
Total Indirect Costs	99,427.15	117,281.79	17,854.64	787,369.57	914,699.52	127,329.95
Total Expense	283,983.31	297,009.86	13,026.55	2,232,050.45	2,341,777.11	109,726.66
Net Ordinary Income	47,669.62	(25,708.05)	73,377.67	110,364.66	(263,863.05)	374,227.71
Other Income/Expense						
Other Income						
6120 · Interest Income	8.75		8.75	73.60		73.60
6121 · Dividends	0.00	340.00	(340.00)	2,060.80	2,720.00	(659.20)
6130 · Other Income	25.20		25.20	1,396.10		1,396.10
6140 · Other Expenses	158.40		158.40	158.40		158.40
Total Other Income	192.35	340.00	(147.65)	3,688.90	2,720.00	968.90
Total Other Income	192.35	340.00	(147.65)	3,688.90	2,720.00	968.90
Other Expense						
5900 · Other Expenses	0.00		0.00	349.09		349.09

Total Other Expense
Net Other Income
Net Income

Feb 20	Budget	VarianceB(W)	Jul '19 - Feb 20	YTD Budget	VarianceB(W)
0.00		0.00	349.09		349.09
192.35	340.00	(147.65)	3,339.81	2,720.00	619.81
47,861.97	(25,368.05)	73,230.02	113,704.47	(261,143.05)	374,847.52

Balance Sheet

As of February 29, 2020

Feb 29, 20

ASSETS

Current Assets

Checking/Savings

Checking/Savings

1010 · Boston Private BusinessCl 681,944.26

1020 · Boston Private Saving 110,108.48

1050 · Wells Fargo Checking 21,280.03

1070 · Merrill Lynch 204,121.21

Total Checking/Savings 1,017,453.98

1175 · Petty Cash - Coastsides 381.41

1176 · Petty Cash -San Mateo 200.00

Total Checking/Savings 1,018,035.39

Accounts Receivable

Accounts Receivable

1250 · Accounts Receivable - Ser 191,527.52

1260 · Accts.Rec.- Other Agencies 60,955.00

Total Accounts Receivable 252,482.52

Total Accounts Receivable 252,482.52

Other Current Assets

1400 · Prepaid Expense 12,116.50

1405 · Work Comp Deposit 1,898.00

1450 · Allowance for Bad Debt (4,938.61)

1499 · Undeposited Funds 26.00

Total Other Current Assets 9,101.89

Total Current Assets 1,279,619.80

Fixed Assets

Fixed Assets

1320 · Leasehold Impvmnt. - Coasts 25,886.14

1321 · Leasehold Improv. - S. Mateo 1,027,624.61

1335 · Dental Equipment - Coastsides 117,755.81

1336 · Dental Equipment - San Mateo 529,967.70

1340 · Computers - Coastsides 35,725.63

1341 · Computers - San Mateo 68,142.75

1350 · Mobile Equipment 188,945.09

1370 · Furniture/Fixtures - Coastsides 10,171.94

1371 · Furniture/Fixtures - S.Mateo 117,861.12

Balance Sheet

As of February 29, 2020

Feb 29, 20

1380 · Truck	111,934.08
Less Accumulated Depr.	
1390 · Accum. Depreciation-Coas	(164,625.49)
1395 · Accum. Depreciation - San	(925,091.10)
Total Less Accumulated Depr.	(1,089,716.59)
Total Fixed Assets	1,144,298.28
Total Fixed Assets	1,144,298.28
Other Assets	
1420 · Security Deposits	14,697.00
Total Other Assets	14,697.00
TOTAL ASSETS	2,438,615.08
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	76,004.29
Total Accounts Payable	76,004.29
Credit Cards	
Credit Cards	
2117 · Wells Fargo (Bonnie)	54.83
2112 · Wells Fargo Visa-Rothst	856.04
Total Credit Cards	910.87
Total Credit Cards	910.87
Other Current Liabilities	
*Payroll Liabilities	
2300 · Accrued Salaries/Wages	106,082.96
2301 · Accrued PTO	63,745.99
2321 · 401k Funds Payable	10,848.30
2322 · HSA Fund Payable	344.59
2383 · Accrued Payroll Taxes	30,708.32
2384 · Accrued PR Taxes on P1	4,876.57
2387 · Accrued 401K Match	536.17
Total *Payroll Liabilities	217,142.90
Patient Liabilities	
2220 · Patient Prepayments - C	7,136.90
2221 · Patient Prepayments - S	15,137.00

Balance Sheet

As of February 29, 2020

	Feb 29, 20
2225 · Patient Refunds Payable	2,210.55
2226 · Patient Refunds Payable	1,925.60
Total Patient Liabilities	26,410.05
2205 · Accrued Interest	260.33
Total Other Current Liabilities	243,813.28
Total Current Liabilities	320,728.44
Total Liabilities	320,728.44
Equity	
3900 · Retained Earnings- Coastsid	344,765.83
3901 · Retained Earnings - San Mateo	1,486,780.08
3905 · Restricted Net Assets- Coastsid	105,803.28
3906 · Restricted Net Assets-S.Mateo	66,832.98
Net Income	111,704.47
Total Equity	2,115,886.64
TOTAL LIABILITIES & EQUITY	2,436,615.08





DATE: April 27, 2020

TO: SDH Board of Directors

FROM: Bonnie Jue, DDS

RE: **Community Engagement Director April Report**

Due to the COVID-related temporary closure of San Mateo County schools and our centers last month, Sonrisas Dental Health (SDH) is piloting several new outreach programs that have enabled us to serve our patients and the community in this alternative setting, so that we can continue to carry out our mission.

SDH has adapted its community outreach from performing in-person school screenings to a Virtual Oral Health Education platform for students in Preschool-Grade 5.

“Toothbrushes To-Go”

SDH has teamed up with current school partners, that offer drive-through pickup of school lunches, to distribute pre-packaged Oral Health Kits (an educational flyer, toothbrush, floss, toothpaste with fluoride, and a 2-minute brushing timer). These kits were obtained through donations from the San Mateo County Oral Public Health Program and various grant funding. A total of 800 Oral Health Kits have been or are scheduled to be delivered through May.

- 100 kits to Millbrae School District (Sutter Health Mills Peninsula Hospital grant)
- 200 kits to San Bruno Park School District (Lucile Packard Children’s Hospital grant)
- 200 kits to Cabrillo School District (American Academy of Pediatric Dentistry grant)
- 300 kits to Redwood City School District (Dignity Health Sequoia Hospital grant)



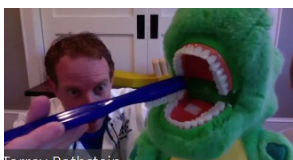
“Healthy Smiles Across the Miles”

Sonrisas’ dental providers have created oral health education presentations that can be delivered “live” via Zoom and Google online sessions or through recorded videos that are accessed via a link to SDH’s YouTube channel.

Dr. Jue has been reaching to out to existing school partners, as well as, new schools in San Mateo County to promote this Virtual Oral Health Education Pilot Program. All schools have expressed excited interest, but the main consideration has been the extreme range of online learning availability for each school; some schools hold regular “live” online class meetings, while others have none set up to date. Some factors affecting logistics have included: limited wi-fi accessibility and lack of computer devices in students’ households and challenges that

teachers face in reaching students via email (many families do not have reliable email addresses). SDH has planned or completed the following activities:

- Dr. Torrey gave a Zoom presentation to two Kindergarten classes at Woodside Elementary School in which 34 children and faculty members attended.
- Brenda Barrientos, RDH (Registered Dental Hygienist), will deliver presentations in Spanish to 1st Grade Spanish Immersion classes at Hatch Elementary School during their weekly Zoom session (thanks to Clyde's outreach assistance).
- Representatives from Burlingame Elementary School and The Nueva School have expressed interest in scheduling online presentations (other schools are also interested but do not have online class meetings yet).
- Connie Cheng, RDH and Brenda have created 8 recorded oral health education videos that are in the final stages of production, which can be provided to participating schools' faculty members and students, in lieu of or in addition to the live online presentations.



Patient Outreach Pilot

In addition to Community Outreach, Jim Terry and Maria Brambila (SDH's clinical RDH's) have been contacting existing patients to provide oral hygiene "coaching" to reinforce positive oral health habits, while Dr. Laurie Jue and Dr. Torrey Rothstein have been handling emergency calls and questions. Patients have expressed gratitude and appreciation for these calls; many were quite moved by Sonrisas Dental Health's decision to continue reaching out to patients, which has been a source of comfort and reassurance, especially to those most vulnerable, during these challenging times. From 4/8-4/24/2020, 404 calls to patients have been made (an average of 31 calls per day).

Dr. Jue would like to commend the team of SDH dental hygienists and dentists who have worked diligently to create these new programs and protocol, along with significant contributions from Maura LeBaron-Hsieh, Libby Barnard, and Patricia Kinniburgh. In a matter of weeks, this team has produced valuable programs which usually take months to develop.





DATE: April 27, 2020

TO: SDH Board of Directors

FROM: Tracey Fecher, CEO

RE: **CEO Monthly Report**

1. Implementation of Staffing Reduction

- After the April 3rd board meeting, where the decision was made to furlough most of the clinical staff, an all staff meeting was held to inform the staff that certain job classifications would be furloughed effective at the end of the day, April 10th. It was a somber meeting with the staff; but most understood the reasons why the organization made this decision.
 - Twenty-Seven dental assistants, care coordinators, dentists and hygienists were furloughed. This includes one individual who works one day a week and five who work once a month for Sonrisas.
 - Five administrative staff, three dentists and four hygienists were retained to maintain operations, provide care for our patients of record and/or work on new virtual oral health projects.
 - All furloughed staff were paid for their work through April 10th as well as the balance of their PTO. The PTO came to \$26K, without payroll taxes.
- An email distribution list was created to maintain contact with furloughed staff. A voluntary virtual meeting is scheduled for Friday, May 1st to update all staff.

2. Update on Operations and Projects

- Clinical Dentistry: The primary responsibility of Sonrisas is to continue to provide emergency dental care for our patients of record during the time of the Shelter in Place. A goal of this care is to keep patients comfortable and out of the emergency room. The team is also researching tele-dentistry and Medi-Cal Dental has been billed \$680 as of today. The landscape of dentistry, in particular the personal protective equipment (PPE), is being closely monitored by the clinical team during the time of COVID-19 for emergency treatment of patients as well as after the shelter in place is lifted.
- Maintain and Improve Clinic Operations: Improved documentation for policies and procedures is being completed, including an annual workplan. Detailed plans for the re-opening of the clinics are being developed and will be reviewed in the board meeting. Depositing and posting of insurance and patient checks continues in Open Dental. A request for an increase in Delta Dental rates was completed and submitted.
- Fundraising: One focus of the fundraising team has been outreaching to funders regarding changes in grant outcomes if needed due to the clinic and school screening closures. The campaigns for Coastside Gives and GivingTuesdayNow have been launched. An annual fundraising calendar is being developed. A major focus has been applying for new grant opportunities related to COVID-19.

- Marketing: The primary marketing focus has been social media posts related to the upcoming campaigns. A newsletter was created and sent to all supporters in Keela, grant funders, employees and all patients through Lighthouse 360.
- Finance: An Economic Injury Disaster Loan (EIDL) has been applied for. The team is researching FEMA and FCC grant opportunities. The team is working on the FY21 budget, including a patient visit volume forecasting tool.
- Virtual Oral Health: A report detailing the progress made by the team on virtual oral health programs has been included separately in the board meeting packet. The team has made significant progress; and we are starting to measure the impact to our patients and schools served.

3. **Current Cash Position and Forecast**

- Sonrisas' cash position, outstanding A/R and how it maps to the forecast is being monitored regularly. A presentation of the current cash position, receivables and payroll through May will be presented at the board meeting.

4. **Reopening of Sonrisas Clinics**

- The reopening of the clinics is a complex topic and will require an investment of staff time, new personal protective equipment and possibly an adjustment of the clinic schedules. A review of the factors that will affect the reopening of the clinics will be provided at the board meeting. The elements and related questions include:
 - i. Patients: Will they be comfortable coming to the dentist for preventative care? Demand may be lower in different payer types.
 - ii. Staff: Will staff be comfortable returning to work? Will they have childcare? If the clinics need to adjust the schedule, will the staff be available? What will Sonrisas want to do if part time staff become more available? What PPE training will need to be provided to staff before reopening?
 - iii. Equipment: What additional PPE will be required to safely treat patients? How will it change in the immediate, intermediate and long term? How will the cost of the new PPE affect Sonrisas' budget?
 - iv. Workflow of the Clinics: Implementing screening protocols (temperature, questionnaire), possibly have patients wait outside and not in waiting room, no family in waiting room or treatment area.
 - v. Schedule of Clinics: When rescheduling patients Care Coordinators will need to be aware of the payer mix being scheduled. Should we have two shifts daily to space out patients and distance staff? Will we have enough hygiene appointments due to 2.5 months having been cancelled? Will the Pescadero-La Honda Unified School District Boardroom be available for Farmworker treatment?
 - vi. Shelter-In-Place Rules: Will there be restrictions about who can leave their homes, for example individuals over a certain age or those with compromised immune systems?
 - vii. Payer Changes: Will the State of California drop adults from Medi-Cal Dental coverage as a way to reduce state spending?



GRANT SUBMISSIONS						
Name	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	Denied
Atkinson Foundation	1/23/2020			General Operating Support / COVID-19 Relief (converted from ATC Seniors)		
		\$ 10,000	SM/CS		1 year	Yes
Palo Alto Community Fund	1/23/2020	\$ 10,000	SM/CS	ATC	1 year	Pending
Sunlight Giving	1/30/2020	\$ 50,000	SM/CS	General Operating Support	1 year	Yes
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	Denied
Philanthropic Ventures	2/20/2020	\$ 10,000	SM/CS	Transportation Support	1 year	Yes
California Wellness Foundation	n/a	\$ 10,000	SM/CS	General Operating Support / COVID-19 Relief Gift		Yes
Tooth Fairy - Gap	3/30/2020	\$ 500	SM/CS	Case for a child	March	Review postponed by funder
Henry Schein Cares Foundation	3/31/2020	\$ 50,000	SM/CS	Materials and Supplies	1 year	Pending
Delta Dental Community Foundation COVID-19 F	4/10/2020	\$ 5,000	SM/CS	General Operating Support / COVID-19 Relief / Virtual Programs	(applied for \$20K; received \$5,000)	Yes
Patterson Foundation	4/15/2020	\$ 35,000	SM/CS	ATC and School Screening	1 year	Pending
SVCF Bay Area Nonprofit Relief Fund	4/22/2020	\$ 40,000	SM/CS	General Operating Support / COVID-19 Relief	7 months	Pending

Total \$ 521,500

AWARDED							
Name	Awarded	Amount	Received	Not Yet Received	Period	Program	Center
California Wellness Foundation	8/13/2018	\$ 250,000	\$ 250,000	\$ -	Aug 18-Jul 21	Adults/Seniors	SM/CS
Peninsula Health Care District	10/25/2018	\$ 1,300,000	\$ 823,000	\$ 477,000	Jan 19-Jun 20	ATC	SM
Sequoia Healthcare District	2/6/2019	\$ 150,000	\$ 150,000	\$ -	Feb 19-Feb 20	SHD Residents	SM
Healthy Smiles, Healthy Children (AAPD*)	6/28/2019	\$ 20,000	\$ 20,000	\$ -	July 19-Jun 20	School Screenings and treatment	SM/CS
Delta Dental Community Foundation	8/20/2019	\$ 20,000	\$ 20,000	\$ -	July 19-Jun 20	ATC	SM/CS
Sutter Health Mills Peninsula Hospital	10/28/2019	\$ 20,000	\$ 20,000	\$ -	Jan 19-Dec 19	School Screenings and treatment	SM
City of HMB	9/30/2019	\$ 10,000	\$ 10,000	\$ -	July 19-Jun 20		CS
Stanford Hospital	9/23/2019	\$ 50,000	\$ 25,000	\$ 25,000	Sept 19-Aug 20	ATC	SM/CS
Kaiser Hospital	9/24/2019	\$ 40,000	\$ 40,000	\$ -	Oct 19-Sept 20	ATC	SM/CS
Lucille Packard Hospital	1/9/2020	\$ 40,000	\$ 20,000	\$ 20,000	Sept 19-Aug 20	ATC and School Screenings	SM
Sandhill Foundation	12/3/2019	\$ 40,000	\$ 40,000	\$ -	Dec 19-Nov 20	ATC	SM/CS
Dignity Health Sequoia Hospital	9/6/2019	\$ 20,000	\$ 20,000	\$ -	Jan 20-Dec 20	School Screenings	SM
Tooth Fairy-Gap	12/18/2019	\$ 500	\$ 500	\$ -	Dec-19	Case for a Child	SM
Philanthropic Ventures	2/20/2020	\$ 10,000	\$ 10,000	\$ -	March 20- March 21	Oral Health Virtual Program	SM/CS
Sunlight Giving	2/20/2020	\$ 50,000	\$ 50,000	\$ -	March 20- March 21	General Operating Support	SM/CS
California Wellness Foundation	3/30/2020	\$ 10,000		\$ 10,000		General Operating Support / COV	SM/CS
Atkinson Foundation	1/23/2020	\$ 10,000	\$ 10,000	\$ -	March 20- March 21	General Operating Support	SM/CS
Rolo Fund via Silicon Valley Community Foundation	3/30/2020	\$ 12,500	\$ 12,500	\$ -	Apr-20	General Operating Support	CS
Delta Dental Community Foundation COVID-19 Relief	4/27/2020	\$ 5,000		\$ 5,000	May-20		
Total		\$ 2,058,000	\$ 1,521,000	\$ 532,000			

ACCOUNTING REPORT: GRANTS/DONATIONS AVAILABLE IN FY20 (Cash Rec'd)							
Jul-19				Apr-20			
Name	Beginning Bal	Addition	Released	Ending Bal	Period	Purpose	Center

Grant / Fundraising Status (FY19-20)

Sonrisas
Dental Health

April

Hope Fund	\$ 2,229		\$ 2,229	\$ (0)	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
Farmworkers	\$ 55,246	\$ 80,779	\$ 112,266	\$ 23,759	On Going	Farmworkers	SM
Sand Hill Foundation	\$ 7,500		\$ 7,500	\$ -	10/01/2018-9/30/2019	General Support	SM/CS
California Wellness	\$ 48,611	\$ 125,000.00	\$ 69,440	\$ 104,171	08/01/2018-07/31/2121	Senior/Children	SM/CS
Delta Dental Community Foundation	\$ 8,756		\$ 8,756	\$ -	10/01/2018-9/30/2019	General Support	SM/CS
Dignity Health Sequoia Hospital	\$ 6,664		\$ 6,664	\$ -	1/1/2019-12/31/2019	Hoover School/Casa de Redwood	SM
TouchPoint Foundation	\$ 1,750		\$ 1,750	\$ -	2/1/2019-1/31/2020	Older Adults	SM/CS
Healthy Smiles, Healthy Children (AAPD*)	\$ -	\$ 20,000	\$ 16,660	\$ 3,340	07/01/2019-06/30/2020	School Screenings and treatment	SM/CS
Delta Dental Community Foundation	\$ -	\$ 20,000	\$ 16,660	\$ 3,340	07/01/2019-06/30/2020	General Support	SM/CS
Sutter Health Mills Peninsula Hospital	\$ -	\$ 20,000	\$ 20,000	\$ -	01/01/2019-12/31/2019	School Screenings and treatment	SM/CS
City of HMB	\$ -	\$ 10,000	\$ 8,330	\$ 1,670	07/01/2019-06/30/2020	General Support	CS
Sequoia Health District	\$ 12,500	\$ 75,000	\$ 87,500	\$ -	09/01/2019-02/28/2020	General Support	SM/CS
Sand Hill Foundation		\$ 40,000	\$ 16,665	\$ 23,335	12/01/2019-11/30/2020	General Support	SM/CS
Lucille Packard Hospital		\$ 20,000	\$ 10,000	\$ 10,000	09/01/2019-08/30/2020	ATC& School Screening	SM/CS
Dignity Health Sequoia Hospital		\$ 20,000	\$ -	\$ 20,000	01/01/2020-12/31/2020	School Screenings	SM
Tooth Fairy-Gap		\$ 500	\$ 500	\$ -	12/01/2019-12/31/2019	General Support	SM
Philanthropic Ventures		\$ 10,000	\$ 10,000	\$ -	03/01/2020-02/28/2021	Oral Health Virtual Program	SM/CS
Atkinson Foundation		\$ 10,000	\$ 1,666	\$ 8,334	03/01/2020-02/28/2020	General Operating Support	SM/CS
Sunlight Giving		\$ 50,000	\$ 4,167	\$ 45,833	03/01/2020-02/28/2021	General Support	SM/CS
Total	\$ 151,672	\$ 501,279	\$ 401,353	\$ 251,598			

GRANTS NOT AWARDED

Name	Submittal Date	Requested	Center	Date Notified	Programs	Reason	Next Steps
Wells Fargo	7/1/2019	\$ 25,000.00	SM/CS	9/11/2019	Screenings	None Given	
Chan Zuckerberg Initiative	9/12/2019	\$ 75,000.00	SM/CS	ATC	1 year	None Given	research introduction to C-Z when Dev Director Starts
George H Sandy Foundation	8/29/2019	\$ 30,000.00	SM/CS	ATC	1 year	None Given	
Tooth Fairy - Clean and Screen	11/8/2019	\$ 3,500.00	SM	School Screenings	1 month - Feb	None Given	Follow-Up Call Tues 2/18

COMING UP

Name