



**Board Meeting  
May 21<sup>st</sup>, 2020**

**Teleconference Via Zoom**

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Meeting ID: 650 727 3480

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**AGENDA**

- |  |             |
|--|-------------|
| 1. CALL TO ORDER AND ROLL CALL – Chair Taverner              | <b>TABS</b> |
| 2. MISSION MOMENT – Dr. Bonnie Jue                           |             |
| 3. PUBLIC COMMENTS   |             |
| 4. APPROVAL OF BOARD MINUTES: April 30, 2020                 | <b>A</b>    |
| 5. CEO REPORT – CEO Fecher                                   | <b>B</b>    |
| A. Update on Operations and Projects                         |             |
| a. Reopening of dental clinics                               |             |
| B. Current Cash Position and Forecast                        |             |
| 6. UNAUDITED FINANCIALS FOR March '20                        | <b>C</b>    |
| 7. FY 21 DRAFT BUDGET REVIEW – CEO Fecher                    |             |
| 8. FUNDRAISING – Maura LeBaron-Hsieh                         | <b>D</b>    |
| A. Update on Grants and Upcoming Events                      |             |
| 9. DATE FOR NEXT BOARD MEETING (June 18th) – Chair Taverner  |             |
| 10. SUGGESTED AGENDA ITEMS FOR NEXT MEETING – Chair Taverner |             |
| 11. ADJOURN  |             |





**Board Meeting  
April 30<sup>th</sup> 2020, 6:30 PM  
Teleconference Via Zoom**

**MINUTES**

1. **CALL TO ORDER AND ROLL CALL** – Chair Taverner called the meeting to order at 6:32pm:
  - **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, Sr. Accountant Tina Wang, Administrative Assistant Libby Barnard
  - **Absent:** Director Rick Navarro
2. **APPROVAL OF BOARD MINUTES:** *Chair Taverner motioned to approve the minutes for the meeting on April 2, 2020, seconded by **Director Young** and approved to accept. Ayes: Directors Hinshelwood, Dodge, Cappel, and Vice Chair Galligan.*
3. **MISSION MOMENT** – **CEO Fecher** shared a story about the Virtual Oral Health Program. Dr. Torrey Rothstein recently made a virtual oral health presentation to a kindergarten class that his son attends. The presentation was engaging and well-received. Later while walking in his neighborhood, he received several shoutouts from children that had been watching the video presentation. One little girl shared that she had a loose tooth (a big deal in kindergarten)!
4. **PUBLIC COMMENTS** — No public in attendance.
5. **CEO REPORT – CEO Fecher**
  - Since the last board meeting, 27 staff have been furloughed, as of April 13<sup>th</sup>. Employees have been paid out \$26K in PTO. The staff meeting in which the furlough was announced was difficult, but not unexpected by the staff. Supervisors have kept in touch with staff through phone calls and email check-ins. Twenty staff signed up for an employee group (of which 10 are currently furloughed), where staff are able to share how they are doing and what they are up to during shelter in place. It also is a way for the leadership team to give updates on what they are learning dentistry and COVID-19 to prepare staff about what reopening will look like. CEO Fecher mentioned that supervisors were careful in the furlough announcement not to guarantee that staff would return at any certain date or all at once, considering the uncertainty around the pacing of reopening. Both the Center Director and CEO have answered questions for furloughed staff as they apply for unemployment. Due to the overburdened system, some staff have yet to receive their checks and are concerned. **Director Hinshelwood** asked for the FTE equivalent of the 27 staff that were furloughed. **CEO Fecher** said she would follow up with that information.
  - **Update on Operations and Projects:** Dr. Laurie Jue and Dr. Torrey Rothstein have provided 24/7 phone support to existing patients, with 7-14 patient phone calls per week. While some of the phone calls can be billed out, the revenue is minimal. Along with the Center Director, Pat Kinniburgh, they have been researching tele-dentistry. The clinical team has also been following closely the recommendations from CDC, ADA, CDA and CDPH for PPE and treatment. Two dentists and one hygienist are taking Emergency Family Leave for part of their normal hours, which will give Sonrisas a credit back on payroll

taxes. The clinical team will continue to be available for patient calls and emergency treatment and prepare for reopening the clinic. **Dr. Rothstein** added that Dr. Laurie Jue has been the primary clinician handling patient calls, with Pat Kinniburgh as second on-call.

- The Center Director has been working on posting and depositing payments, improving policies and procedures and researching topics surrounding reopening the clinics. She is also ordering PPE and equipment and developing an annual work plan.
- The Administrative Assistant has been overseeing marketing via social media and communications to donors, along with the Director of Development. Libby Barnard is also assisting closely in fundraising projects, such as Coastsides Gives, Outreach projects and Board relations. After Coastsides Gives, she will be transferring documents and funder information to GrantHub.
- CEO Fecher registered Sonrisas for an EID loan. She is working with the team to forecast patient visits and vacancy rates. In May, Senior Accountant Tina Wang will be implementing Intacct and creating next year's budget. **Chair Taverner** asked whether Sonrisas has applied for a FEMA loan. **CEO Fecher** replied that she is currently in the process of applying, which would provide funds for PPE. In addition, she is intending on applying for an FCC grant for tele-dentistry costs.
- **Director Hinshelwood** inquired whether Sonrisas had been in touch with the Nueva School yet – the window for inclusion was about to close. **Dr. Bonnie Jue** responded that she and her team wanted to make sure the videos were completed and looked polished before contacting schools. She reported that most of the videos and modules are completed and the team will be contacting schools in the following weeks. **CEO Fecher** added that the virtual oral health education presentations are ramping up, as well as the patient outreach program with 150 calls per week, which two hygienists are leading. Eight hundred toothbrushes have been delivered to low-income SMC school districts. The Virtual Oral Health program and the Toothbrushes-To-Go program are helping Sonrisas fulfill grant requirements in lieu of school screenings. The Patient Outreach Program allows Sonrisas to fulfill Access to Care grant requirements.
- The Director of Development, Maura LeBaron-Hsieh, has been in touch with grant funders, most of whom have either moved their support to general operations or agreed to remove outcome requirements. The Director of Development and Administrative Assistant are working on Giving Tuesday and Coastsides Gives. The Development Committee is exploring ways to adapt the Cooking for a Cause annual event. Maura LeBaron-Hsieh is putting together an annual workplan for fundraising and prospecting any grants that Sonrisas might be eligible for. **Director Young** recommended that CEO Fecher reach out to a contact at THRIVE, who may have information on local recovery funds. **CFO Fama** noted that Sonrisas is not eligible for the San Mateo Strong fund.
- **CEO Fecher** has been focusing on the budget and implementing new processes for developing it, tracking state press conferences and networking to gain insights on reopening the clinic as well as hiring an HR specialist. **Director Young** asked whether it is possible to renegotiate the county contract. **CEO Fecher** reported that they had a recent call with the county to inquire whether it would be possible to increase FQHC patient visits - an opportunity for growth.
- **Current Cash Position and Forecast**—**CEO Fecher** reviewed the cashflow forecast models. Sonrisas' current cash position is \$959K, including receivables totaling \$154K \$130K higher than the last board meeting due to higher than expected Accounts Receivable and lower expenses.

## 6. CLINIC REOPENING SCENARIOS

- **CEO Fecher** reported that reopening the clinic involves multiple variables, including patients, staff, equipment, workflow, clinic scheduling and other variables. Networking has been invaluable to the leadership team as they gain new insight as to the appropriate ramp up for reopening the clinic. She also noted that reopening is dependent on the availability of PPE. **CFO Fama** and the PHCD CFO have been working to secure PPE for

Sonrisas.

7. **Recommendation from the Board—CEO Fecher** asked for a recommendation from the board after considering the following questions: What sort of payer mix should Sonrisas have when scheduling? In the case that only those with Medical Dental would like to be seen, should Sonrisas only see them?
  - **Director Young** asked for an estimate of patients over the age of 65 and medically fragile. **CEO Fecher** said that she would follow up with that statistic.
  - **Director Cappel** recommended that the team not focus on scheduling the patients according to the budgeted payer mix. If more patients with Medi-Cal Dental need services, then they should be served. He also predicted that Medi-Cal Dental patients would increase. **Director Young** noted that the number of patient visits will depend on how many you can safely see with social distancing protocols in place. **Director Cappel** recommended that the clinic should not over plan and the team prioritize clinical dental care over outreach programs. There was mention that it could be an opportunity to expand if some dental offices do not reopen – if Sonrisas can get the PPE. **CEO Tracey** reported that the consensus is that dental offices won't be allowed to open without sufficient PPE.

[Director of Development arrived at 7:35]

8. **FUNDRAISING—Maura LeBaron-Hsieh** gave a update on fundraising efforts. Sonrisas has had a surge of engaging social media posts, building up to the upcoming giving opportunities in the first week of May. Applications have been made to two relief grants totaling \$60K and the team has connected with funders to shift existing grant funds to general operations, increasing total general operations funds to \$47.5K. She thanked the board members for their board match for Coastside Gives and the board members who volunteered to call donors to thank them for their donation on May 8<sup>th</sup>.
9. **FY21 Budget Goals and Assumptions – CEO Fecher** shared that the PHCD Board voted to approve an annual grant of \$900K (total \$2.7 million) for three years starting in July 2020. She thanked the PHCD board for their continued support. She reviewed the budget assumptions. A draft budget will be proposed at the next board meeting on May 21<sup>st</sup>. She reviewed areas of increase that the board can expect to see in the draft budget.  
**Chair Taverner** asked that a formal thank you be reflected in the minutes: "I would like to thank the Peninsula Health Care District, on behalf of the Sonrisas Dental Health board, for their continuing support and approval of that support for the next three years...it shows an endorsement of everything we are doing at the moment, our mission and how well we are delivering on it. And the fact that the District is prepared to support us through what is a difficult time."

10. **The board will meet again on May 21, 2020**

11. **SUGGESTED AGENDA ITEMS FOR NEXT MEETING**

- **Director Cappel** recommended continuing the conversation about re-opening the clinic.

12. Meeting was adjourned at 8:30pm.

**B**



**DATE:** May 19, 2020

**TO:** SDH Board of Directors

**FROM:** Tracey Fecher, CEO

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

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### 1. 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. A limited number of patients have been seen in the clinic and since the last meeting, the team has received an average of 16 calls per week from patients and non-patients. The team is keeping a list of patients who have received tele-dentistry emergency care so that they can be scheduled for an in-clinic appointment as soon as we re-open.
- Maintain and Improve Clinic Operations: A detailed plan for reopening the clinics was created and work to execute the plan is on-going. On-going management of the clinic continued with submission of denied insurance claims, posting of checks, depositing checks received, returning patient phone messages, recredentialing dentists and ordering of clinic supplies.
- Fundraising: The campaigns for Coastsides Gives and GivingTuesdayNow were completed with over \$12K raised. A thank you call campaign by board members and staff was completed after Coastsides Gives and positive feedback from donors, board members and staff was received about the process. Multiple videos were posted for Coastsides Gives, which gave Sonrisas the opportunity to earn additional funding dollars. A continued focus is applying for grants. The Development Director and Grant Consultant have created a “funnel” for FY21 grants, which will inform the budget process.
- Marketing: Coastsides Gives and GivingTuesdayNow was the emphasis of marketing efforts since the last board meeting. Dr. Torrey completed a video for patients that was posted on our website, shared on social media and sent to all patients via LightHouse 360.
- Finance: The Workers Compensation audit was completed by the Senior Accountant and Center Director. They have also worked closely with ADP to implement and track the Emergency Family Leave program that is a part of the CARES legislation. Sonrisas has three employees using the program and ensuring the tax credits are received has been time consuming as this is a new system for ADP. The leadership team continued to work on the FY21 budget, including a patient visit volume forecasting tool.
- Virtual Oral Health: The virtual oral health education videos for PreK-2<sup>nd</sup> grade were posted on YouTube and Dr. Bonnie has been sharing them with San Mateo County Educators. Additional Toothbrush To Go! Oral health bags were distributed; and live classrooms demonstrations were

completed. To view the online videos that were created for school districts that do not have virtual class time, please see the links: [Pre-K to 2<sup>nd</sup> Grade](#) and [3<sup>rd</sup> to 5<sup>th</sup> Grade](#).

## 2. 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.

## 3. Reopening of Sonrisas Clinics

- On May 15<sup>th</sup>, guidance from the California Department of Public Health (CDPH) for resuming deferred and preventative dental care was released. The document can be found [here](#).
- The guidelines strongly recommend clinics have 2 weeks of PPE before resuming their full schedule. This includes N95 respirators of which Sonrisas has less than 150. The PHCD has provided face shields and other PPE supplies and is assisting with finding respirators. Sonrisas has registered with the Emergency Office of Services for SMC so we can request PPE. At the time this report is being written, it is unclear what the timing and quantities of PPE available from the county will be.
  - i. The Dental Director and clinical team set Sonrisas' PPE policy for aerosol producing procedures to be N95 respirators, face shield, disposable/washable gown, dedicated clinical shoes and hair covering. This has been defined by the CDPH to be the safest for staff. The guidelines from do allow for a surgical mask and face shield if N95 respirators are not available; and some dentists may choose to begin operating their clinics with this PPE level. The current CDA position on masks follows: "During the shortage, surgical masks should be prioritized for dental team members providing direct patient care and may be an acceptable alternative in addition to a full-face shield when N95/KN95 are not available. The use of a Level 3 mask instead of an N95/KN95 mask may carry a higher risk for transmission due to the lack of a respirator seal, without which limits the mask's protection primarily to splatter and droplets."
- The team has completed the following activities to prepare for reopening:
  - i. Surveying staff to determine their comfort with returning to work, the schedule they are available and other topics relevant to their positions.
  - ii. Re-sterilizing all instruments, completing routine equipment maintenance and testing all equipment.
  - iii. Identifying and finding a medical provider who can complete FIT testing for N95 masks for the staff. Two staff were being FIT tested with the style of mask Sonrisas has available the week on May 17<sup>th</sup>. One staff member passed the test with that mask and one did not. To bring staff back to work, they will need to be FIT tested and SDH will need to have a mask that fits them.
  - iv. Creating a workflow in the clinics that creates as much social distance as possible. This includes making the San Mateo clinic one-way for traveling the hallways, having patients wait in their car until their treatment operatory is ready and more.
  - v. Patient pre-quality assurance around COVID-19 is being completed. This includes calling patients within 2 days before their appointment to screen for COVID-19 symptoms. Patients will be screened again, at their cars, before their appointment and have their temperature taken.





- vi. The Dental Director is completing a run through of treating patients with friends and family to trial the new workflow on May 20<sup>th</sup>.
- At the time this report is being written, it is unclear when Sonrisas can reopen to see patients due to the lack of PPE. The team is preparing a plan that will allow SDH to treat patients who have called in during the closure with a limited number of staff until adequate PPE is acquired. We anticipate a slow ramp up to full operations as PPE becomes available.

#### 4. Strategic Partnerships

- Dr. Torrey participates on the HPSM Dental Steering Committee. He received an update that indicated the State of California is proposing reductions to the adult Medi-Cal dental benefit and Prop 56 payments. HPSM will update the steering committee after meeting with the state to kick-off the HPSM dental program implementation. Sonrisas is networking with colleagues to learn more and will follow the state's plans closely. Click [here](#) for CDA report on the state budget.



**DATE:** May 18, 2020

**TO:** SDH Board of Directors

**FROM:** Bonnie Jue, DDS

**RE:** **Community Engagement Director May Report**

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Sonrisas Dental Health (SDH) has continued to develop and promote the Virtual Oral Health Program as an innovative method of providing oral health education to students in local school districts during this extended Shelter-In-Place order.

**“Toothbrushes To-Go”**

Local school administrators and parents have expressed gratitude for the Oral Health Kits that SDH has donated to students in the community. To date, a total of 850 toothbrush “goodie bags” have been distributed to the following school districts:

- San Bruno Park School District
- Cabrillo School District
- La Honda-Pescadero Unified School District
- Redwood City School District
- San Mateo-Foster City School District



*Delivering materials from a safe distance!*



### **"Healthy Smiles Across the Miles"**

Sonrisas' dental providers have delivered "live" oral health presentations via Zoom and Google online sessions and have distributed pre-recorded videos that are accessed via a link to SDH's YouTube channel.

SDH has provided or is scheduled to complete 10 online presentations at the following schools:

- Belle Air Elementary (San Bruno Park School District – teachers)
- Hatch Elementary (Cabrillo School District)
- Monte Verde Elementary (South San Francisco School District)
- Phillips Brooks School (Menlo Park)
- Woodside Elementary (Los Altos School District)



In addition to the schools previously listed in this report, the recorded videos have also been given to Burlingame Elementary and Lomita Park Elementary in Millbrae.

### **Patient Outreach Pilot**

Patients of Sonrisas Dental Health continue to provide positive feedback and appreciation to SDH for reaching out to them during these challenging times. From 4/8-5/15/2020, 1,712 calls were made to patients over the course of 25 working days (an average of 68 calls a day), with 598 patients reached for follow-up and dental hygiene coaching.

Some comments from our patients showed that the clinical information was helpful to them:

"Thank you for letting me know you are available for emergencies."

"I am going to go out and get a Waterpik and some hydrogen peroxide."

"Thank you for getting the information to a doctor to call in my prescription."

And some patients were just happy to receive a caring phone call:

"It is so nice to hear a voice from the outside world." (38 years old)

"It was so nice to talk to someone." (78 years old)

"I am shocked you would call. Thank you so much." (26 years old)

"Thank you for thinking of me and checking on me." (77 years old)

"Thank you for taking the time to troubleshoot for me and my child." (parent of a 5-year-old)

"Thank you for checking up on us. We love you. That's why we switched to you. Our previous dentist doesn't ever know who we are. (parent of a 1-year-old child)

### **CANCELLATION OF SCHEDULED OUTREACH EVENTS DUE TO SHELTER-IN-PLACE**

- 880 additional students were scheduled for school screenings this spring alone (including new schools, such as, Lomita Park in Millbrae and K-12 Special Education Program in San Bruno)
- 2 events for older adults (Village Coastsiders oral health presentation in Half Moon Bay and Rotary Club of Foster City health fair) also had to be cancelled.



## SDH Outreach Data FY 19-20

### July to March Data

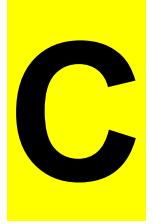
School Screenings		
	Annual Goal	Actuals
# Children Screened	700	340
# Screened, also received CC	500	101
# Fluoride Varnish	300	107
# Schools	7	5
# Districts Served	5	4
# Health Education Only	300	305
# Sealants	30	27

Oral Health Kit		
Adult Goodie Bags		630
Pedo Goodie Bags		1040

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	5
Oral Health Presentation	4	3
# Outreach "touches"	1000	1177

VOLUNTEERS		
	Annual Goal	Actuals
# Volunteers recruited for community activities	20	32
# Volunteer hours	100	86





**DATE:** May 17, 2020

**TO:** SDH Board of Directors

**CC:** Cheryl Fama, CFO

**FROM:** Tina Wang, Senior Accountant

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

### **MARCH PERFORMANCE:**

The Centers were closed for routine patient visits starting from March 17<sup>th</sup> and only saw emergency visits due to the shelter-in-place order from the San Mateo County.

**A. Revenue:** Net Patient Revenue was **\$ 73,786** - 50% less than Budget

1. Net patient revenue represents ½ month of operations
2. Total visits were 493 or 52% of budget which is a little better than half; full budget is 946.
3. Total deductions were <\$114,838>, which is 60% of gross revenue.
4. Prior Period Adjustment of <\$10,463> is due to net effect from closing the books earlier and the limited patient visits in early April causing a decrease in the Account Receivable balance.

**B. Donations/Grants & Other Income: \$176,859:**

- \$12,500 general support from the Rolo fund via Silicon Valley Community Fund (SVCF);
- \$34,500 general support from Hurbut-Johnson fund via SVCF;
- \$1,972 from individual donors;
- \$500 from Pallea event donation;
- \$52,259 released from restricted grants;
- \$75,000 from PHCD;
- \$128 in dividends & other income

**C. Total Expense: \$313,190** - \$18,061 worse than budget.

1. Direct Expense: \$206,213 - <\$28,265> worse than budget due to an increase in personnel cost from a dental assistant hire plus catch-up payroll expenses, additional day worked for a couple of dentist, and an increase in dental supplies for PPE purchases.
2. Indirect Expenses: \$106,978 - \$10,204 better than budget due to savings in personnel cost.

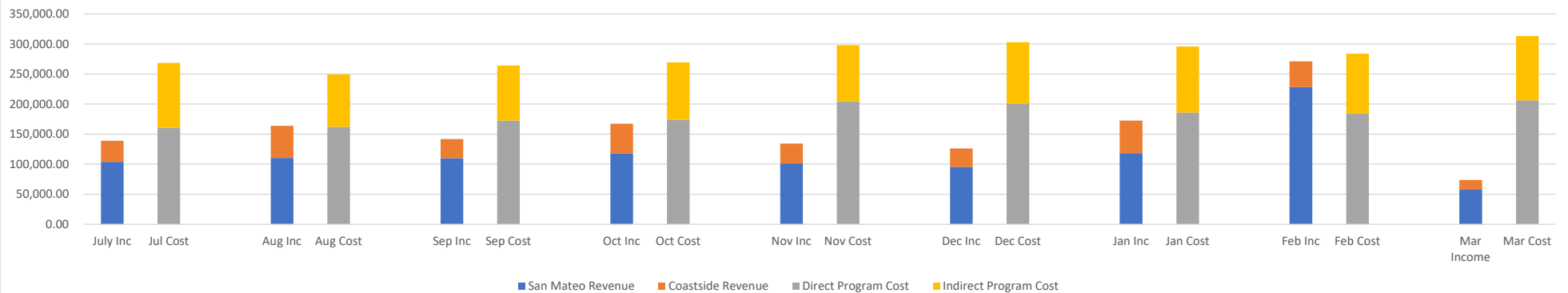
**D. Net Income: (\$62,545)**

**YTD PERFORMANCE TO BUDGET:** YTD net income is **\$346,237** better than budget. Cash-flow is **\$349,273** better than the budget. PHCD grant received to date is **\$600,000**. No support needed from PHCD in November 2019

	YTD Actual	Budget	Performance
<i>Visits</i>	<i>8235</i>	<i>8567</i>	<i>-332</i>
Gross Patient Revenue	\$3,105,723	\$2,854,619	+9%
Uncompensated Care (Deductions)	<\$1,715,843>	<\$1,533,001>	<12%>
Grants/Donations/Other Income	\$1,206,519	\$1,020,210	18%
Direct Cost	<\$1,650,894>	<\$1,605,025>	-3%
Indirect Cost	<\$894,348>	<\$1,031,881>	+13%
<b>Net Income</b>	<b>\$51,158</b>	<b>&lt;\$295,078&gt;</b>	<b>+117%</b>
<i>Non-cash items adj.</i>			
Depreciation	\$202,233	\$199,196	<1%>
<b>Est. Cash-flow</b>	<b>\$253,391</b>	<b>&lt;\$95,882&gt;</b>	<b>+364%</b>

Sonrisas Dental Health Operations												
	Jul 19	Aug 19	Sept 19	Oct 19	Nov 19	Dec 19	Jan 20	Feb 20	Mar 20	Total	YTD Budget	B(W)
San Mateo Revenue	103,976	110,431	109,955	118,002	101,271	95,407	118,500	228,633	57,495	1,043,670	981,490	62,180
Coastside Revenue	34,980	53,473	31,805	49,289	33,020	30,693	54,158	42,502	16,290	346,210	340,129	6,081
<b>Total Net Revenue</b>	<b>138,956</b>	<b>163,904</b>	<b>141,760</b>	<b>167,291</b>	<b>134,291</b>	<b>126,100</b>	<b>172,658</b>	<b>271,135</b>	<b>73,785</b>	<b>1,389,880</b>	<b>1,321,619</b>	<b>68,261</b>
<b>Direct Program Cost</b>	<b>160,634</b>	<b>162,047</b>	<b>172,576</b>	<b>173,985</b>	<b>204,507</b>	<b>200,595</b>	<b>185,781</b>	<b>184,556</b>	<b>206,212</b>	<b>1,650,893</b>	<b>1,605,025</b>	<b>(45,868)</b>
<b>Indirect Program Cost</b>	<b>107,847</b>	<b>87,327</b>	<b>91,652</b>	<b>95,322</b>	<b>93,584</b>	<b>102,321</b>	<b>110,010</b>	<b>99,427</b>	<b>106,978</b>	<b>894,468</b>	<b>1,031,881</b>	<b>137,413</b>
<b>Total Cost</b>	<b>268,482</b>	<b>249,375</b>	<b>264,228</b>	<b>269,306</b>	<b>298,090</b>	<b>302,915</b>	<b>295,791</b>	<b>283,983</b>	<b>313,190</b>	<b>2,545,360</b>	<b>2,636,906</b>	<b>91,545</b>
<b>TOTAL</b>	<b>(129,526)</b>	<b>(85,471)</b>	<b>(122,468)</b>	<b>(102,015)</b>	<b>(163,799)</b>	<b>(176,815)</b>	<b>(123,133)</b>	<b>(12,848)</b>	<b>(239,405)</b>	<b>(1,155,481)</b>	<b>(1,315,287)</b>	<b>159,806</b>
<b>Dividend/Other Income</b>	<b>33,103</b>	<b>303</b>	<b>31,419</b>	<b>341</b>	<b>273</b>	<b>235</b>	<b>1,341</b>	<b>1,991</b>	<b>128</b>	<b>69,133</b>	<b>3,060</b>	<b>66,073</b>
<b>Donations Received</b>	<b>39,307</b>	<b>36,304</b>	<b>31,877</b>	<b>67,917</b>	<b>104,132</b>	<b>123,546</b>	<b>48,975</b>	<b>(16,281)</b>	<b>101,731</b>	<b>537,507</b>	<b>342,150</b>	<b>195,357</b>
<b>Grant from PHCD</b>	<b>75,000</b>	<b>75,000</b>	<b>75,000</b>	<b>75,000</b>	<b>0</b>	<b>75,000</b>	<b>75,000</b>	<b>75,000</b>	<b>75,000</b>	<b>600,000</b>	<b>675,000</b>	<b>(75,000)</b>
<b>OTHER INCOME</b>	<b>147,409</b>	<b>111,606</b>	<b>138,297</b>	<b>143,257</b>	<b>104,404</b>	<b>198,781</b>	<b>125,316</b>	<b>60,710</b>	<b>176,859</b>	<b>1,206,640</b>	<b>1,020,210</b>	<b>186,430</b>
<b>NET INCOME</b>	<b>17,883</b>	<b>26,135</b>	<b>15,829</b>	<b>41,242</b>	<b>(59,395)</b>	<b>21,965</b>	<b>2,183</b>	<b>47,862</b>	<b>(62,546)</b>	<b>51,159</b>	<b>(295,077)</b>	<b>346,236</b>

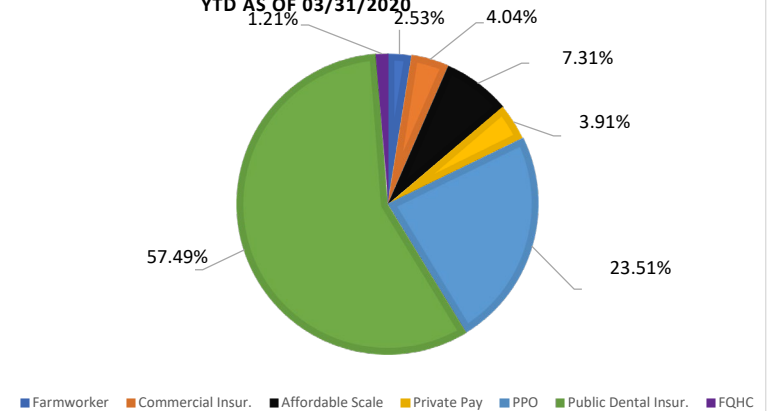
Net Revenue VS. Cost By Center Per Month  
YTD as of 03/31/2020



		Visits by Center											
		Jul 19	Aug 19	Sept 19	Oct 19	Nov 19	Dec 19	Jan 20	Feb 20	Mar 20	Total	Budget	Variance
San Mateo Visits		668	631	598	677	580	606	723	733	328	5544	5607	(63)
Coastside Visits		295	357	303	327	293	265	368	318	165	2691	2960	(269)
Total Visits		963	988	901	1004	873	871	1091	1051	493	8235	8567	(332)

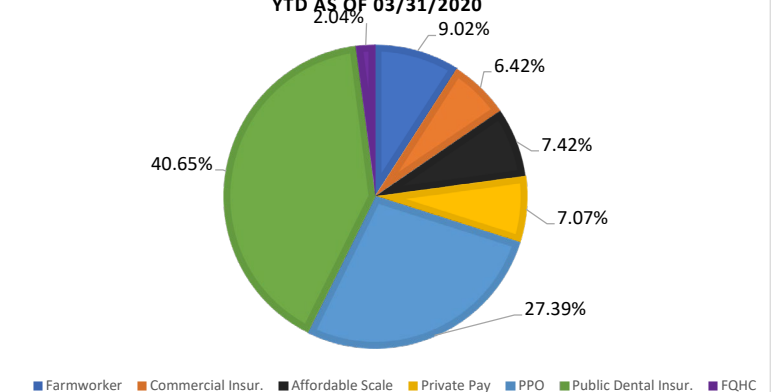
Visits by Payer -San Mateo						
	Mar 20	Budget	Variance	YTD Visits	YTD Budget	Variance
Commercial Insurance	13	40	(27)	251	355	(104)
PPO	86	175	(89)	1659	1,615	44
Private Pay	31	30	1	294	270	24
Affordable Scale	7	15	(8)	117	130	(13)
Farmworker	7	25	(18)	151	255	(104)
FQHC	28	50	(22)	100	220	(120)
Public Dental Insurance (Adult)	65			1385		
Public Dental Insurance (Child)	91	290	(134)	1587	2762	210
<b>Total Visits</b>	<b>328</b>	<b>625</b>	<b>(297)</b>	<b>5,544</b>	<b>5,607</b>	<b>(63)</b>

VISITS BY PAYER AS A PERCENTAGE  
YTD AS OF 03/31/2020



Visits by Payer -Coastside						
	Mar 20	Budget	Variance	YTD Visits	YTD Budget	Variance
Commercial Insurance	4	5	(1)	82	45	37
PPO	15	25	(10)	277	230	47
Private Pay	1	4	(3)	28	52	(24)
Affordable Scale	26	57	(31)	485	549	(64)
Farmworker	4		4	57	0	57
Public Dental Insurance (Adult)	50			942		
Public Dental Insurance (Child)	65	230	(115)	820	2084	(322)
<b>Total Visits</b>	<b>165</b>	<b>321</b>	<b>(156)</b>	<b>2,691</b>	<b>2,960</b>	<b>(269)</b>

NET REVENUE BY PAYER AS A PERCENTAGE  
YTD AS OF 03/31/2020





Avg. Income (Loss) per Visit		
		YTD
Net Revenue per Visit	\$	166.52
Direct Cost per Visit	\$	(213.82)
Indirect	\$	(114.91)
Net Income per Visit	\$	(162.21)

True Income (Loss) per Visit by Payer		
Payer		Avg. YTD
Commercial Insurance	\$	13.76
PPO	\$	(75.24)
Public Dental Insurance	\$	(290.69)
Private Pay	\$	219.46
Affordable Scale	\$	45.06

Sonrisas Dental Health Operations FY20 VS. FY19							
	Mar 20	Mar19	Variance B(W)	YTD 20	YTD 19	Variance B(W)	
<b>Visits</b>	<b>493</b>	<b>1026</b>	<b>(533)</b>	<b>8235</b>	<b>8268</b>	<b>(33)</b>	
<b>San Mateo Revenue</b>	\$ 57,495	\$ 90,814	\$ (33,319)	\$ 1,043,670	\$ 857,073	\$ 186,597	
<b>Coastside Revenue</b>	\$ 16,290	\$ 44,457	\$ (28,167)	\$ 346,210	\$ 371,772	\$ (25,562)	
<b>Total Net Revenue</b>	\$ 73,785	\$ 135,271	\$ (61,486)	\$ 1,389,880	\$ 1,228,845	\$ 161,035	
<b>Direct Program Cost</b>	\$ 206,212	\$ 156,551	\$ (49,661)	\$ 1,650,893	\$ 1,360,652	\$ (290,241)	
<b>Indirect Program Cost</b>	\$ 106,978	\$ 108,209	\$ 1,231	\$ 894,468	\$ 1,022,986	\$ 128,519	
<b>Total Cost</b>	\$ 313,190	\$ 264,760	\$ (48,430)	\$ 2,545,360	\$ 2,383,638	\$ (161,722)	
<b>TOTAL</b>	<b>\$ (239,405)</b>	<b>\$ (129,489)</b>	<b>\$ (109,916)</b>	<b>\$ (1,155,481)</b>	<b>\$ (1,154,793)</b>	<b>\$ (687)</b>	
<b>Dividend/Other Income</b>	\$ 128	\$ 429	\$ (301)	\$ 69,133	\$ 10,433	\$ 58,700	
<b>Donations Received</b>	\$ 101,731	\$ 80,090	\$ 21,641	\$ 537,507	\$ 294,084	\$ 243,423	
<b>Grant from PHCD</b>	\$ 75,000	\$ 75,000	\$ -	\$ 600,000	\$ 600,000	\$ -	
<b>OTHER INCOME</b>	\$ 176,859	\$ 155,518	\$ 21,341	\$ 1,206,640	\$ 904,517	\$ 302,123	
<b>NET INCOME</b>	<b>\$ (62,546)</b>	<b>\$ 26,029</b>	<b>\$ (88,575)</b>	<b>\$ 51,159</b>	<b>\$ (250,277)</b>	<b>\$ 301,436</b>	

	Mar 20	Budget	Variance	Jul '19 - Mar 20	YTD Budget	Variance
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
<b>Program Revenue</b>						
<b>Patient Services</b>						
4103 · Commercial Insurance	12,002.00	13,626.55	(1,624.55)	111,558.00	121,086.33	(9,528.33)
4102 · PPO	34,479.00	63,718.57	(29,239.57)	661,672.00	587,840.95	73,831.05
4100 · Public Dental Insurance	107,215.00	181,379.65	(74,164.65)	1,881,531.40	1,697,558.47	183,972.93
4106 · Private Pay	6,684.00	9,568.26	(2,884.26)	100,423.00	89,110.02	11,312.98
4101 · Affordable Scale	10,100.00	20,028.65	(9,928.65)	187,340.00	188,601.83	(1,261.83)
4104 · Farmworker	4,982.00	10,453.09	(5,471.09)	107,731.00	106,621.53	1,109.47
4017 · FQHC	13,162.00	14,500.00	(1,338.00)	55,468.00	63,800.00	(8,332.00)
<b>Total Patient Services</b>	<b>188,624.00</b>	<b>313,274.77</b>	<b>(124,650.77)</b>	<b>3,105,723.40</b>	<b>2,854,619.13</b>	<b>251,104.27</b>
<b>Uncompensated Care</b>						
5020 · Prior Period Adjustment	(10,463.70)	(1,500.00)	(8,963.70)	(8,946.25)	(7,500.00)	(1,446.25)
5005 · Commercial Insurance	(2,696.80)	(2,735.73)	38.93	(20,337.54)	(24,319.16)	3,981.62
5004 · PPO	(13,066.61)	(24,874.00)	11,807.39	(272,451.59)	(229,485.00)	(42,966.59)
5009 · Public Dental Insurance	(72,558.95)	#####	46,674.58	(1,304,042.95)	(1,116,067.84)	(187,975.11)
5007 · Affordable Scale	(4,877.00)	(7,352.00)	2,475.00	(81,963.90)	(69,626.00)	(12,337.90)
5003 · Farmworker Program	(5,677.25)	(6,225.80)	548.55	20,367.07	(63,503.36)	83,870.43
5002 · Hope Fund	0.00		0.00	0.00		0.00
5001 · Fee Adjustments	(455.84)	(2,500.00)	2,044.16	(21,954.04)	(22,500.00)	545.96
5006 · Private Pay	0.00		0.00	0.00	0.00	0.00
5008 · FQHC	(5,042.00)		(5,042.00)	(26,514.00)		(26,514.00)
<b>Total Uncompensated Care</b>	<b>#####</b>	<b>#####</b>	<b>49,582.91</b>	<b>(1,715,843.20)</b>	<b>(1,533,001.36)</b>	<b>(182,841.84)</b>
<b>Total Program Revenue</b>	<b>73,785.85</b>	<b>148,853.71</b>	<b>(75,067.86)</b>	<b>1,389,880.20</b>	<b>1,321,617.77</b>	<b>68,262.43</b>
<b>Donations/ Incentives / Others</b>						
5104 · Fundraiser	0.00	0.00	0.00	0.00	2,500.00	(2,500.00)
5100 · Donations	48,972.17	2,200.00	46,772.17	59,215.07	23,800.00	35,415.07
5101 · In-Kind Donations	0.00		0.00	75,965.00	0.00	75,965.00
5103 · Incentives	0.00	0.00	0.00	50,493.00	0.00	50,493.00
5200 · Other Program Revenue	0.00		0.00	63,640.45		63,640.45
<b>Events/Fundraisers</b>						
5105 · Raffle	0.00	0.00	0.00	2,615.64	2,650.00	(34.36)
5106 · Other Events	500.00		500.00	500.00	0.00	500.00
<b>Total Events/Fundraisers</b>	<b>500.00</b>	<b>0.00</b>	<b>500.00</b>	<b>3,115.64</b>	<b>2,650.00</b>	<b>465.64</b>
5150 · Unrestricted Grants	75,000.00	75,000.00	0.00	600,000.00	675,000.00	(75,000.00)
5199 · Net Assets Released from	52,259.12	34,800.00	17,459.12	350,622.08	313,200.00	37,422.08
<b>Total Donations/ Incentives / Others</b>	<b>176,731.29</b>	<b>112,000.00</b>	<b>64,731.29</b>	<b>1,203,051.24</b>	<b>1,017,150.00</b>	<b>185,901.24</b>
<b>Total Income</b>	<b>250,517.14</b>	<b>260,853.71</b>	<b>(10,336.57)</b>	<b>2,592,931.44</b>	<b>2,338,767.77</b>	<b>254,163.67</b>
<b>Gross Profit</b>	<b>250,517.14</b>	<b>260,853.71</b>	<b>(10,336.57)</b>	<b>2,592,931.44</b>	<b>2,338,767.77</b>	<b>254,163.67</b>
<b>Expense</b>						
<b>Direct Program Costs</b>						
<b>Personnel</b>						
5250 · Direct Program Salaries	157,487.87	139,788.00	(17,699.87)	1,226,151.71	1,258,092.00	31,940.29
5260 · Payroll Taxes	11,510.33	11,183.04	(327.29)	88,225.63	100,647.36	12,421.73
5261 · Unemployment Taxes	383.55	1,554.05	1,170.50	10,263.36	13,986.45	3,723.09
5270 · Benefits	3,986.06	2,643.47	(1,342.59)	38,881.11	23,791.23	(15,089.88)
5275 · 401k Match	1,373.54	963.66	(409.88)	9,153.16	8,672.94	(480.22)
5278 · Worker's Comp.	1,414.39	1,397.88	(16.51)	10,300.66	12,580.92	2,280.26
5280 · Continuing Educ.	0.00	0.00	0.00	2,377.45	1,500.00	(877.45)
5281 · Licenses and Registrati	478.07	216.00	(262.07)	7,386.89	1,944.00	(5,442.89)
<b>Total Personnel</b>	<b>176,633.81</b>	<b>157,746.10</b>	<b>(18,887.71)</b>	<b>1,392,739.97</b>	<b>1,421,214.90</b>	<b>28,474.93</b>
<b>Contracted Services</b>						
5301 · Contract Employees	0.00		0.00	0.00	0.00	0.00
5303 · Sterilization Services	756.00	760.00	4.00	7,052.00	6,840.00	(212.00)
5304 · Pathogen Testing	0.00	65.00	65.00	0.00	585.00	585.00
5305 · Shredding	67.00		(67.00)	629.00	0.00	(629.00)
<b>Total Contracted Services</b>	<b>823.00</b>	<b>825.00</b>	<b>2.00</b>	<b>7,681.00</b>	<b>7,425.00</b>	<b>(256.00)</b>
5321 · PPE/Covid-Related Suppl	2,203.64		(2,203.64)	2,203.64		(2,203.64)
5320 · Dental Supplies	14,222.31	10,876.10	(3,346.21)	175,814.22	97,884.89	(77,929.33)
5325 · Small Dental Equipment	8,084.14	0.00	(8,084.14)	10,457.08	2,500.00	(7,957.08)
5326 · Dental Equipment Repair	971.40	800.00	(171.40)	7,314.56	7,200.00	(114.56)
5330 · Lab Fees	3,274.38	7,500.00	4,225.62	54,583.09	67,500.00	12,916.91
5331 · Uniforms	0.00	200.00	200.00	100.00	1,300.00	1,200.00
<b>Total Direct Program Costs</b>	<b>206,212.68</b>	<b>177,947.20</b>	<b>(28,265.48)</b>	<b>1,650,893.56</b>	<b>1,605,024.79</b>	<b>(45,868.77)</b>

	Mar 20	Budget	Variance	Jul '19 - Mar 20	YTD Budget	Variance
<b>Indirect Costs</b>						
<b>Administrative Personnel</b>						
5450 · Salaries/Wages	47,986.65	53,649.00	5,662.35	387,742.03	457,845.00	70,102.97
5460 · Payroll Taxes, Admin/M	3,460.91	4,291.92	831.01	27,682.27	36,627.60	8,945.33
5461 · Unemployment Taxes	1,017.50	804.74	(212.76)	7,884.62	6,867.72	(1,016.90)
5470 · Benefits	1,363.38	5,364.90	4,001.52	13,374.66	45,784.50	32,409.84
5475 · 401k Match, Admin/Mgn	733.82	804.74	70.92	4,304.23	6,867.72	2,563.49
5478 · Worker's Comp.	516.61	536.49	19.88	3,228.07	4,578.45	1,350.38
Administrative Personnel - Oth	0.00		0.00	11,927.26		(11,927.26)
<b>Total Administrative Personnel</b>	<b>55,078.87</b>	<b>65,451.79</b>	<b>10,372.92</b>	<b>456,143.14</b>	<b>558,570.99</b>	<b>102,427.85</b>
<b>Business Taxes</b>			0.00			0.00
5520 · Property Taxes	0.00		0.00	79.29	250.00	170.71
<b>Total Business Taxes</b>	<b>0.00</b>		<b>0.00</b>	<b>79.29</b>	<b>250.00</b>	<b>170.71</b>
<b>Equipment Expenses</b>			0.00			
5507 · Computer Support	3,703.00	3,650.00	(53.00)	34,875.72	32,850.00	(2,025.72)
5608 · Software Support	827.00	850.00	23.00	8,890.00	7,650.00	(1,240.00)
5630 · Office. Equip. Maintena	0.00		0.00	0.00	1,500.00	1,500.00
<b>Total Equipment Expenses</b>	<b>4,530.00</b>	<b>4,500.00</b>	<b>(30.00)</b>	<b>43,765.72</b>	<b>42,000.00</b>	<b>(1,765.72)</b>
<b>Facilities Expenses</b>			0.00			0.00
5600 · Auto Expenses	111.62	300.00	188.38	2,997.61	2,700.00	(297.61)
5610 · Building Maintenance	701.35	750.00	48.65	9,154.60	6,750.00	(2,404.60)
5611 · Janitorial Service	2,794.75	2,250.00	(544.75)	20,551.30	20,250.00	(301.30)
5670 · Rent	3,300.00	3,300.00	0.00	29,700.00	29,700.00	0.00
5672 · Phone / Internet	1,788.01	1,247.00	(541.01)	13,645.42	11,223.00	(2,422.42)
5680 · Utilities	2,849.13	2,444.00	(405.13)	21,365.62	21,996.00	630.38
<b>Total Facilities Expenses</b>	<b>11,544.86</b>	<b>10,291.00</b>	<b>(1,253.86)</b>	<b>97,414.55</b>	<b>92,619.00</b>	<b>(4,795.55)</b>
<b>Insurance</b>			0.00			0.00
5635 · Auto Insurance	214.47	671.00	456.53	1,930.23	6,039.00	4,108.77
5636 · Malpractice (Prof. Liab.)	1,145.00	457.60	(687.40)	7,265.00	4,118.40	(3,146.60)
5637 · Liability & Property	993.33	1,030.70	37.37	8,939.97	9,276.30	336.33
5638 · Directors & Officer Liab	345.50	309.10	(36.40)	2,654.50	2,781.90	127.40
<b>Total Insurance</b>	<b>2,698.30</b>	<b>2,468.40</b>	<b>(229.90)</b>	<b>20,789.70</b>	<b>22,215.60</b>	<b>1,425.90</b>
<b>Office Exp.</b>						
5502 · Claims Processing	135.54	126.00	(9.54)	1,422.96	1,134.00	(288.96)
5504 · Payroll Processing / BG	1,041.22	984.00	(57.22)	7,755.55	8,856.00	1,100.45
5616 · Patient Notification	485.00	485.00	0.00	4,384.90	4,365.00	(19.90)
5660 · Office Supplies	1,783.40	1,280.00	(503.40)	8,374.15	11,520.00	3,145.85
5665 · Postage and Shipping	360.42	310.00	(50.42)	2,780.12	2,790.00	9.88
5668 · Printing Costs	0.00	100.00	100.00	956.20	1,500.00	543.80
<b>Total Office Exp.</b>	<b>3,805.58</b>	<b>3,285.00</b>	<b>(520.58)</b>	<b>25,673.88</b>	<b>30,165.00</b>	<b>4,491.12</b>
<b>Fundraising Expenses</b>			0.00			0.00
5632 · Fundraising Expenses	936.00	1,100.00	164.00	2,076.24	6,600.00	4,523.76
5633 · Fundraising Consulting	2,748.50	2,800.00	51.50	20,720.75	25,200.00	4,479.25
<b>Total Fundraising Expenses</b>	<b>3,684.50</b>	<b>3,900.00</b>	<b>215.50</b>	<b>22,796.99</b>	<b>31,800.00</b>	<b>9,003.01</b>
<b>Meeting &amp; Travel Expenses</b>			0.00			0.00
5676 · Travel Costs	0.00	0.00	0.00	1,153.36	0.00	(1,153.36)
5677 · Meals	0.00	25.00	25.00	0.00	225.00	225.00
5678 · Mileage	232.35	225.00	(7.35)	1,046.37	2,225.00	1,178.63
<b>Total Meeting &amp; Travel Expense:</b>	<b>232.35</b>	<b>250.00</b>	<b>17.65</b>	<b>2,199.73</b>	<b>2,450.00</b>	<b>250.27</b>
<b>Outsourced Services</b>						
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)
<b>Total Outsourced Services</b>	<b>0.00</b>		<b>0.00</b>	<b>2,500.00</b>	<b>0.00</b>	<b>(2,500.00)</b>
5615 · Depreciation Expense	23,112.63	22,300.60	(812.03)	202,232.53	199,195.72	(3,036.81)
5618 · Dues, Fees & License	0.00	210.00	210.00	662.00	1,890.00	1,228.00
5620 · Employee Goodwill	274.85	200.00	(74.85)	2,245.48	1,800.00	(445.48)
5639 · Recruitment Expense	205.39	1,475.00	1,269.61	2,158.38	13,275.00	11,116.62
5648 · Marketing Expense			0.00			0.00
5651 · Outreach	539.72		(539.72)	4,901.60	10,000.00	5,098.40
5648 · Marketing Expense - Otl	281.42	2,000.00	1,718.58	3,000.60	18,000.00	14,999.40
<b>Total 5648 · Marketing Expense</b>	<b>821.14</b>	<b>2,000.00</b>	<b>1,178.86</b>	<b>7,902.20</b>	<b>28,000.00</b>	<b>20,097.80</b>
<b>Fees and Interest</b>						
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	39.00	50.00	11.00	553.45	450.00	(103.45)

	Mar 20	Budget	Variance	Jul '19 - Mar 20	YTD Budget	Variance
5642 · Loan Interest	0.00	0.00	0.00	0.00	0.00	0.00
5650 · Merchant Processing	950.52	800.00	(150.52)	7,230.52	7,200.00	(30.52)
Total Fees and Interest	989.52	850.00	(139.52)	7,783.97	7,650.00	(133.97)
Total Indirect Costs	106,977.99	117,181.79	10,203.80	894,347.56	1,031,881.31	137,533.75
Total Expense	313,190.67	295,128.99	(18,061.68)	2,545,241.12	2,636,906.10	91,664.98
Net Ordinary Income	(62,673.53)	(34,275.28)	(28,398.25)	47,690.32	(298,138.33)	345,828.65
Other Income/Expense						
Other Income						
Other Income						
6120 · Interest Income	7.99		7.99	81.59		81.59
6121 · Dividends	105.04	340.00	(234.96)	2,165.84	3,060.00	(894.16)
6130 · Other Income	15.00		15.00	1,569.50		1,569.50
Total Other Income	128.03	340.00	(211.97)	3,816.93	3,060.00	756.93
Total Other Income	128.03	340.00	(211.97)	3,816.93	3,060.00	756.93
Other Expense			0.00			0.00
5900 · Other Expenses	0.00		0.00	349.09		349.09
Total Other Expense	0.00		0.00	349.09		349.09
Net Other Income	128.03	340.00	(211.97)	3,467.84	3,060.00	407.84
Net Income	(62,545.50)	(33,935.28)	(28,610.22)	51,158.16	(295,078.33)	346,236.49

**Mar 31, 20**

**ASSETS**

**Current Assets**

**Checking/Savings**

**Checking/Savings**

1010 · Boston Private BusinessChec 819,665.58

1020 · Boston Private Saving 110,116.47

1050 · Wells Fargo Checking 21,280.03

1070 · Merrill Lynch 204,226.25

**Total Checking/Savings** 1,155,288.33

1175 · Petty Cash - Coastsides 381.41

1176 · Petty Cash -San Mateo 200.00

**Total Checking/Savings** 1,155,869.74

**Accounts Receivable**

**Accounts Receivable**

1250 · Accounts Receivable - Service 80,893.73

1260 · Accts.Rec.- Other Agencies 37,750.00

**Total Accounts Receivable** 118,643.73

**Total Accounts Receivable** 118,643.73

**Other Current Assets**

1400 · Prepaid Expense 14,817.09

1405 · Work Comp Deposit 1,898.00

1450 · Allowance for Bad Debt (4,938.61)

1499 · Undeposited Funds 1,087.82

**Total Other Current Assets** 12,864.30

**Total Current Assets** 1,287,377.77

**Fixed Assets**

**Fixed Assets**

1320 · Leasehold Impvmnt. - Coastsides 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

1380 · Truck 111,934.08

**Less Accumulated Depr.**

1390 · Accum. Depreciation-Coastsic (165,826.97)

1395 · Accum. Depreciation - San Ma (947,002.25)

**Total Less Accumulated Depr.** (1,112,829.22)

**Total Fixed Assets** 1,121,185.65

**Total Fixed Assets** 1,121,185.65

**Other Assets**

1420 · Security Deposits 14,697.00

**Total Other Assets** 14,697.00

**TOTAL ASSETS** 2,423,260.42

**Mar 31, 20**

**LIABILITIES & EQUITY**

**Liabilities**

**Current Liabilities**

**Accounts Payable**

2000 · Accounts Payable

64,607.38

**Total Accounts Payable**

64,607.38

**Credit Cards**

**Credit Cards**

2116 · Wells Fargo(Tracey)

1,161.81

2114 · Wells Fargo Visa-Kir

(13.41)

2118 · Chase Ink (Cheryl Fa

2,264.75

**Total Credit Cards**

3,413.15

**Total Credit Cards**

3,413.15

**Other Current Liabilities**

**\*Payroll Liabilities**

2300 · Accrued Salaries/Wa

124,363.54

2301 · Accrued PTO

63,745.99

2321 · 401k Funds Payable

9,955.18

2322 · HSA Fund Payable

344.58

2383 · Accrued Payroll Tax

31,439.42

2384 · Accrued PR Taxes o

4,876.57

2387 · Accrued 401K Match

708.92

**Total \*Payroll Liabilities**

235,434.20

**Patient Liabilities**

2220 · Patient Prepayments

7,904.10

2221 · Patient Prepayments

10,533.80

2225 · Patient Refunds Pay

3,307.09

2226 · Patient Refunds Pay

2,142.10

**Total Patient Liabilities**

23,887.09

2205 · Accrued Interest

260.33

**Total Other Current Liabilities**

259,581.62

**Total Current Liabilities**

327,602.15

**Total Liabilities**

327,602.15

**Equity**

3900 · Retained Earnings- Coastsid

344,765.83

3901 · Retained Earnings - San Mateo

1,486,780.08

3905 · Restricted Net Assets- Coastsid

114,515.39

3906 · Restricted Net Assets-S.Mateo

98,438.00

**Net Income**

51,158.97

**Total Equity**

2,095,658.27

**TOTAL LIABILITIES & EQUITY**

**2,423,260.42**



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	\$ 10,000	SM/CS	COVID-19 Relief (converted from ATC Seniors)	1 year	Yes
Palo Alto Community Fund	1/23/2020	\$ 10,000	SM/CS	ATC	1 year	Denied
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	Denied
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 Relief	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
SMC Strong Non-Profit Grant	5/6/2020	\$ 20,000	SM/CS	General Operating Support / COVID-19 Relief		Pending
Lucile Packard Children's Hospital	n/a	\$ 10,000	SM/CS	General Operating Support / COVID-19 Relief Gift	Same as ATC/Screenings grant	Yes
Oral Health Foundation of Pierre Fauchard Academy	5/19/2020	\$ 10,000	SM/CS	ATC	1 year	Pending

Total \$ 692,000

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	\$ 898,000	\$ 402,000	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	\$ 40,000	\$ -	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	\$ -	May-20	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 (large donor)	3/30/2020	\$ 12,500	\$ 12,500	\$ -	Apr-20	General Operating Support	CS	
Hurlbut-Johnson Fund via Valley Community Foundation (large donor)	3/30/2020	\$ 34,000	\$ 34,000	\$ -	Apr-20	General Operating Support	SM/CS	
Lucile Packard Children's Hospital	5/5/2020	\$ 10,000	\$ 10,000	\$ -	May-20	General Operating Support	SM/CS	
Delta Dental Community Foundation COVID-19 Relief	4/27/2020	\$ 5,000	\$ 5,000	\$ -	May-20	General Operating Support	SM/CS	



## Grant / Fundraising Status (FY19-20)



May

Total \$ 2,102,000 \$ 1,675,000 \$ 427,000

**ACCOUNTING REPORT: GRANTS/DONATIONS AVAILABLE  
IN FY20 (Cash Rec'd)**

Name	Jul-19			May-20				Period	Purpose	Center
	Beginning Bal	Addition	Released	Ending Bal						
Hope Fund	\$ 2,229		\$ 2,229	\$ (0)				On Going	Uncompensated Care	CS
Hope Fund	\$ 7,817		\$ 7,817	\$ (0)				On Going	Fund Development	CS
Gassert - School Screenings	\$ 600		\$ 600	\$ -				On Going	School Screenings	CS
Farmworkers	\$ 55,246	\$ 86,504	\$ 115,415	\$ 26,335				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	\$ 76,384	\$ 97,227				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	\$ 18,326	\$ 1,674				07/01/2019-06/30/2020	School Screenings and treatment	SM/CS
Delta Dental Community Foundation	\$ -	\$ 20,000	\$ 18,326	\$ 1,674				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	\$ 9,163	\$ 837				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	\$ 19,998	\$ 20,002				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	\$ 2,499	\$ 7,501				03/01/2020-02/28/2020	General Operating Support	SM/CS
Sunlight Giving		\$ 50,000	\$ 8,334	\$ 41,666				03/01/2020-02/28/2021	General Support	SM/CS
<b>Total</b>	<b>\$ 151,672</b>	<b>\$ 507,004</b>	<b>\$ 431,761</b>	<b>\$ 226,915</b>						

## 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	Search introduction to C-Z when Dev Director St
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
Bothin Foundation (Capital)
Joseph and Vera Long Foundation
TouchPoint Foundation
Chan Zuckerberg Initiative
Millbrae Community Foundation
ToothFairy/In the Gap