



**Board Meeting
June 18th, 2020**

Teleconference Via Zoom

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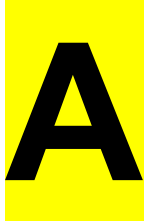
Meeting ID: 811 1458 7725

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AGENDA

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 - C. Dentistry landscape in San Mateo County and California
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7. FY 21 BUDGET – CEO Fecher
 - A. Budget Assumptions
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11. ADJOURN





Board Meeting May 21st, 2020 Minutes

1. **CALL TO ORDER AND ROLL CALL** – **Chair Taverner** called the meeting to order at **6:34pm**
 - **Present:** Board Chair Nigel Taverner, Vice Chair Helen Galligan, Secretary Clyde Hinshelwood, Board Members Larry Cappel, Liz Dodge, Rick Navarro, Sheryl Young
 - **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

1. **MISSION MOMENT** – **Dr. Bonnie Jue** shared recent updates on Virtual Oral Health Education Programs. The outreach team has presented live virtual oral health lessons to classrooms on the Coastside community in English and Spanish. **Director Hinshelwood** commented that he heard great reviews from teachers at Hatch Elementary School.

2. **PUBLIC COMMENTS**—No public in attendance.

3. **APPROVAL OF BOARD MINUTES:** ***Vice Chair Galligan** motioned to approve the minutes for the meeting on April 30, 2020. The motion was seconded by **Director Cappel** and approved by roll call. Ayes: Directors Hinshelwood, Young, Dodge, Navarro, and Chair Taverner.*

4. **CEO REPORT** – **Tracey Fecher**
 - **Communication with furloughed staff:** A new, easier to access email group was created to keep in touch with furloughed staff. **CEO Fecher** hosted two meetings with staff to keep them in the loop as Sonrisas moves towards reopening. Every staff has been interviewed by their supervisor to answer any concerns around returning to work. Most of the staff were willing to return if they can use an N95 mask.
 - **Chair Taverner** asked if any of the employees were still waiting for their unemployment checks. **Pat Kinniburgh** responded that she had not heard from anyone to suggest otherwise. She added that the hygienists were all comfortable coming back, while some of the care coordinators were worried for their safety and a few have obstacles to returning. **Dr. Rothstein** noted that most dentists were comfortable to return, with advance notice and proper PPE.
 - **Director Young** asked whether there was a timeline to reopen the clinic on the Coastside. **CEO Fecher** responded that this is in process as well. The team has done a walk through and the administrative assistant has been preparing signage.
 - **Updates on staff projects/work:** The team recently sent out a video to patients with a message from **Dr. Rothstein**. This was also shared on social media and the Sonrisas website. Sonrisas' Senior Accountant, **Tina Wang**, has been working with the Center Director to process EFMLA for the three staff who are utilizing the federal benefit. **CEO Fecher** is working with the team to develop the FY21 Budget. **Chair Taverner** asked for an explanation of the Workers' Comp audit. The Workers' Comp audit determines whether the organization's payroll indicates Sonrisas owes more or will receive a refund for the premium paid to the insurer. **Director Cappel** mentioned that there have been issues in healthcare with per diem employees and workers' compensation audits.

- **Outreach:** Sonrisas delivered 850 oral health kits through Toothbrushes-To-Go. **Dr. Jue's** team has delivered six live interactive Oral Health Presentations to local schools and is planning six more. Through the Patient Outreach Program, the team has made 1712 phone calls since the shelter-in-place started, all tracked in Open Dental and on a spreadsheet. The patient response to the program has given the Sonrisas team insight into ways to implement tele-dentistry. **CEO Fecher** added that the development team has spoken to funders about using their funding for these programs in lieu of the School Screening and Access to Care program.

5. Current Cash Position and Forecast

- **CEO Fecher** reported that the cash position is better than forecast at the previous meeting, due to the PHCD grant and three FTE accessing EFMLA, which reduced payroll from \$26K to \$15K per week. RDA Supervisor, Justine Howard, came back onto payroll and a care coordinator restarts next week to help with scheduling as Sonrisas ramps up to re-opening.
- While the clinic has started to see some patients, the number, which can be treated per day will be reduced due to COVID-19 mitigations required for dental offices.
 - **Vice Chair Galligan** asked about the cost of air filtration systems? **Dr. Rothstein** reported that Sonrisas received quotes of various models that range from \$900-\$3000. **CEO Fecher** added that the team is exploring other solutions such as natural air flow through window fixtures. Better filters in the current system, changed quarterly, will cost \$1600.

6. Reopening the Clinic

- California Department of Public Health (CDPH) came out with guidelines to re-open. They require clinics to have two weeks of PPE and that staff be fit tested for N95 masks.
- Currently Sonrisas does not have two weeks' worth of PPE and so cannot open fully. Sonrisas has 150-200 N95 masks and is starting to have staff fit tested. If Sonrisas does not have an N95 that fits the employee, then staff will not be able to return to work until a mask that fits that staff member can be procured. The Sonrisas team continues to look for N95 face masks as well as KN95 masks.
- In the new workflow recommended for dental offices, a care coordinator will call the patient to screen them for COVID-19 1-2 days before the appointment, and again on the day of the appointment before the patient is allowed to enter the building. There will be mandatory training for all staff, including administrative staff. Other measures are being put in place to ensure the safety of staff and patients.
 - **Secretary Hinshelwood** asked whether the centers would re-open fully once the team has adequate PPE. **Dr. Rothstein** responded that there are many limiting factors to reopening and the ramp up will take some time. The recommendation from the CDC is to reduce procedures that involve aerosol and alter the pattern of treatments per day, to reduce risk to patients and staff. There will be fewer appointments per day and appointments involving aerosol may be deferred to later in the day to preserve PPE.
 - **Director Navarro** described how, at Seeton Hospital, they initially assumed every patient could have Covid-19. Now Seeton has its own testing capability and so patients come in 1-2 days in advance for a Covid test; when confirmed to be negative, operating staff don't have to take the same precautions. He suggested that Sonrisas, unlikely to have its own testing, could partner with a local testing site. They seem to have plenty of capacity. The issue could be who pays. **CEO Fecher** mentioned that Sonrisas is implementing a temperature testing and questionnaire model. **Director Dodge** asked if staff are being tested (yes) and what guidelines staff must follow. Staff must get their temperature checked each day they enter the office.
 - **Director Navarro** repeated his advice to lock up all PPE; he also pointed out that N95 masks can be reused after re-sterilizing.

7. **FY 21 DRAFT BUDGET REVIEW – CEO Fecher**

- The team has created a forecast tool that allows them to calculate the patient visit volume. They have also prepared draft budgets for their respective departments. The team prepared an initial budget based on the visit volume before COVID-19. That budget reflects an 11% increase in visit volume, with additional pediatric and hygienist days. Additional increases include a 3% increase in salaries and a merit pool, as well as continuing education for staff, PPE and fundraising tracking tools. Overall revenue is set to increase by 22% and expenses by 8%. A draft budget revised for the effect of COVID-19 will be presented at the June board meeting.
 - **Director Young** commented that the revised assumptions, especially around visits due to COVID-19 will be the most critical thing for the board to understand.
 - **CFO Fama** asked whether cuts in Medi-Cal Dental patient visits will affect patients seen under FQHC. **CEO Fecher** responded that was not likely to affect FQHC patients but was waiting for clarification from SMMC.

8. **UNAUDITED FINANCIALS FOR March '20 - Director Young** asked why February's revenue was higher than previous months. Senior Accountant, **Tina Wang** responded that in February the Farmworker Program historical revenue was reclassified to patient revenue since we have now seen nine months' worth of patients under the program.

9. **FUNDRAISING – Maura LeBaron-Hsieh** reported that Coastside Gives generated \$11,995 total, including donations and prizes. Lucile Packard Children's Hospital gave Sonrisas a \$10K unrestricted grant and City of Half Moon Bay is likely to give Sonrisas a \$20K grant, twice as much as last year considering the impact of Covid-19. Other anticipated grant monies totaling \$30K for COVID-19 related relief and program support have been received. The development team is preparing for Sonrisas' first ever Virtual Paella Cook-A-Long event. This is a modification of the annual Cooking for a Cause for shelter-in-place. Sonrisas will retain most of the ticket proceeds for the original event, as most people wanted to use their purchase as a donation.

10. **DATE FOR NEXT BOARD MEETING (June 18th) – Chair Taverner**

- No new suggested items for this meeting.

11. Meeting was adjourned at **8:17pm**.





DATE: June 15, 2020

TO: SDH Board of Directors

FROM: Tracey Fecher, CEO

RE: CEO Monthly Report

1. Current Status of Sonrisas' Dental Clinics

- The San Mateo Clinic began ramping up to a 5 day a week schedule in late May. At the time of this report, the clinic is open 5 days a week with 3 providers (2 dentists and 1 hygienist) per day.
- The Half Moon Bay Clinic remains closed, with Dr. Torrey and the resident seeing a few patients to complete the resident's AEGD program by the end of July.
- Clinical Staffing Update: Below is a table of the clinic staff who are currently back to work at Sonrisas. We have expanded the position of one of our previously employed dentists from 2 days a week to full time. It has been determined through the trial days of seeing patients that one assistant is needed per dentist plus one floater assistant at the San Mateo Center due to COVID and PPE requirements.

Position	Not Furloughed <i>FTE/Headcount</i>	Returned by 6/15 <i>FTE/Headcount</i>	Remaining to Return <i>FTE/Headcount</i>
Dentists	1.7 FTE/ 2 dentists, incl. dental director	1.2 FTE / 2 dentists	1.4 FTE/ 5 Dentists
Pediatric Dentist		.4 FTE/ 1 dentist	
Hygienist	1.8 FTE/ 2 Hygienists		Saturday Hygienist
Dental Assistants		5.3 FTE/ 6 DAs	Saturday Assistant .4 FTE -> on-call@
Care Coordinators		4 FTE/ 4 CCC	.1.4 FTE/2 CCC@
@ Not currently returning due to childcare or COVID concerns			

- Patient Visits: Patient visits have been ramping up since May 26th. When a dentist or dental assistant returns to the clinic, his/her schedule must be light initially to allow for PPE training, new patient/clinic flow and mentoring by Dr. Torrey. The week of June 8th the team wanted to have 1 dental assistant all 5 days; but were unable to due to FIT testing for N95/KN95 challenges.

5/25 - 5/29 17 Visits	6/1 - 6/5 39 Visits	6/8 - 6/12 63 Visits	6/15 - 19 Planned: 100 Visits
Days Seeing Patients: 3	Days Seeing Patients: 4	Days Seeing Patients: 5	Days Seeing Patients: 5
1 Dentist each day	1 Dentist each day	2 Dentists each day, including 1 pediatric day	2 Dentists and 1 Hygienist each day, including 2 pediatric days
2 Hygienists as assistants	2 Hygienists as assistants	2 Hygienists Assisting	2 assistants, 1 Hygienist assisting
Treatment: Emergency follow up after tele-dentistry	Treatment: Emergency, Hygiene, limited aerosols	1 Dental Assistant (3 days only)	

- Patient Willingness to Schedule Appointments: The Care Coordinator team reports anecdotally that 80% of the patients contacted to schedule appointments or regarding previously scheduled appointments are willing to come into the office. This tracks with the Kaiser Family Foundation report data mentioned below. The remaining 20% have pre-existing conditions that make them more susceptible to COVID; and some who would like to wait for several months before scheduling a dental appointment. While we are ramping up the clinic operations, it has not been a challenge to schedule patients. This may change in the future.
- Engineering and Clinic Flow Changes: There are multiple changes that have been made to the clinic based on recommendations of the CDC, OSHA and American Dental Association (ADA).
 - i. The waiting room has been eliminated and thus lobby has no chairs and patients only pass through or handle payment in the lobby. Sneeze guards have been installed at the CCC and greeter desks.
 - ii. A COVID survey is done within 2 days of the patient visit. This survey is repeated on the day of the visit; and the patient temperature is taken before they are allowed in the building.
 1. The 48-hour COVID questionnaire requirement means a CCC will be working 4 hours on Saturday to screen the Monday patients, even though there are no immediate plans to open the clinic on Saturdays.
 - iii. After treating a patient, the operatory must sit for 15 minutes before being cleaned to allow aerosols to settle. We have added timers to indicate when a room can be reentered after patient care.
 - iv. HVAC vendors for both the San Mateo and Coastsides clinic have been engaged to assess ways to bring in fresh air, evaluate air flow and improve filtration as recommended.
 - v. Windows that can be opened at both clinics will be used to increase air flow by introducing window fans which blow air out of the building, forcing new air into the treatment rooms. This includes having the landlord repair two windows in the Half Moon Bay clinic.





- vi. Magnetic door partitions are on order and will be installed in two operatories in both clinics to allow the operatories to be isolated and thus a safer environment for aerosolizing procedures. When possible, we are utilizing operatory 9 at the San Mateo Clinic as an isolation room for aerosol producing procedures as there are doors present.
- vii. Six HEPA filters are on order (~\$6K) for both clinics that should filter the air in the operatory up to 15 times per hour or every 4 minutes
- o Personal Protective Equipment (PPE): There remains limited amounts of PPE available for Sonrisas to procure. N95/KN95 respirators are being worn by all staff in the clinical setting. A respirator is re-used up to 8 hours or a total of 5 doffings based on NIOSH/ADA guidelines during the pandemic. An area in the clinic for donning and doffing of PPE has been created.
 - i. Due to PPE supply chain constraints Sonrisas has four different N95/KN95 respirators in stock. Staff must be FIT tested for multiple respirators. Each fitting session is \$52. There have been instances where staff have had to be fit tested multiple times. When new respirator types come in, staff will need to be re-tested. It is possible for a Sonrisas staff member to be trained to execute our own FIT testing process; but kits for FIT testing are backordered at this time.
- o Treatments and Procedures: In the first weeks of seeing patients, the team is prioritizing emergency and urgent patient needs. In addition, we are seeing patients with previously existing appointments. When there is room in the schedule, patients who missed appointments during the shelter-in-place are being scheduled. Higher aerosol producing procedures, such as filling cavities, are being scheduled at the end of the morning or afternoon. Procedures that create higher amounts of aerosols such as root canals/crowns are currently only being done on an emergency basis. These procedures will become more routine as the engineering changes are fully implemented.



2. Next Steps for Sonrisas' Clinics

- o Coastside Clinic: Seeing patients at the Coastside clinic will begin the last two weeks of June. As we have done in San Mateo, there will be lighter days for the providers as the team learns how to mitigate COVID risks at that clinic. Until room partitions are installed, only one provider will work out of that clinic. The plan is to have the clinic open with 1 provider 5 days a week in July, adding the new resident in August. If satisfactory engineering changes can be made to the HVAC, we will also add two days of hygiene by August.
- o FQHC: During the time of the clinic closure, our team has continued to meet with the SMMC FQHC team. We are planning for two FQHC provider days in Q1, with hygienist appointments when needed. We are planning for three provider days in Q2 for FQHC patients. The Sonrisas management team will study adding additional provider days sooner as the re-opening of the clinics progresses.
- o Visit Volume Adjustments: With current CDC/ADA recommendations, providers will be seeing less patients thus reducing the visit volume. The average number of patients scheduled per provider day in pre and post COVID are shown below:

	Pre COVID	Post COVID
Hygienists	9	6
Dentists	9	7
Resident	8	7
Pediatric Dentist	15	7
Hospital Dentist	2	2

- San Mateo Clinic Saturday Operations: The San Mateo clinic will not open for Saturdays until the team has more experience running the clinic fully Monday to Friday. The team's current plan is to begin treating patients on Saturdays in October. This timeline may change as we gain experience and/or CDC, OSHA or ADA guidelines change. Likewise, the timeline could be pushed out if needed.
 - Farmworker Patients: Sonrisas has met with Puente and SMMC regarding the reopening of the mobile clinic for Farmworkers. The La Honda Pescadero Unified School District has informed us that the district is not allowing the use of their space at this time. Puente has a room in La Honda that might be an option treating Farmworkers. We are working closely with Puente and SMMC regarding finding an interim location, treating farmworkers at our clinics and for any changes or additions that will be needed for Sonrisas to complete the contract in 2020.
3. **Dentistry Landscape in San Mateo County and California**
- A CDA website article outlined how dentistry has shown a strong recovery over the last 5 weeks as dental offices have resumed preventive care. Nearly 50% of dentists had laid off their entire staff by mid-April; and 245K dentistry jobs were added in May. By June 1st, 90% of dental practices in the US were open with 20% reporting being fully open. A consumer poll conducted in mid-May by Kaiser Family Foundation, 82% of people said they have already gone to the dentist or will do so in the next 3 months.
 - The San Mateo County Oral Health Coalition cancelled their Core Team and quarterly community meetings from mid-March to May. The next Core Team meeting is on June 30th.
 - The San Mateo Dental Society has been providing FIT testing for the dental community as well as updates via newsletter and scheduled meetings to the dental community.
4. **Current Cash Position and Forecast**
- Sonrisas' cash position, outstanding A/R and how it maps to the forecast is being monitored regularly. On Monday, June 15th, Sonrisas' cash position was \$1,037, 364. The forecasted cash position as of May 30th was \$1,052,937.
5. **Applying for PPP Loan**
- The window for applying for a PPP loan will close on June 30th and there currently are funds available. The timing is good for Sonrisas, since most of the staff are back to work and revenue will be down in the first half of the fiscal year due to COVID. If the board approves the application for a PPP loan, then Sonrisas can expect a loan between \$450K and \$500K. The guidelines for forgiveness of the loans has changed, which will work to Sonrisas' advantage. If Sonrisas is unable to return to the FTE that the loan is based on, the portion of the loan that will not be forgiven can be returned to the Small Business Administration or retained at a 1% interest. More research to determine how much Sonrisas is eligible to apply for and the loan terms will be completed after the boards' approval to pursue a loan.



6. Budget Assumptions

- Visit volume has been reduced in the budget due to the estimated number of patients each provider can treat in Q1 and Q2, with several providers not returning until October or January. The assumption that providers can treat the number of pre-COVID patients in Q3 and Q4 has been made, which could occur as engineering changes evolve and/or a rapid COVID test is available. The budget has the following reduction in patient visits.

San Mateo FY 20 to FY 21 Visit Comparison

	Q1	Q2	Jan/Feb	Total July to Feb
FY 20	1,897	1,863	1,456	5,216
FY 21	1,146	1,514	1,538	4,198
Visit Reduction	40%	19%	-6%	20%

Coastside FY 20 to FY 21 Visit Comparison

	Q1	Q2	Jan/Feb	Total July to Feb
FY 20	955	885	686	2,526
FY 21	664	850	540	2,054
Visit Reduction	30%	4%	21%	19%

Total FY20 to FY21 Visit Comparison

	Q1	Q2	Jan/Feb	Total July to Feb
FY 20	2,852	2,748	2,142	7,742
FY 21	1,810	2,363	2,078	6,251
Visit Reduction	37%	14%	3%	19%

- Dental supplies and lab fees have been reduced in the first two quarters based on the estimated reduced visit volume.
 - Payroll for employees who estimated to not return until Q2 or Q3 has been reduced in the budget appropriately.
 - The merit pool increase of 3% for employee raises that was planned for the budget has been removed from the first quarter and planned for 9 months instead of 12 to allow for flexibility in personnel costs as the visit volume estimates are tested as well as to allow for possible adjustments in dental employment market.
 - Budget assumes FQHC will follow provider days outlined above.
 - The Farmworker contract is up for renewal in January 2021. The budget assumes the contract continues into 2021 at the same rate per patient.
 - If Sonrisas chooses to apply for a PPP loan, that loan has not been added to the budget at this time. A PPP loan can offset the losses in the budget and may lead to the decision to hire additional staff for full loan forgiveness.
7. **Intacct Implementation:** The Intacct financial system implementation is on track and will be ready for use on July 1st.



DATE: June 15, 2020

TO: SDH Board of Directors

FROM: Bonnie Jue, DDS

RE: **Community Engagement Director June Report**

During the Shelter-in-Place order, Sonrisas Dental Health (SDH) quickly pivoted to create new programs that reached over 3,000 people remotely, which allowed us to remain productive and continue our mission to serve the community and our patients.

Virtual Oral Health Education Program

SDH's innovative online approach to oral health education was well-received by students and school administrators this spring.

From March 30 to June 5, 2020 – SDH completed the following community outreach activities during this 10-week last period ([new since last report](#)):

Toothbrush Kit Donations	1,150 kits	Delivered 850 kits to 8 schools in 5 school districts in San Mateo County	Provided 300 kits for St. Matthews Food Distribution Event and the Memory Café for older adults (Catholic Charities)
Online Education Presentations	17 presentations to 350 attendees (Preschool-2 nd Grade)	Served 5 elementary schools in 5 school districts in San Mateo County and one in San Francisco	
Production of Education Videos	6 pre-recorded videos (Preschool-5 th Grade)	Sent to over 25 community partners (schools and local non-profit agencies) in San Mateo County	San Mateo County Oral Public Health Program contributed \$3,000 to sponsor videos (also donated \$1,500 worth of supplies for the Toothbrush Kits)
Total Number Served	Over 1,500 people (not including those who received education video link) – possibly 2,000 total	19 schools in 13 school districts 6 community partners	

Developing Collaborations with Community Partners:

- 1) Catholic Charities (youth summer camps and older adult programs) – meeting with their team to discuss plans for their summer programs and possible involvement in their New Beginning Coalition. (San Mateo County Health’s Aging and Adult Services’ broad-based group of older adults, persons with disabilities, caregivers, and service providers whose mission is to improve the quality of life of San Mateo County’s diverse population of older adults and adults with disabilities)
- 2) Peninsula Special Interest Lions Club (Mission: to serve the needy with health, wellness, education in the community and around the world: Dr. Eleanor Britter - president) – they are seeking oral health education videos to distribute to school districts throughout San Mateo County
- 3) Sequoia Healthcare District – in discussions with Board Chair regarding collaboration for senior dental care and outreach as well as school screenings for Redwood City School District.
- 4) San Mateo County Oral Public Health Program – planning oral health presentations for youth summer camps.
- 5) San Mateo Medical Center (SMMC) – working with new Dental Director (Dr. Mariam Hashoush) to create direct referral protocol for children who are screened by Sonrisas Dental Health but prefer to seek dental treatment in south San Mateo County (closer to their homes).

Patient Outreach Program

From April 8 to May 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/oral health coaching. [Beginning on 5/18/2020, SDH began the transition back to seeing patients in the clinic with staff training and implementation of new COVID-19 clinical protocol.](#)





DATE: June 15, 2020

TO: SDH Board of Directors

CC: Cheryl Fama, CFO

FROM: Tina Wang, Senior Accountant

RE: April Unaudited Financials and YTD Performance to Budget

APRIL PERFORMANCE:

The centers were closed for routine patient visits for April and only saw emergency visits due to the shelter-in-place order from San Mateo County.

A. Revenue: Net Patient Revenue was **(\$611)**

1. There were 26 visits –1 in office emergency visit and 25 tele-visits. Tele-visits were billed at \$37 each after write-off.
2. Total gross revenue was \$4,278.
3. Total deduction was **(\$4,889)** – Prior period adjustment is **(\$2,242)**, which was adjusted based on EOBs received for services rendered in prior months. April deduction is **(\$2,647)**, 62% of Gross revenue. Without the prior period adjustment, net patient revenue would be \$1,631 for the current period.

B. Donations/Grants & Other Income: \$119,203– \$1,407 from individual donations; \$42,774 released from restricted grant; \$75,000 from PHCD; \$21 for dividends & other income.

C. Total Expense: (\$226,159) - \$69,681 better than budget due to the closure and furlough of 27 clinical employees on April 10th.

1. Direct Expense: \$129,423 – Better than budget by \$48,545. Personnel expense was \$124,739, which includes salaries and accrued PTO (\$26K) paid to furloughed employees through April 10. There were \$2,500 in dental supplies & lab fees from catchup invoices and \$1,400 in PPE supplies.
2. Indirect Expenses: \$96,736 – Better than budget by \$21,136 due to savings in personnel costs as well as facility, office, fundraising, and marketing expenses.

D.Net Income: (\$107,567)

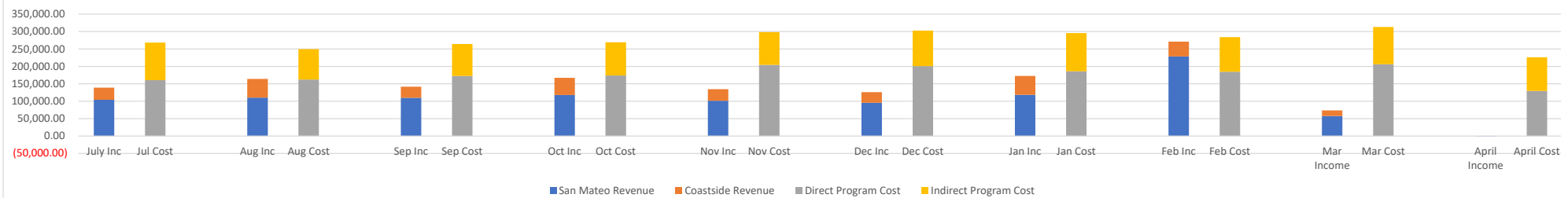
YTD PERFORMANCE TO BUDGET: YTD net income is **\$268,415** better than budget. Cash-flow was **\$271,152** better than the budget. PHCD grant received to date **\$675,000**. No support was taken from PHCD in November 2019. (Note the November support was taken in May 2020 due to COVID closure.)

	YTD Actual	Budget	Performance
<i>Visits</i>	<i>8261</i>	<i>9531</i>	<i>-1270</i>
Gross Patient Revenue	\$3,109,415	\$3,174,276	(2%)
Uncompensated Care (Deductions)	(\$1,720,146)	(\$1,699,904)	(1%)
Grants/Donations/Other Income	\$1,325,722	\$1,133,550	17%
Direct Cost	(\$1,780,316)	(\$1,782,993)	0%
Indirect Cost	(\$991,083)	(\$1,149,753)	14%
Net Income	(\$56,408)	(\$324,824)	83%
<i>Non-cash items adj.</i>			
Depreciation	\$201,933	\$199,196	(1%)
Est. Cash-flow	145,524	(\$125,628)	+216%

Sonrisas Dental Health Operations

	Jul 19	Aug 19	Sept 19	Oct 19	Nov 19	Dec 19	Jan 20	Feb 20	Mar 20	Apr 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	(611)	1,043,059	1,095,981	(52,922)
Coastside Revenue	34,980	53,473	31,805	49,289	33,020	30,693	54,158	42,502	16,290		346,210	378,393	(32,183)
Total Net Revenue	138,956	163,904	141,760	167,291	134,291	126,100	172,658	271,135	73,785	(611)	1,389,269	1,474,374	(85,105)
Direct Program Cost	160,634	162,047	172,576	173,985	204,507	200,595	185,781	184,556	206,212	129,423	1,780,316	1,782,993	2,677
Indirect Program Cost	107,847	87,327	91,652	95,322	93,584	102,321	110,010	99,427	106,978	96,736	991,203	1,149,753	158,550
Total Cost	268,482	249,375	264,228	269,306	298,090	302,915	295,791	283,983	313,190	226,159	2,771,519	2,932,746	161,227
TOTAL	(129,526)	(85,471)	(122,468)	(102,015)	(163,799)	(176,815)	(123,133)	(12,848)	(239,405)	(226,770)	(1,382,251)	(1,458,372)	76,121
Dividend/Other Income	33,103	303	31,419	341	273	235	1,341	1,991	128	21	69,154	3,400	65,754
Donations Received	39,307	36,304	31,877	67,917	104,132	123,546	48,975	(16,281)	101,731	44,182	581,689	380,150	201,539
Grant from PHCD	75,000	75,000	75,000	75,000	0	75,000	75,000	75,000	75,000	75,000	675,000	750,000	(75,000)
OTHER INCOME	147,409	111,606	138,297	143,257	104,404	198,781	125,316	60,710	176,859	119,203	1,325,843	1,133,550	192,293
NET INCOME	17,883	26,135	15,829	41,242	(59,395)	21,965	2,183	47,862	(62,546)	(107,567)	(56,408)	(324,822)	268,414

Net Revenue VS. Cost By Center Per month
YTD As of 4/30/2020



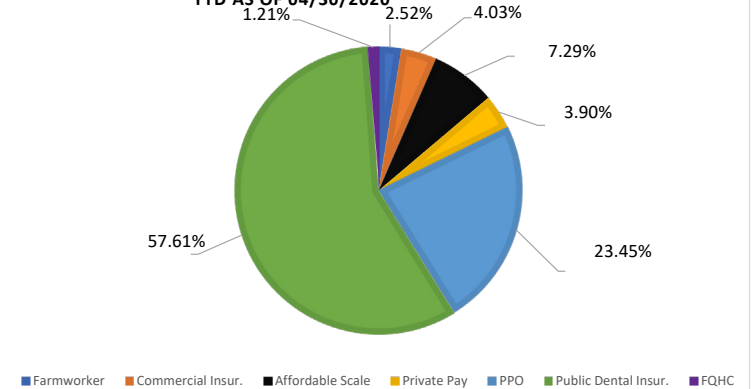
		Visits by Center										Total	Budget	Variance
		Jul 19	Aug 19	Sept 19	Oct 19	Nov 19	Dec 19	Jan 20	Feb 20	Mar 20	Apr 20*			
San Mateo Visits		668	631	598	677	580	606	723	733	328	26	5570	6242	(672)
Coastside Visits		295	357	303	327	293	265	368	318	165	0	2691	3289	(598)
Total Visits		963	988	901	1004	873	871	1091	1051	493	26	8261	9531	(1,270)

*Total visits include 1 emergency office visit and 25 Tele- Dentistry visits, each billed for \$37 after write-off.

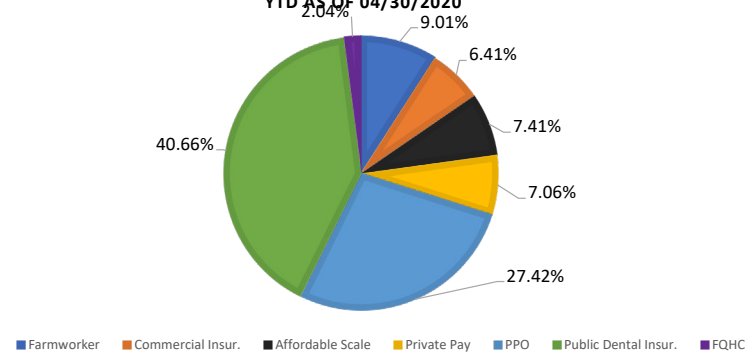
		Visits by Payer -San Mateo					
		Apr 20	Budget	Variance	YTD Visits	YTD Budget	Variance
Commercial Insurance			35	(35)	251	390	(139)
PPO	1		175	(174)	1660	1,790	(130)
Private Pay			30	(30)	294	300	(6)
Affordable Scale			15	(15)	117	145	(28)
Farmworker			30	(30)	151	285	(134)
FQHC			50	(50)	100	270	(170)
Public Dental Insurance	25		300	(275)	1385	3062	(90)
					1587		
Total Visits	26		635	(609)	5545	6,242	(697)

		Visits by Payer -Coastside					
		Apr 20	Budget	Variance	YTD Visits	YTD Budget	Variance
Commercial Insurance			5	(5)	82	50	32
PPO			29	(29)	277	259	18
Private Pay			8	(8)	28	60	(32)
Affordable Scale			57	(57)	485	606	(121)
Farmworker				0	57	0	57
Public Dental Insurance (Adult)			230	(230)	942	2314	(552)
Public Dental Insurance (Child)					820		
Total Visits	0		329	(329)	2,691	3,289	(598)

VISITS BY PAYER AS A PERCENTAGE
YTD AS OF 04/30/2020



NET REVENUE BY PAYER AS A PERCENTAGE
YTD AS OF 04/30/2020



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

* April figures were excluded to calculate Average income per visit & True income per visit by

Sonrisas Dental Health Operations FY20 VS. FY19						
	Apr 20	Apr 19	Variance B(W)	YTD 20	YTD 19	Variance B(W)
Visits	26	1026	(1000)	8235	8268	(33)
San Mateo Revenue	\$ (611)	\$ 105,652	\$ (106,263)	\$ 1,043,059	\$ 962,725	\$ 80,334
Coastside Revenue		\$ 57,074	\$ (57,074)	\$ 346,210	\$ 371,772	\$ (25,562)
Total Net Revenue	\$ (611)	\$ 162,726	\$ (163,337)	\$ 1,389,269	\$ 1,391,571	\$ (2,302)
Direct Program Cost	\$ 129,423	\$ 164,705	\$ 35,282	\$ 1,780,316	\$ 1,525,357	\$ (254,959)
Indirect Program Cost	\$ 96,736	\$ 128,399	\$ 31,663	\$ 991,203	\$ 1,151,385	\$ 160,182
Total Cost	\$ 226,159	\$ 293,104	\$ 66,945	\$ 2,771,519	\$ 2,676,742	\$ (94,777)
TOTAL	\$ (226,770)	\$ (130,377)	\$ (96,392)	\$ (1,382,251)	\$ (1,285,171)	\$ (97,080)
Dividend/Other Income	\$ 21	\$ 359	\$ (337)	\$ 69,154	\$ 10,792	\$ 58,362
Donations Received	\$ 44,182	\$ 53,528	\$ (9,346)	\$ 581,689	\$ 347,611	\$ 234,077
Grant from PHCD	\$ 75,000	\$ 75,000	\$ -	\$ 675,000	\$ 675,000	\$ -
OTHER INCOME	\$ 119,203	\$ 128,886	\$ (9,683)	\$ 1,325,843	\$ 1,033,403	\$ 292,440
NET INCOME	\$ (107,567)	\$ (1,491)	\$ (106,075)	\$ (56,408)	\$ (251,768)	\$ 195,360

	Apr 20	Budget	Variance	Jul '19 - Apr 20	YTD Budget	Variance
Ordinary Income/Expense						
Income						
Program Revenue						
Patient Services						
4103 · Commercial Insuranc	0.00	12,073.94	(12,073.94)	111,558.00	133,160.27	(21,602.27)
4102 · PPO	1,581.00	64,787.15	(63,206.15)	662,667.00	652,628.10	10,038.90
4100 · Public Dental Insurar	2,696.75	185,406.60	(182,709.85)	1,884,228.15	1,882,965.07	1,263.08
4106 · Private Pay	0.00	10,317.19	(10,317.19)	100,423.00	99,427.21	995.79
4101 · Affordable Scale	0.00	20,028.65	(20,028.65)	187,340.00	208,630.48	(21,290.48)
4104 · Farmworker	0.00	12,543.71	(12,543.71)	107,731.00	119,165.24	(11,434.24)
4017 · FQHC	0.00	14,500.00	(14,500.00)	55,468.00	78,300.00	(22,832.00)
Total Patient Services	4,277.75	319,657.24	(315,379.49)	3,109,415.15	3,174,276.37	(64,861.22)
Uncompensated Care						
5020 · Prior Period Adjustm	(2,241.73)	0.00	(2,241.73)	(11,187.98)	(7,500.00)	(3,687.98)
5005 · Commercial Insuranc	0.00	(2,433.32)	2,433.32	(20,337.54)	(26,752.48)	6,414.94
5004 · PPO	(818.00)	(25,255.00)	24,437.00	(272,683.59)	(254,740.00)	(17,943.59)
5009 · Public Dental Insurar	(1,828.80)	(121,891.44)	120,062.64	(1,304,121.75)	(1,237,959.28)	(66,162.47)
5007 · Affordable Scale	0.00	(7,352.00)	7,352.00	(83,713.90)	(76,978.00)	(6,735.90)
5003 · Farmworker Program	0.00	(7,470.96)	7,470.96	20,367.07	(70,974.32)	91,341.39
5002 · Hope Fund	0.00		0.00	0.00		0.00
5001 · Fee Adjustments	0.00	(2,500.00)	2,500.00	(21,954.04)	(25,000.00)	3,045.96
5006 · Private Pay	0.00		0.00	0.00	0.00	0.00
5008 · FQHC	0.00		0.00	(26,514.00)		(26,514.00)
Total Uncompensated Care	(4,888.53)	(166,902.72)	162,014.19	(1,720,145.73)	(1,699,904.08)	(20,241.65)
Total Program Revenue	(610.78)	152,754.52	(153,365.30)	1,389,269.42	1,474,372.29	(85,102.87)
Donations/ Incentives / Others						
5104 · Fundraiser	0.00	0.00	0.00	0.00	2,500.00	(2,500.00)
5100 · Donations	1,407.41	3,200.00	(1,792.59)	59,622.48	27,000.00	32,622.48
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 Revenu	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	1,500.00	0.00	1,500.00
Total Events/Fundraisers	0.00	0.00	0.00	4,115.64	2,650.00	1,465.64
5150 · Unrestricted Grants	75,000.00	75,000.00	0.00	675,000.00	750,000.00	(75,000.00)
5199 · Net Assets Released fr	42,774.46	34,800.00	7,974.46	393,396.54	348,000.00	45,396.54
Total Donations/ Incentives / Ot	119,181.87	113,000.00	6,181.87	1,322,233.11	1,130,150.00	192,083.11
Total Income	118,571.09	265,754.52	(147,183.43)	2,711,502.53	2,604,522.29	106,980.24
Gross Profit	118,571.09	265,754.52	(147,183.43)	2,711,502.53	2,604,522.29	106,980.24
Expense						
Direct Program Costs						
Personnel						
5250 · Direct Program Salar	106,806.94	139,788.00	32,981.06	1,332,958.65	1,397,880.00	64,921.35
5260 · Payroll Taxes	7,921.05	11,183.04	3,261.99	96,146.68	111,830.40	15,683.72
5261 · Unemployment Taxes	249.56	1,554.05	1,304.49	10,512.92	15,540.50	5,027.58
5270 · Benefits	6,354.18	2,643.47	(3,710.71)	45,235.29	26,434.70	(18,800.59)
5275 · 401k Match	994.97	963.66	(31.31)	10,148.13	9,636.60	(511.53)
5278 · Worker's Comp.	1,414.39	1,397.88	(16.51)	11,715.05	13,978.80	2,263.75
5280 · Continuing Educ.	50.00	21.30	(28.70)	2,427.45	1,521.30	(906.15)
5281 · Licenses and Registr	947.61	216.00	(731.61)	8,334.50	2,160.00	(6,174.50)
Total Personnel	124,738.70	157,767.40	33,028.70	1,517,478.67	1,578,982.30	61,503.63
Contracted Services						
5301 · Contract Employees	0.00		0.00	0.00	0.00	0.00
5303 · Sterilization Services	840.00	760.00	(80.00)	7,892.00	7,600.00	(292.00)
5304 · Pathogen Testing	0.00	65.00	65.00	0.00	650.00	650.00
5305 · Shredding	25.00		(25.00)	654.00	0.00	(654.00)
Total Contracted Services	865.00	825.00	(40.00)	8,546.00	8,250.00	(296.00)
5321 · PPE/Covid-Related Sup	1,319.14		(1,319.14)	3,522.78		(3,522.78)
5320 · Dental Supplies	1,785.42	10,876.10	9,090.68	177,599.64	108,760.99	(68,838.65)
5325 · Small Dental Equipmen	33.28	0.00	(33.28)	10,490.36	2,500.00	(7,990.36)
5326 · Dental Equipment Repa	0.00	800.00	800.00	7,314.56	8,000.00	685.44
5330 · Lab Fees	681.51	7,500.00	6,818.49	55,264.60	75,000.00	19,735.40
5331 · Uniforms	0.00	200.00	200.00	100.00	1,500.00	1,400.00
Total Direct Program Costs	129,423.05	177,968.50	48,545.45	1,780,316.61	1,782,993.29	2,676.68
Indirect Costs						
Administrative Personnel						
5450 · Salaries/Wages	47,986.65	53,649.00	5,662.35	435,728.68	511,494.00	75,765.32
5460 · Payroll Taxes, Admin	3,460.90	4,291.92	831.02	31,143.17	40,919.52	9,776.35
5461 · Unemployment Taxes	341.63	804.74	463.11	8,226.25	7,672.46	(553.79)

	Apr 20	Budget	Variance	Jul '19 - Apr 20	YTD Budget	Variance
5470 · Benefits	1,685.26	5,364.90	3,679.64	15,059.92	51,149.40	36,089.48
5475 · 401k Match, Admin/M	733.82	804.74	70.92	5,038.05	7,672.46	2,634.41
5478 · Worker's Comp.	516.61	536.49	19.88	3,744.68	5,114.94	1,370.26
Administrative Personnel - I	0.00		0.00	11,927.26		(11,927.26)
Total Administrative Personnel	54,724.87	65,451.79	10,726.92	510,868.01	624,022.78	113,154.77
Business Taxes			0.00			
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	3,677.93	3,650.00	(27.93)	38,553.65	36,500.00	(2,053.65)
5608 · Software Support	1,005.70	850.00	(155.70)	9,895.70	8,500.00	(1,395.70)
5630 · Office. Equip. Mainte	0.00		0.00	0.00	1,500.00	1,500.00
Total Equipment Expenses	4,683.63	4,500.00	(183.63)	48,449.35	46,500.00	(1,949.35)
Facilities Expenses						
5600 · Auto Expenses	91.04	300.00	208.96	3,088.65	3,000.00	(88.65)
5610 · Building Maintenance	685.35	750.00	64.65	9,839.95	7,500.00	(2,339.95)
5611 · Janitorial Service	0.00	2,250.00	2,250.00	20,551.30	22,500.00	1,948.70
5670 · Rent	3,300.00	3,300.00	0.00	33,000.00	33,000.00	0.00
5672 · Phone / Internet	436.22	1,247.00	810.78	14,081.64	12,470.00	(1,611.64)
5680 · Utilities	2,145.27	2,444.00	298.73	23,510.89	24,440.00	929.11
Total Facilities Expenses	6,657.88	10,291.00	3,633.12	104,072.43	102,910.00	(1,162.43)
Insurance			0.00			0.00
5635 · Auto Insurance	428.99	671.00	242.01	2,359.22	6,710.00	4,350.78
5636 · Malpractice (Prof. Lia	1,145.00	457.60	(687.40)	8,410.00	4,576.00	(3,834.00)
5637 · Liability & Property	993.33	1,030.70	37.37	9,933.30	10,307.00	373.70
5638 · Directors & Officer Li	345.50	309.10	(36.40)	3,000.00	3,091.00	91.00
Total Insurance	2,912.82	2,468.40	(444.42)	23,702.52	24,684.00	981.48
Office Exp.						
5502 · Claims Processing	0.00	126.00	126.00	1,422.96	1,260.00	(162.96)
5504 · Payroll Processing / I	1,002.51	984.00	(18.51)	8,758.06	9,840.00	1,081.94
5616 · Patient Notification	230.00	485.00	255.00	4,614.90	4,850.00	235.10
5660 · Office Supplies	0.00	1,280.00	1,280.00	8,374.15	12,800.00	4,425.85
5665 · Postage and Shippin	156.30	310.00	153.70	2,936.42	3,100.00	163.58
5668 · Printing Costs	0.00	200.00	200.00	956.20	1,700.00	743.80
Total Office Exp.	1,388.81	3,385.00	1,996.19	27,062.69	33,550.00	6,487.31
Fundraising Expenses						
5632 · Fundraising Expense	0.00	1,100.00	1,100.00	2,076.24	7,700.00	5,623.76
5633 · Fundraising Consulti	1,255.50	2,800.00	1,544.50	21,976.25	28,000.00	6,023.75
Total Fundraising Expenses	1,255.50	3,900.00	2,644.50	24,052.49	35,700.00	11,647.51
Meeting & Travel Expenses						
5676 · Travel Costs	1,743.70	100.00	(1,643.70)	2,897.06	100.00	(2,797.06)
5677 · Meals	0.00	25.00	25.00	0.00	250.00	250.00
5678 · Mileage	0.00	225.00	225.00	1,046.37	2,450.00	1,403.63
Total Meeting & Travel Expen	1,743.70	350.00	(1,393.70)	3,943.43	2,800.00	(1,143.43)
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	22,803.50	22,300.60	(502.90)	225,036.03	221,496.32	(3,539.71)
5618 · Dues, Fees & License	0.00	210.00	210.00	662.00	2,100.00	1,438.00
5620 · Employee Goodwill	0.00	200.00	200.00	2,245.48	2,000.00	(245.48)
5639 · Recruitment Expense	0.00	1,475.00	1,475.00	2,158.38	14,750.00	12,591.62
5648 · Marketing Expense			0.00			0.00
5651 · Outreach	0.00		0.00	4,901.60	10,000.00	5,098.40
5648 · Marketing Expense -	0.00	2,000.00	2,000.00	3,000.60	20,000.00	16,999.40
Total 5648 · Marketing Expens	0.00	2,000.00	2,000.00	7,902.20	30,000.00	22,097.80
Fees and Interest			0.00			0.00
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	0.00	50.00	50.00	553.45	500.00	(53.45)
5642 · Loan Interest	0.00	0.00	0.00	0.00	0.00	0.00
5650 · Merchant Processing	565.24	1,289.74	724.50	7,795.76	8,489.74	693.98
Total Fees and Interest	565.24	1,339.74	774.50	8,349.21	8,989.74	640.53
Total Indirect Costs	96,735.95	117,871.53	21,135.58	991,083.51	1,149,752.84	158,669.33
Total Expense	226,159.00	295,840.03	69,681.03	2,771,400.12	2,932,746.13	161,346.01
Net Ordinary Income	(107,587.91)	(30,085.51)	(77,502.40)	(59,897.59)	(328,223.84)	268,326.25
Other Income/Expense						
Other Income						
Other Income						
6120 · Interest Income	4.55		4.55	86.14		86.14

	Apr 20	Budget	Variance	Jul '19 - Apr 20	YTD Budget	Variance
6121 · Dividends	16.78	340.00	(323.22)	2,182.62	3,400.00	(1,217.38)
6130 · Other Income	0.01		0.01	1,569.51		1,569.51
Total Other Income	21.34	340.00	(318.66)	3,838.27	3,400.00	438.27
Total Other Income	21.34	340.00	(318.66)	3,838.27	3,400.00	438.27
Other Expense			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	21.34	340.00	(318.66)	3,489.18	3,400.00	89.18
Net Income	(107,566.57)	(29,745.51)	(77,821.06)	(56,408.41)	(324,823.84)	268,415.43

Apr 30, 20

ASSETS

Current Assets

Checking/Savings

Checking/Savings

1010 · Boston Private BusinessChecking 625,186.89

1020 · Boston Private Saving 110,121.02

1050 · Wells Fargo Checking 21,280.03

1070 · Merrill Lynch 204,243.03

Total Checking/Savings 960,830.97

1175 · Petty Cash - Coastsides 381.41

1176 · Petty Cash -San Mateo 200.00

Total Checking/Savings 961,412.38

Accounts Receivable

Accounts Receivable

1250 · Accounts Receivable - Services 51,975.17

1260 · Accts.Rec.- Other Agencies 19,430.00

Total Accounts Receivable 71,405.17

Total Accounts Receivable 71,405.17

Other Current Assets

1400 · Prepaid Expense 9,113.62

1405 · Work Comp Deposit 1,898.00

1450 · Allowance for Bad Debt (4,938.61)

1499 · Undeposited Funds 20.42

Total Other Current Assets 6,093.43

Total Current Assets 1,038,910.98

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 70,631.20

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-Coastsides (167,028.45)

1395 · Accum. Depreciation - San Mateo (968,604.27)

	Apr 30, 20
Total Less Accumulated Depr.	(1,135,632.72)
Total Fixed Assets	1,100,870.60
Total Fixed Assets	1,100,870.60
Other Assets	
1420 · Security Deposits	14,697.00
Total Other Assets	14,697.00
TOTAL ASSETS	2,154,478.58
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	44,750.24
Total Accounts Payable	44,750.24
Credit Cards	
Credit Cards	
2114 · Wells Fargo Visa-Kinniburgh	(13.41)
2118 · Chase Ink (Cheryl Fama)	1,656.40
Total Credit Cards	1,642.99
Total Credit Cards	1,642.99
Other Current Liabilities	
*Payroll Liabilities	
2300 · Accrued Salaries/Wages	37,143.27
2301 · Accrued PTO	63,745.99
2321 · 401k Funds Payable	8,970.10
2322 · HSA Fund Payable	344.58
2383 · Accrued Payroll Taxes	2,295.99
2384 · Accrued PR Taxes on PTO	4,876.57
2387 · Accrued 401K Match	619.59
Total *Payroll Liabilities	117,996.09
Patient Liabilities	
2220 · Patient Prepayments - Coastside	7,904.10
2221 · Patient Prepayments - SM	10,743.80
2225 · Patient Refunds Payable -SM	3,350.09
2226 · Patient Refunds Payable - CSTSE	2,513.70
Total Patient Liabilities	24,511.69
2205 · Accrued Interest	260.33
Total Other Current Liabilities	142,768.11
Total Current Liabilities	189,161.34
Total Liabilities	189,161.34
Equity	

	Apr 30, 20
3900 · Retained Earnings- Coastsid	344,765.83
3901 · Retained Earnings - San Mateo	1,486,780.08
3905 · Restricted Net Assets- Coastsid	101,045.16
3906 · Restricted Net Assets-S.Mateo	105,800.77
Net Income	(73,074.60)
Total Equity	1,965,317.24
TOTAL LIABILITIES & EQUITY	2,154,478.58





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	General Operating Support / 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	\$ 20,000	SM/CS	General Operating Support / COVID-19 Relief	7 months	Yes
SMC Strong Non-Profit Grant	5/6/2020	\$ 20,000	SM/CS	General Operating Support / COVID-19 Relief		Denied
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
City of Half Moon Bay - Government Grant	6/1/2020	\$ 20,000	CS	COVID-19 Relief (?)	1 year	Yes
Sunlight Giving	6/2/2020	\$ 30,000	SM/CS	General Operating Support / COVID Relief	1 year?	Yes
Total		\$ 722,000				

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	\$ 1,275,000	\$ 25,000	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	\$ 50,000	\$ -	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 / COVID	SM/CS
Atkinson Foundation	1/23/2020	\$ 10,000	\$ 10,000	\$ -	March 20- March 21	General Operating Support	SM/CS
<i>Rolo Fund via Silicon Valley Community Foundation (large donor)</i>	<i>3/30/2020</i>	<i>\$ 12,500</i>	<i>\$ 12,500</i>	<i>\$ -</i>	<i>Apr-20</i>	General Operating Support	CS
<i>Hurlbut -Johnson Fund via Valley Community Foundation (large donor)</i>	<i>3/30/2020</i>	<i>\$ 34,000</i>	<i>\$ 34,000</i>	<i>\$ -</i>	<i>Apr-20</i>	General Operating Support	SM/CS
Lucile Packard Children's Hospital	5/5/2020	\$ 10,000	\$ 10,000	\$ -	May-20	General Operating Support	SM/CS
Sunlight Giving	6/2/2020	\$ 30,000	\$ 30,000	\$ -	Jun 2020-May 2021	General Operating Support / COVID Relief	SM/CS

Grant / Fundraising Status (FY19-20)
June



SVCF Bay Area Nonprofit Relief Fund	4/22/2020	\$ 20,000	\$ 20,000	\$ -	7 months	General Operating Support / COVID-19 Relief	SM/CS
City of Half Moon Bay - Government Grant	6/1/2020	\$ 20,000		\$20,000	06/01/2020-05/31/2020	COVID-19 Relief	CS
Delta Dental Community Foundation COVID-19 Relief	4/27/2020	\$ 5,000	\$ 5,000	\$ -	May-20	General Operating Support	SM/CS
Total		\$ 2,172,000	\$ 2,127,000.00	\$ 45,000			

ACCOUNTING REPORT: GRANTS/DONATIONS AVAILABLE IN FY20 (Cash Rec'd)							
Name	Jul-19			Jun-20			
	Beginning Bal	Addition	Released	Ending Bal	Period	Purpose	Center
Hope Fund	\$ 2,229		\$ 2,229.00	\$ (0)	On Going	Uncompensated Care	CS
Hope Fund	\$ 7,817		\$ 7,817.00	\$ (0)	On Going	Fund Development	CS
Gassert - School Screenings	\$ 600		\$ 600.00	\$ -	On Going	School Screenings	CS
Farmworkers	\$ 55,246	\$ 86,503.99	\$ 115,415.00	\$ 26,335	On Going	Farmworkers	SM
Sand Hill Foundation	\$ 7,500		\$ 7,500.00	\$ -	10/01/2018-9/30/2019	General Support	SM/CS
California Wellness	\$ 48,611	\$ 125,000.00	\$ 83,328.00	\$ 90,283	08/01/2018-07/31/2121	Senior/Children	SM/CS
Delta Dental Community Foundation	\$ 8,756		\$ 8,756.00	\$ -	10/01/2018-9/30/2019	General Support	SM/CS
Dignity Health Sequoia Hospital	\$ 6,664		\$ 6,664.00	\$ -	1/1/2019-12/31/2019	Hoover School/Casa de Redwood	SM
TouchPoint Foundation	\$ 1,750		\$ 1,750.00	\$ -	2/1/2019-1/31/2020	Older Adults	SM/CS
Healthy Smiles, Healthy Children (AAPD*)	\$ -	\$ 20,000.00	\$ 20,000.00	\$ -	07/01/2019-06/30/2020	School Screenings and treatment	SM/CS
Delta Dental Community Foundation	\$ -	\$ 20,000.00	\$ 20,000.00	\$ -	07/01/2019-06/30/2020	General Support	SM/CS
Sutter Health Mills Peninsula Hospital	\$ -	\$ 20,000.00	\$ 20,000.00	\$ -	01/01/2019-12/31/2019	School Screenings and treatment	SM/CS
City of HMB	\$ -	\$ 10,000.00	\$ 10,000.00	\$ -	07/01/2019-06/30/2020	General Support	CS
Sequoia Health District	\$ 12,500	\$ 75,000.00	\$ 87,500.00	\$ -	09/01/2019-02/28/2020	General Support	SM/CS
Sand Hill Foundation		\$ 40,000.00	\$ 23,331.00	\$ 16,669	12/01/2019-11/30/2020	General Support	SM/CS
Lucille Packard Hospital		\$ 20,000.00	\$ 20,000.00	\$ -	09/01/2019-08/30/2020	ATC& School Screening	SM/CS
Dignity Health Sequoia Hospital		\$ 20,000.00	\$ -	\$ 20,000	01/01/2020-12/31/2020	School Screenings	SM
Tooth Fairy-Gap		\$ 500.00	\$ 500.00	\$ -	12/01/2019-12/31/2019	General Support	SM
Philanthropic Ventures		\$ 10,000.00	\$ 10,000.00	\$ -	03/01/2020-02/28/2021	Oral Health Virtual Program	SM/CS
Atkinson Foundation		\$ 10,000.00	\$ 2,499.00	\$ 7,501	03/01/2020-02/28/2021	General Operating Support	SM/CS
Sunlight Giviing		\$ 50,000.00	\$ 8,334.00	\$ 41,666	03/01/2020-02/28/2021	General Support	SM/CS
Sutter Health Mills Peninsula Hospital		\$ 20,000.00	\$ 5,000.00	\$ 15,000	01/2020-12/31/2020	School Screenings and Children ATC	SM/CS
Total		\$ 151,672	\$ 527,004	\$ 461,223.00	\$ 202,453		

COMING UP	
Name	
Pearlstein Family Foundation	
Joseph and Vera Long Foundation	
TouchPoint Foundation	
Chan Zuckerberg Initiative	