



**Board Meeting  
November 19th, 2020**

**6:30 PM**

**Teleconference Via Zoom**

**Join Zoom Meeting**

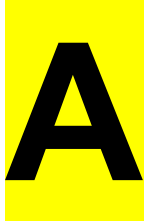
<https://us02web.zoom.us/j/86868879246>

**Meeting ID: 868 6887 9246**

**Dial In: 1 669 900 9128**

**AGENDA**

- |   |             |
|---|-------------|
| 1. CALL TO ORDER AND ROLL CALL – Chair Taverner                   | <b>TABS</b> |
| 2. MISSION MOMENT – TBD   |             |
| 3. PUBLIC COMMENTS  |             |
| 4. APPROVAL OF BOARD MINUTES: October 15, 2020                    | <b>A</b>    |
| 5. REPORTS  |             |
| A. CEO Report – CEO Fecher  | <b>B</b>    |
| B. CFO Report – CFO Fama  |             |
| C. Fundraising Report – Maura LeBaron-Hsieh                       | <b>C</b>    |
| 6. OLD BUSINESS   |             |
| A. FQHC Contract Update - CEO Fecher                              |             |
| B. Update on Additional San Mateo Clinic Operatories – CEO Fecher |             |
| 7. NEW BUSINESS   |             |
| A. Financial Review   |             |
| a. Unaudited financials for September '20 – Tina Wang             | <b>D</b>    |
| b. Financial Projection Model – CEO Fecher                        |             |
| B. Cyber Security – CEO Fecher                                    |             |
| C. Board Retreat Recap – Chair Taverner                           |             |
| 8. SUGGESTED AGENDA ITEMS FOR NEXT MEETING – Chair Taverner       |             |
| 9. ADJOURN  |             |





**Board Meeting  
October 15th, 2020**

**MINUTES**

1. **CALL TO ORDER AND ROLL CALL – Chair Taverner** called the meeting to order at **6:40 pm**
  - **Present:** Board Chair Nigel Taverner, Vice Chair Helen Galligan, Board Members: Larry Cappel, Liz Dodge, Sheryl Young, Clyde Hinshelwood, Rick Navarro.
  - **Also Present:** CEO Tracey Fecher, CFO Cheryl Fama, Dental Director Dr. Torrey Rothstein, Community Engagement Director Dr. Bonnie Jue, Director of Development Maura LeBaron-Hsieh, Sr. Accountant Tina Wang, Executive Assistant Libby Barnard
  
2. **MISSION MOMENT – Tracey Fecher** shared a recent video, demonstrating Sonrisas’ impact on the life of a pediatric patient and his father. This video was created in partnership with Peninsula Health Care District and Voler Strategic Advisors.
  
3. **PUBLIC COMMENTS**—No public in attendance
  
4. **APPROVAL OF BOARD MINUTES**—**Director Young** requested a revision to an error in the board minutes on page two regarding the frequency of workforce COVID-19 testing. She asked that they be amended to reflect that the majority of staff “are interested in being tested twice a month.”
  - ***Helen Galligan** motioned to approve the minutes for the board meeting on September 18<sup>th</sup>, 2020 with the requested revision. The motion was seconded by **Director Navarro** and approved by roll call. Ayes: **Liz Dodge, Nigel Taverner, Helen Galligan, Sheryl Young, Larry Cappel, Clyde Hinshelwood, Rick Navarro.***
  
5. **REPORTS**
  - **CEO Report – Chair Taverner** asked for more information on the prospects of hygienists using the Cavitron scaler. **Dr. Rothstein** answered that the leadership team is on constant lookout for solutions to allow Sonrisas’ hygienists to use ultrasonic equipment allowing them to return to the pre-pandemic visit volume capacity. There is not currently a solution available. Hygienists are currently seeing six patients per day.
  - **CFO Report – Vice Chair Galligan** commented that CEO Fecher and CFO Fama’s reports demonstrate how Sonrisas have pivoted and commended the team’s work. **Chair Taverner** asked for an update on the implementation of INTACCT. **CFO Fama** reported that the team is getting used to the new system, but she is looking forward to the benefits of INTACCT’s reporting tools. **CEO Fecher** noted that INTACCT has turned printing checks into a streamlined process and Sonrisas will be able to go paperless after the first year. She aims to produce an updated dashboard using the new accounting system by the midyear report. **Director Young** thanked and commended CEO Fecher and CFO Fama for their concise and informative reports.
  - **Community Engagement Report –Dr. Jue** reported that Sonrisas will host its first Drive-Through Dental Screening at the San Mateo Center on Saturday October 24<sup>th</sup>. This event is pilot and has been advertised to families from Belle Air Elementary and Allen Elementary. Assuming this pilot goes well, there is funding available for three or four of these events. **Dr. Jue** will share the event sign-up link with board members.
  - **Fundraising Report –Ms. LeBaron-Hsieh** reported that 43 households have registered for Sonrisas’ first Virtual Wine Tasting Event on Friday October 16<sup>th</sup>. 27 of the registered individuals are new to Sonrisas. The event has raised over \$4,000 including sponsorships. **Director Dodge** thanked the development team for their hard work on the event.
  
6. **OLD BUSINESS**
  - **FQHC Contract update**—**CEO Fecher** reported that she is expecting contract revisions in the next week and will provide an update at the November board meeting. Sonrisas and San Mateo

Medical Center (SMMC) are in conversation about helping Sonrisas MediCal-Dental patients of record find a primary care physician through SMMC. This will allow Sonrisas to move patients of record into the FQHC contract.

## 7. NEW BUSINESS

- **Unaudited financials for August '20 — Ms. Wang** reported that patient visits were 21% higher than budget and Sonrisas recognized 1/6 (\$65,895) of the total PPP loan. Sonrisas' net income is \$12,590. **Chair Taverner** asked when Sonrisas is likely to close September. The goal is to close the September books by the third Thursday of November. **CEO Fecher** commented that she is working with Sonrisas' Center Director and Senior Accountant to make financial information available sooner—as early as three weeks prior, instead of six.
  - **Financial Projection Model — CEO Fecher** presented Sonrisas' Cash Forecast for the next quarter. For the next three months, Sonrisas will not take the PHCD's grant installment but use the funds available from the PPP loan. The cashflow is estimated to be around \$120K less revenue than expenses, which is close to budget. CEO Fecher will be sharing actuals and providing a rolling three-month forecast at future board meetings.
  - **Annual Salary Review, Action from Closed Session — Chair Taverner** reported out from the closed session that the board recommends approving the salary increases in the budget, as proposed by CEO Fecher. *Director Cappel moved to approve the salary structure. The motion was seconded by Secretary Hinshelwood and approved by roll call. Ayes: Liz Dodge, Nigel Taverner, Helen Galligan, Sheryl Young, Larry Cappel, Clyde Hinshelwood, Rick Navarro.*
- **401K Safe Harbor Proposal, Action Requested—CEO Fecher** requested that the board consider approving a 401K plan for Sonrisas' employees that would offer up to a 4% match. The current plan is not a benefit to some of Sonrisas' staff and replacing it should encourage staff to engage in retirement saving. It is estimated to be an unbudgeted cost of \$30K, with the actual cost dependent on the number of employees who participate. **Chair Taverner** added that this request has come out of a necessity to make this a viable benefit for employees and should have been done previously. **Secretary Hinshelwood** asked where the funds for the matching program would come from. **CEO Fecher** responded that funds would either come from financial performance outperforming the budget or from the organization's strong cash position. **Chair Taverner moved to approve a new 401K plan for Sonrisas employees. Director Navarro seconded and the motion was approved by roll call. Ayes: Liz Dodge, Nigel Taverner, Helen Galligan, Sheryl Young, Larry Cappel, Clyde Hinshelwood, Rick Navarro.**
- **Building Out Additional Operatory, Action Requested — CEO Fecher** reported that Sonrisas' San Mateo Center is at capacity with four providers and the clinic is one chair short on pediatric days. The Sonrisas team would like to outfit an additional operatory so that a registered dental assistant can do polishing on pediatric patients, which would increase Sonrisas' patient volume. The clinic has an empty operatory that could be build out for \$80K. **Dr. Rothstein** shared that daily pediatric visit volume is down by four a day from pre-COVID capacity despite the pediatric dentist working as hard as ever. Another practitioner is interested in additional days, but the current number of operatories does not allow the addition of another. Building out another operatory would provide some relief to patient overflow.
  - **CEO Fecher** requested that the board discuss using Sonrisas' funds to build out two operatories. This would have a fiscal impact ranging between \$110K-\$10K, depending on available grants from Sonrisas' funders. **CFO Fama** posed that this could be an opportunity for a capital campaign. **CEO Fecher** responded that the board would discuss a capital campaign for the Half Moon Bay Center at the November Board Retreat, though it could be easier to raise funds for an operatory. She commented that Sonrisas is also needs to build its donor base to prepare for a capital campaign. **Secretary Hinshelwood** asked for a cost-benefit analysis. **CEO Fecher** will prepare additional information for the November Board Meeting, while the Sonrisas team will set up the mobile unit in one of the empty operatories to provide some flexibility in the clinic. **Chair Taverner** asked whether Sonrisas would be able to meet its budgeted number of visits without another operatory. **CEO Fecher** responded that the team is looking at solutions to meet the budgeted visit volume. With COVID-19 restrictions on hygienists in particular, it will be a challenge for Sonrisas to meet the budgeted visit volume in the second half of the fiscal year. **CFO Fama** commented that the Cash Flow Analysis presented to the board does not include the PHCD grant and the PHCD grant funds not used for uncompensated care, with the approval of the PHCD board, could be used to build out the operatories if needed. **Chair**

**Taverner** asked whether secondhand equipment could be used. **Dr. Rothstein** replied that secondhand equipment could be used. **Director Cappel** echoed CFO Fama's idea of a capital campaign. **Vice Chair Galligan** asked that the board continue discussion after additional information was provided.

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

- Discussion of additional operatories in San Mateo
- Sonrisas Annual Board Retreat will take place on Thursday November 12<sup>th</sup> 1-4pm
- **Director Navarro** requested that the board review Sonrisas' security system, following the recent UCSF security breach.

9. Meeting was adjourned at **8:04 pm**.





**DATE:** November 15, 2020

**TO:** SDH Board of Directors

**FROM:** Tracey Fecher, CEO

**RE: CEO Monthly Report**

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1. October Patient Visit Volume:

- October visit volume was 3% higher than budget. The first quarter visit volume was ~30% higher due to the budget not including starting Saturdays until the second quarter. There were several trends of note in October:
  - i. There were 98 FQHC visits due to 10 San Mateo Medi-Cal Dental adult patients being converted to the SMMC contract in October. There are only 3 eligible patients that will be converted in November.
  - ii. The overall visit volume at Coastside was down by 11 visits; and the number of Affordable Scale visits was off by 20. The Coastside clinic patient population has typically been strong in the Affordable Scale payer category.
  - iii. There were 24 Farmworker visits at Coastside because mobile is not going to Pescadero. This helped make up the deficit of Affordable Scale visits at Coastside.
  - iv. The No Show % for each center in October was better than budget. San Mateo was budgeted to be 8% and actual was 5%. Coastside was budgeted to be 16% and was 12%.

**October Visit Volume**

	Budget	Actual	Actual vs. Budget	% of Actual Visits
Comm/PPO	203	235	32	32%
Private Pay	27	21	(6)	1%
Medi-Cal Dental	447	440	(7)	54%
Affordable Plan	63	52	(11)	6%
Farmworker	36	24	(12)	3%
FQHC	69	98	29	12%
<b>Access to Care Subtotal</b>	<b>615</b>	<b>614</b>	<b>(1)</b>	<b>76%</b>
<b>Total Visits</b>	<b>846</b>	<b>870</b>	<b>24</b>	

- Visit volume in the remainder of the quarter is likely to be below budget. Closure days, such as the day after Thanksgiving, were not in the budget and the number of visits per day for the resident was incorrectly budgeted. If the broken appointment rate continues to be lower than budget, the budgeted visit volume may be reached.

## 2. Clinic Operations:

- Dental supplies were over budget in the first quarter due to expired supplies needing to be replaced after the shutdown, the change in nitrous masks being one-time use due to COVID and additional equipment needed for safer aerosol producing procedures.
- In the first quarter, the team purchased PPE to prepare for possible shortages. We have three months of most PPE supplies.
- A recent California Dental Association poll showed that nearly 61% of dentists are reporting a lower patient volume than normal. The article attributes the scheduling plateau to the shutdown, and the lack of biannual checkups at this time had the shutdown not occurred. The CDA article expects practice volume to increase in December and January when patients return for their biannual checkups. The Coastside clinic has seen this scheduling plateau and the CCC team has worked to fill the schedule. Open appointments at Coastside are being monitored and reported to the management team, CCC team and the Coastside providers to keep the team informed and focused on filling those appointments.

## 3. Workforce COVID-19 Testing:

- The new testing provider, Curative, is working well for the team. The self-administered test takes less time and involvement from the dental director. The results are sent to employees directly and easily accessed by them. We will continue with Curative, testing employees every two weeks, as long as the testing and funding landscape remains the same.

## 4. FQHC Contract

- Draft language for an amendment was discussed by SMMC and Sonrisas. The language is being reviewed by SDH's board chair and CFO. We are working towards a signed amendment in the month of November.
- We continue to work closely with the SMMC team on IT issues. A solution to the x-ray issue is underway and being fine-tuned. We are awaiting two solutions being priced out by the County for the a more stable VPN connection.
- The SDH Care Coordinator team is working on a process to review and document our Medi-Cal Dental patient's primary care provider (PCP). If patients do not have a PCP, they will be referred to the SMMC Health Coverage Unit. Connecting our Medi-Cal Dental patients to a PCP will be positive for their overall health and will also allow Sonrisas to move patients to the FQHC contract if they have seen an SMMC PCP in the last 18 months.

## 5. Farmworker Contract:

- Last week, Sonrisas received an update from the Health Care for the Homeless/Farmworker Health Program that when our contract expires on June 30<sup>th</sup>, 2021, it will not be renewed.
- The County will not be renewing any of their contracts because their strategic plan has revised their funding priorities to be in-house delivery of medical and dental services, and will only be contracting enabling services. We have requested further information from the program about what those enabling services will include.
- Once we have more information from the County, we will work on a transition plan for our farmworker patients as well as begin to develop strategic plans for our mobile equipment.

## 6. AARP Lawsuit

- Sonrisas has been approached by the AARP to join a lawsuit against the Center for Medicaid and Medicare Services for not fully funding periodontal maintenance. As Sonrisas has experienced, the Medi-Cal Dental rates do not incentivize providers to be in network and thus beneficiaries do not receive the same access to care as other residents, including those with private insurance. We will continue to do our due diligence to decide if this is a suit that would benefit Sonrisas and the Medi-Cal Dental provider community in California before choosing to join.

## 7. Financial Trends:

- On Tuesday, November 17<sup>th</sup>, Sonrisas' current cash position was \$1,257,000, which includes the \$395K PPP.







**DATE:** November 16, 2020

**TO:** SDH Board of Directors

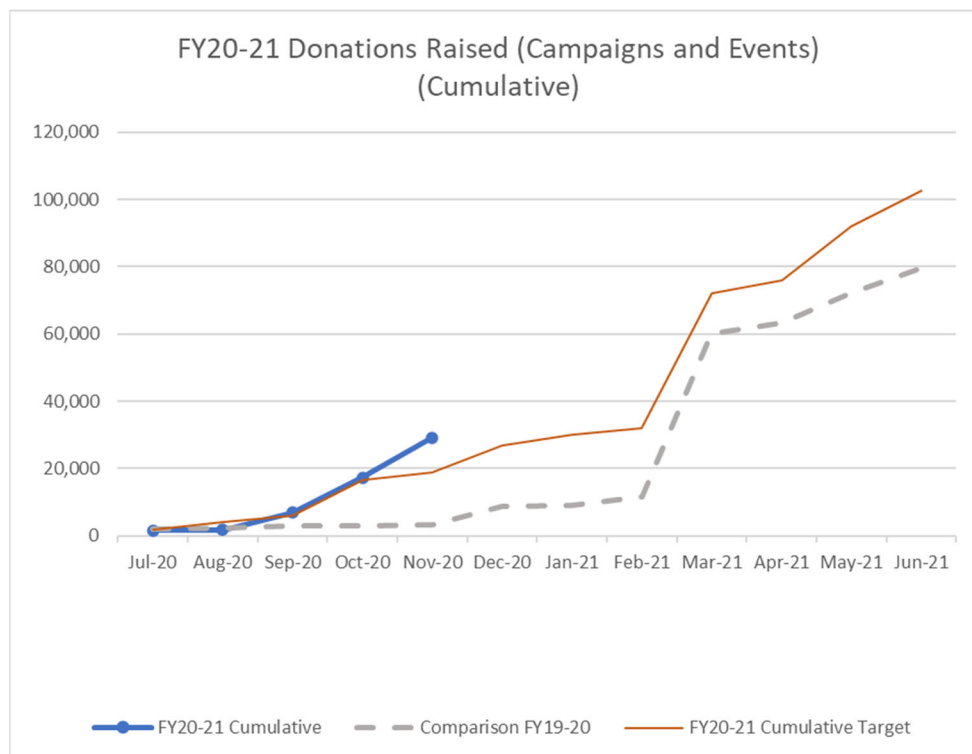
**FROM:** Maura LeBaron-Hsieh, MPH, Director of Development

**RE:** Development Update

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In late October and early November of 2020, the SDH Development Team held our virtual event to support Pediatric Access to Care; continued the work of applying for and reporting on grants; drafted our FY19-20 annual report (it is with the designer now); continued to grow our individual and business donor network; and began planning our year-end fundraising campaign. This year, we invite Board members, staff, and other friends of Sonrisas to join us in sharing our year-end campaign with your networks. Liz and Maura will share an example at the meeting.

1. **Individual Donations:** See below for current progress toward our annual goal of \$102,500 in donations
  - As of November 16th, we have received a total of \$29,193 in donations and sponsorships. 26 of the 80 donations we have received this fiscal year are from donors new to Sonrisas!
  - Our Oct 16th Virtual Wine Tasting yielded net revenue of \$12,780.92, including 9 donations of \$500+ and two \$1,000 donations, both from new SDH donors. The event was light, enjoyable, and meaningful.
  - In the first half of November, we received two generous donations, one for \$1,000 from a longtime supporter, and one for \$10,882 from a new donor.



## 2. Grant-seeking

- Sonrisas is currently in consideration for 10 grant proposals and two LOIs.
- Since last month, we received repeat grants from Stanford (\$61K) and Kaiser Permanente (\$40K). In all, we have received repeat funding from 4/5 of the Healthy Community Collaborative hospitals.
- Sunlight Giving has invited us to reapply for \$50,000 in funding in early 2021, likely for a 3-year term. As an incredibly generous funder, they even completed the grant application for us, on our behalf!
- We are increasing our grant-seeking for senior programming, to support Senior Access to Care and our Community Referral Network.

## 3. SDH Donor Network and Relationships

- The SDH Board Development Committee's work takes place in tandem with the staff Donor Relations Team (Maura and Tracey).
- Thank you to all those who have connected us with potential donors for learning conversations and relationship-building!
- Key activities of the Donor Relations Team this month:
  - Made thank-you phone calls, sent handwritten notes and/or emails (depending on contact info availability) to all Virtual Event donors, with help from Nigel, Liz, and Libby (thank you!)
  - Analyzed event donations, researched donors, and added key donors to our Donor Relationship Caseloads
  - Continued to refine internal systems for tracking engagement and follow-ups
- This fall, increased our contact base by 53 individuals, including 3 new contacts who donated \$1,000+ and one who donated \$10,000+

## Opportunities By Status

Stage	Total
Research	2
Planned	5001
In-Progress	35000
LO Draft	0
LO Submitted	100000
Application Draft	0
Application Submitted	200501
Awarded	128395.85
Awarded-Closed	0
Denied	90340.11
Withdrawn	0
Awarded	1000

Funder	Funding Opportunity	Funding Category	Deadline	Amount Requested	Amount Awarded	Status
Sunlight Giving	FY20-21 Sunlight Giving Grant	Access to Care, General Operations	1/31/2020	\$50,000	\$50,000	Awarded
The Palo Alto Community Fund	2020 Palo Alto Community Foundation Grant	Access to Care	1/31/2020	\$10,000	\$0	Denied
Atkinson Foundation	2020 Atkinson Grant	Seniors, General Operations, Covid 19	2/1/2020	\$10,000	\$10,000	Awarded
Mills Peninsula Hospital	2020 RFP	Access to Care, School Screenings	3/20/2020	\$20,000	\$20,000	Awarded
The California Wellness Foundation	2020 CA Wellness Covid Relief	Covid 19	3/27/2020	\$10,000	\$10,000	Awarded
America's ToothFairy: National Childrens Oral Health Foundation	2020 April Tooth Fairy In The Gap	Access to Care Children	3/31/2020	\$500		Application-Submitted
Delta Dental Community Foundation	2020 Covid 19 Relief Grant	General Operations, Covid 19	4/10/2020	\$20,000	\$5,000	Awarded
Silicon Valley Community Foundation	FY20 SVCF Bay Area Nonprofit Relief Fund	General Operations, Covid 19	4/22/2020	\$20,000	\$20,000	Awarded
Lucile Salter Packard Childrens Hospital at Stanford	FY19-20 LPCH Grant COVID-19 Expansion	School Screenings, Covid 19, Access to Care Children	5/5/2020	\$10,000	\$10,000	Awarded
US Small Business Administration	2020 SBA COVID-19 Relief EIDL Grant	General Operations, Covid 19	5/5/2020	\$10,000	\$10,000	Awarded
San Mateo County Strong Fund	2020 SMC Strong	Covid 19	5/11/2020	\$20,000	\$0	Denied
Oral Health Foundation of the Pierre Fauchard Academy	2020 RFP	Access to Care	5/19/2020	\$10,000	\$0	Denied
Sunlight Giving	FY20-21 Sunlight Giving Grant	General Operations, Covid 19	6/1/2020	\$0	\$30,000	Awarded
Peninsula Health Care District	FY 20 PHCD 3-Year Grant, Year 1	Access to Care, General Operations	6/1/2020	\$900,000	\$900,000	Awarded
City of Half Moon Bay	FY20-21 CSFA Grant	General Operations, Covid 19, Materials and Supplies	6/16/2020	\$10,000	\$20,000	Awarded
US Health and Human Services Division	HHS Medicaid Grant	General Operations, Covid 19	7/16/2020	\$34,616	\$34,616	Awarded
Bothin Foundation	FY20-21 Bothin Foundation Grant	Capital Project	7/17/2020	\$30,340	\$0	Denied
Stanford Health Care	FY20-21 COVID-19 Relief Fund Request	Covid 19	7/21/2020	\$10,000	\$13,354	Awarded
Sidney Stern Memorial Trust	FY20-21 Grant Application	General Operations	7/31/2020	\$5,000		Application-Submitted
Dignity Health-Sequoia Hospital	2021 Dignity Health Grant	Seniors	7/31/2020	\$20,000	\$0	Denied
Gellert Foundation	2020 Gellert Foundation Grant	Capital Project	8/14/2020	\$30,000		Application-Submitted
William G Irwin Charity Foundation	2020 William G Irwin Charity Foundation Grant	Capital Project	8/14/2020	\$30,000		Application-Submitted
Lucile Salter Packard Childrens Hospital at Stanford	FY 20-21 LPCH Grant	School Screenings, Access to Care Children	8/14/2020	\$40,000	\$40,000	Awarded
Stanford Health Care	FY 20-21 Stanford Grant	Access to Care	8/21/2020	\$61,000	\$61,000	Awarded
Kaiser Permanente Community Health	2021 Kaiser Community Grant	Access to Care	9/16/2020	\$40,000	\$40,000	Awarded
American Academy of Pediatric Dentistry	FY 20-21 AAPD Grant	School Screenings, Access to Care Children	9/18/2020	\$20,000		Application-Submitted
Henry Schein Cares Foundation Inc	2021 Henry Schein Grant	Materials and Supplies	9/30/2020	\$50,000		Application-Submitted
Touchpoint Foundation	FY20-21 TouchPoint Foundation Grant	Access to Care, Seniors	10/1/2020	\$10,000		Application-Submitted
San Bruno Community Foundation	2021 San Bruno Community Foundation Grant	Access to Care Children, School Screenings	9/30/2020	\$7,500		Application-Submitted
Delta Dental Community Foundation	2020 Delta Dental Grant	Access to Care, COVID-19, General Operations	10/28/2020		\$10,000	Awarded
Network for Good, Inc.	FY 20-21 Network For Good RFP	General Operations	11/15/2020	\$5,000		Application-Submitted
Patterson Foundation	2021 Patterson Application	School Screenings, Access to Care Children	1/8/2021	\$35,000		In Progress
Sunlight Giving	2021 Sunlight Giving Grant	General Operations	1/31/2021	\$50,000		Application-Submitted
Archstone Foundation	2021 Archstone Foundation Grant	Access to Care, Seniors, Outreach	TBD	\$50,000		LOI-Submitted
Sobrato Family Foundation	2021-2022 Sobrato Essential Human Services Grant	Capital Project, Access to Care, General Operations	TBD	\$50,000		LOI-Submitted
Chan Zuckerberg Initiative Foundation	FY20-21 CZI Community Fund					Research
Coastside Women's Club	FY20 Coastside GO Grant	General Operations				Research
			Totals	\$1,678,956	\$1,283,970	36

Funder	Date 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	\$ 1,300,000	\$ -	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-19	SM/CS
Atkinson Foundation	1/23/2020	\$ 10,000	\$ 10,000	\$ -	March 20- March 21	General Operating Support	SM/CS
Rolo Fund via Silicon Valley Community Foundation	3/30/2020	\$ 12,500	\$ 12,500	\$ -	Apr-20	General Operating Support	CS
Hurlbut - Johnson Fund via Valley Community Foundation	3/30/2020	\$ 34,000	\$ 34,000	\$ -	Apr-20	General Operating Support	SM/CS
Lucille 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-19	SM/CS
SVCF Bay Area Nonprofit Relief Fund	4/22/2020	\$ 20,000	\$ 20,000	\$ -	7 months	General Operating Support / COVID-19	SM/CS
City of Half Moon Bay - Government Grant	6/1/2020	\$ 20,000	\$ 20,000.00	\$ -	5/01/2020-05/31/2021	COVID-19 Relief	CS
Sutter Health Mills Peninsula Hospital	4/15/2020	\$ 20,000	\$ 20,000.00	\$ -	Jan 20-Dec 20	ATC and School Screenings	SM
Delta Dental Community Foundation COVID-19	4/27/2020	\$ 5,000	\$ 5,000	\$ -	May-20	General Operating Support	SM/CS
Helath and Human Services Federal Funding	7/16/2020	\$ 34,616	\$ 34,616	\$ (0)	Aug-20	COVID-19 Relief	SM/CS
Stanford Helath Care	8/14/2020	\$ 13,354	\$ 13,354	\$ -	Aug-20	Financial Support on PPE Purchase	SM
Peninsula Health Care District	7/1/2020	\$ 900,000	\$ 100,000	\$ 800,000	July 20-June 21	ATC and Operating Support	SM
Lucille Salter Packard Childrens Hospital at Stanford	9/24/2020	\$ 40,000	\$ 40,000	\$ -	Sept 20-Aug 21	Screening and ATC	SM/CS
Delta Dental Community Foundation	11/7/2020	\$ 10,000	\$ 10,000	\$ -	Nov-20	General Support / Covid-19 Relief	SM/CS
Stanford Health Care	11/6/2020	\$ 61,000	\$ 30,500	\$ 30,500	Sept 20-Aug 21	ATC - Adult	SM/CS
Kaiser Hospital			\$ 40,000	\$ 40,000	Nov 20-Oct 21	ATC	SM/CS
<b>Total</b>		<b>\$ 3,250,970</b>	<b>\$ 2,420,469.85</b>	<b>\$ 870,500</b>			

Funds AVAILABLE IN FY20-21 (Cash Rec'd)								
Name	Jul-20		Released	Nov-20		Period	Purpose	Center
	Beginning Bal	Addition		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	\$ 124,573	\$ 17,177		On Going	Farmworkers	SM
Sand Hill Foundation	\$ 7,500		\$ 7,500	\$ -	0/01/2018-9/30/2021		General Support	SM/CS
California Wellness	\$ 48,611	\$ 125,000	\$ 104,160	\$ 69,451	9/01/2018-07/31/21		Senior/Children	SM/CS
Delta Dental Community Foundation	\$ 8,756		\$ 8,756	\$ -	0/01/2018-9/30/2021		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	\$ 20,000	\$ -	7/01/2019-06/30/2020		School Screenings and treatment	SM/CS
Delta Dental Community Foundation	\$ -	\$ 20,000	\$ 20,000	\$ -	7/01/2019-06/30/2020		General Support	SM/CS
Sutter Health Mills Peninsula Hospital	\$ -	\$ 20,000	\$ 20,000	\$ -	1/01/2019-12/31/2020		School Screenings and treatment	SM/CS
City of HMB	\$ -	\$ 10,000	\$ 10,000	\$ -	7/01/2019-06/30/2020		General Support	CS
Sequoia Health District	\$ 12,500	\$ 75,000	\$ 87,500	\$ -	9/01/2019-02/28/2020		General Support	SM/CS
Sand Hill Foundation		\$ 40,000	\$ 40,000	\$ -	2/01/2019-11/30/2020		General Support	SM/CS
Lucille Packard Hospital		\$ 20,000	\$ 20,000	\$ -	9/01/2019-08/30/2020		ATC& School Screening	SM/CS
Kaiser Hospital		\$ 40,000	\$ 40,000	\$ -	9/01/2019-08/31/2020			SM/CS
Dignity Health Sequoia Hospital		\$ 20,000	\$ 16,669	\$ 3,331	1/01/2020-12/31/2020		School Screenings	SM
Tooth Fairy-Gap		\$ 500	\$ 500	\$ -	2/01/2019-12/31/2020		General Support	SM
Philanthropic Ventures		\$ 10,000	\$ 10,000	\$ -	3/01/2020-02/28/2020		Oral Health Virtual Program	SM/CS
Atkinson Foundation		\$ 10,000	\$ 7,497	\$ 2,503	3/01/2020-02/28/2020		General Operating Support	SM/CS
Sunlight Giving		\$ 80,000	\$ 35,836	\$ 44,164	3/01/2020-02/28/2020		General Support	SM/CS
Sutter Health Mills Peninsula Hospital		\$ 20,000	\$ 16,669	\$ 3,331	01/2020-12/31/2020		School Screenings and Children ATC	SM/CS
SVCF Bay Area Nonprofit Relief Fund		\$ 20,000	\$ 19,999	\$ 1	5/01/2020-12/31/2020		General support/Covid relief	SM/CS
City of Half Moon Bay - Government Grant		\$ 520,000	\$ 6,668.00	\$ 13,332	5/01/2020-05/31/2021		COVID-19 Relief	CS
Helath and Human Services Federal Funding		\$ 34,616.00	\$ 34,616.00	\$ -	Aug 20		COVID-19 Relief	SM/CS
Stanford Helath Care		\$ 13,354.00	\$ 13,354.00	\$ -	20-Aug		Financial Support on PPE Purchase	SM
Lucille Salter Packard Childrens Hospital at Stanford		\$ 40,000.00	\$ 4,625.00	\$ 35,375	9/01/2020-08/31/2020		Screening and ATC	SM/CS
Stanford Helath Care		\$ 30,500	\$ 2,542.00	\$ 27,958	9/01/2020-08/31/2020		ATC	SM/CS
Delta Dental Community Foundation		\$ 10,000	\$ 10,000.00	\$ -	Nov-20		General support /Covid-19 Relief	SM/CS
<b>Total</b>	<b>\$ 151,672</b>	<b>\$ 724,974</b>	<b>\$ 687,981.50</b>	<b>\$ 216,623</b>				





**DATE:** November 16, 2020  
**TO:** SDH Board of Directors  
**CC:** Cheryl Fama, CFO  
**FROM:** Tina Wang, Senior Accountant  
**RE:** September Unaudited Financials and YTD Performance to Budget

#### **September PERFORMANCE:**

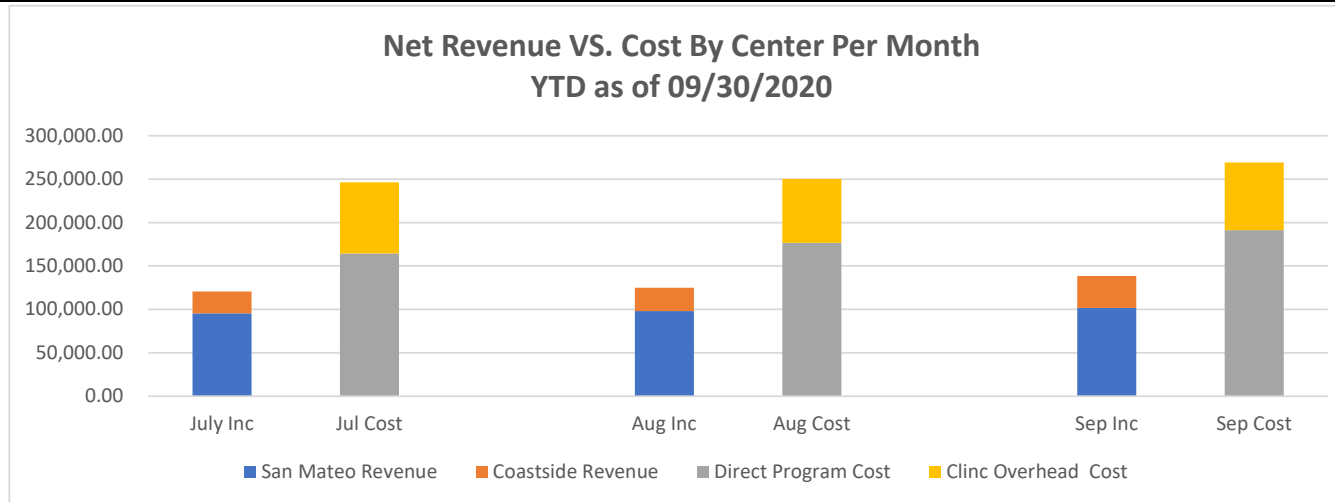
- Patient visits continued to have higher performance, with 27% more visits than budget.
- \$65,895 or 1/6 of the total PPP loan amount (\$395,365) is estimated to be forgiven and recognized as other income in September.
- No cash support from PHCD was received due to the use of PPP loan fund.
- A. Revenue:** Net Patient Revenue was **\$138,662**
  - Total gross revenue was \$321,754- 37% better than the budget.
  - 811 visits –167 visits better than budget.
  - Total uncompensated care deduction was **(\$183,092)** – 57% of gross revenue.
- B. Total Expense:** **(\$284,853)** – **(\$1,927)** worse than budget.
  - Direct Expense: **(\$191,421)** – **(\$5,623)** worse than budget
    - Direct salary was \$4K better than budget due to a combination of additional expenses for two new dental assistants and savings from staff taking FMLA.
    - Dental supplies and lab service was **(\$8K)** more than budget due to more patient visits and replacing old supplies.
    - PPE related expenses were **(\$4K)** worse than budget from an increase in cost per unit and keeping a healthy supply to prevent a shortage.
  - Indirect Expenses: **(\$93,432)** – \$3,642 better than budget
    - Various savings in different areas – most will balance out during the year.
    - Fundraising was **(\$2.5K)** worse than budget due to additional grant applications.
- C. Donations/Grants & Other Income:** **\$99,462**
  - \$33,562 in Donations/Grants (\$29,411 released from restricted grant; \$4,151 from individual donors)
  - \$65,900 in Other Income (\$65,895- estimated PPP loan forgiven; \$5 in interest & dividends)
- D. Net Income:** **(\$46,729)**

**YTD PERFORMANCE TO BUDGET:** YTD net income is **\$147,982** better than budget. Cash-flow is **\$11,952** better than the budget. PHCD grant received to date is **\$100,000**.

	YTD Actual	YTD Budget	Performance
<i>Visits</i>	<i>2275</i>	<i>1810</i>	<i>465</i>
Gross Patient Revenue	\$894,189	\$658,795	36%
Uncompensated Care (Deductions)	<b>(\$510,139)</b>	<b>(\$358,264)</b>	<b>(42%)</b>
Grants/Donations/Other Income	\$379,447	\$345,270	10%
Direct Cost	<b>(\$532,704)</b>	<b>(\$555,060)</b>	4%
Indirect Cost	<b>(\$277,640)</b>	<b>(\$285,561)</b>	3%
<b>Net Income</b>	<b>(\$46,838)</b>	<b>(\$194,820)</b>	76%
<i>Non-cash items adj.</i>			
Depreciation	\$65,366	\$69,606	6%
Estimated PPP Loan forgiveness	<b>(\$131,790)</b>		
<b>Estimated Cash Flow</b>	<b>(\$113,262)</b>	<b>(\$125,214)</b>	<b>10%</b>

### Sonrisas Dental Health Operations

	Jul 20	Aug 20	Sept 20	Total	YTD Budget	B(W)
<b>San Mateo Revenue</b>	95,445	97,967	101,872	295,284	217,762	77,522
<b>Coastside Revenue</b>	25,056	26,925	36,790	88,771	82,769	6,002
<b>Total Net Revenue</b>	120,496	124,892	138,662	384,050	300,531	83,518
<b>Direct Program Cost</b>	164,462	176,821	191,421	532,704	555,060	(22,356)
<b>Indirect Program Cost</b>	95,325	88,873	93,432	277,630	285,561	(7,931)
<b>Total Cost</b>	259,787	265,694	284,853	810,334	840,621	(30,287)
<b>TOTAL</b>	<b>(139,291)</b>	<b>(140,802)</b>	<b>(146,191)</b>	<b>(426,284)</b>	<b>(540,090)</b>	<b>113,805</b>
<b>Dividend/Other Income</b>	(89)	65,908	65,899	131,718	1,020	130,698
<b>Donations Received</b>	51,683	62,483	33,562	147,728	119,250	28,478
<b>Grant from PHCD</b>	75,000	25,000	0	100,000	225,000	(125,000)
<b>OTHER INCOME</b>	126,594	153,391	99,461	379,446	345,270	34,176
<b>NET INCOME</b>	<b>(12,697)</b>	<b>12,589</b>	<b>(46,730)</b>	<b>(46,838)</b>	<b>(194,820)</b>	<b>147,981</b>





## Visits by Center

	Jul 20	Aug 20	Sept 20	Year to Date	Budget	Variance
San Mateo Visits	533	537	548	1618	1146	472
Coastside Visits	166	228	263	657	664	(7)
<b>Total Visits</b>	<b>699</b>	<b>765</b>	<b>811</b>	<b>2275</b>	<b>1810</b>	<b>465</b>

## Visits by Payer -San Mateo

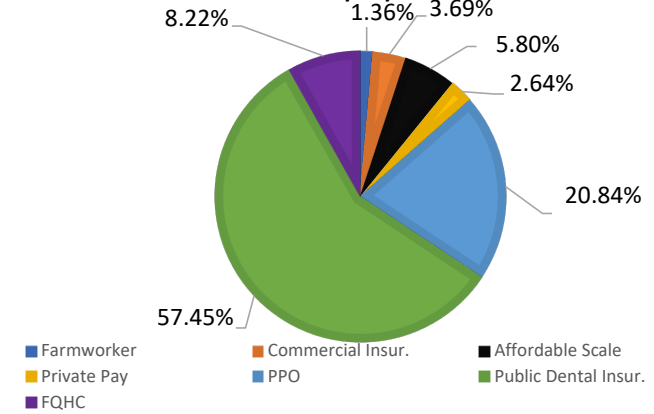
	Sept 20	Budget	Variance
Commercial Insurance	12	14	(2)
PPO	117	93	24
Private Pay	23	15	8
Affordable Scale	15	6	9
Farmworker	0	24	(24)
FQHC	72	47	25
Public Dental Insurance(Adult)	86	77	9
Public Dental Insurance (Child)	223	87	136
<b>Total Visits</b>	<b>548</b>	<b>363</b>	<b>185</b>

## Visits by Payer -Coastside

	Sept 20	Budget	Variance
Commercial Insurance	3	9	(6)
PPO	21	29	(8)
Private Pay	3	3	0
Affordable Scale	39	51	(12)
Farmworker	20	6	14
Public Dental Insurance (Adult)	93	99	(6)
Public Dental Insurance (Child)	84	84	0
<b>Total Visits</b>	<b>263</b>	<b>258</b>	<b>(18)</b>

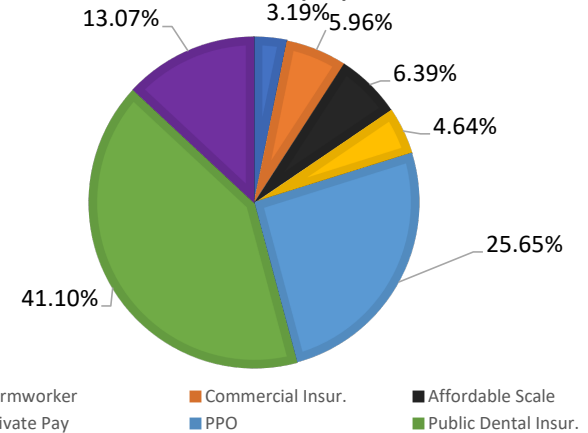
## VISITS BY PAYER AS A PERCENTAGE

YTD AS OF 09/30/2020



## NET REVENUE BY PAYER AS A PERCENTAGE

YTD AS OF 09/30/2020



Avg. Income (Loss) per Visit		
	YTD	
Net Revenue per Visit	\$	168.87
Direct Cost per Visit	\$	(234.15)
Indirect Cost per Visit	\$	(103.07)
Net Income per Visit	\$	(168.34)

True Income (Loss) per Visit by Payer		
Payer	Avg. YTD	
Commercial Insurance	\$	(33.00)
PPO	\$	(80.31)
Public Dental Insurance	\$	(312.76)
Private Pay	\$	176.71
Affordable Scale	\$	51.71

\* Indirect Cost only includes clinic overhead cost without fundraising and outreach expenses.

Sonrisas Dental Health Operations FY21 VS. FY20						
	Sept 20	Sept 19	Variance B(W)	YTD 21	YTD 20	Variance B(W)
<b>Visits</b>	<b>811</b>	<b>901</b>	<b>(90)</b>	<b>2275</b>	<b>2852</b>	<b>(577)</b>
<b>San Mateo Revenue</b>	101,872	109,955	(8,083)	295,284	324,362	(29,078)
<b>Coastside Revenue</b>	36,790	31,805	4,984	88,771	120,258	(31,487)
<b>Total Net Revenue</b>	138,662	141,760	(3,098)	384,050	444,620	(60,570)
<b>Direct Program Cost</b>	191,421	172,576	(18,845)	532,704	495,258	(37,446)
<b>Indirect Program Cost</b>	93,432	91,652	(1,780)	277,630	286,827	9,197
<b>Total Cost</b>	284,853	264,228	(20,625)	810,334	782,084	(28,250)
<b>TOTAL</b>	<b>(146,191)</b>	<b>(122,468)</b>	<b>(23,723)</b>	<b>(426,284)</b>	<b>(337,465)</b>	<b>(88,820)</b>
<b>Dividend/Other Income</b>	65,899	31,419	34,480	131,718	64,824	66,894
<b>Donations Received</b>	33,562	31,877	1,685	147,728	107,488	40,240
<b>Grant from PHCD</b>	0	75,000	(75,000)	100,000	225,000	(125,000)
<b>OTHER INCOME</b>	99,461	138,297	(38,835)	379,446	397,312	(17,866)
<b>NET INCOME</b>	<b>(46,730)</b>	<b>15,829</b>	<b>(62,559)</b>	<b>(46,838)</b>	<b>59,847</b>	<b>(106,686)</b>

Sonrisas Dental Health  
 Revenues and Expenditures - Budget vs Actual  
 As of September 30, 2020

As of Date: 09/30/2020  
 Location: Sonrisas Dental Health  
 Class: Unrestricted

	Month Ending 09/30/2020			Year To Date 09/30/2020		
	Actual	2020 2021 BUDGET	Budget Diff	Actual	2020 2021 BUDGET	Budget Diff
Revenue and Expenditures						
Net Program Income						
Patient Revenue						
Patient Services						
Commercial Insurance	3,016.00	7,589.83	(4,573.83)	28,105.00	22,074.01	6,030.99
PPO	56,745.00	41,675.42	15,069.58	174,548.00	126,235.11	48,312.89
Public Dental Insurance	203,272.70	134,438.17	68,834.53	537,585.41	382,068.50	155,516.91
Private Pay	9,945.00	4,910.69	5,034.31	19,819.00	15,637.02	4,181.98
Affordable Scale	17,197.00	17,500.82	(303.82)	44,238.00	43,543.81	694.19
Farmworker	8,134.00	15,480.99	(7,346.99)	12,458.00	19,647.00	(7,189.00)
FQHC	23,444.00	13,630.00	9,814.00	77,436.00	49,590.00	27,846.00
Gross Patient Revenue	321,753.70	235,225.92	86,527.78	894,189.41	658,795.45	235,393.96
Uncompensated Care						
Prior Period Adjustment	(593.27)	(1,500.00)	906.73	(9,705.27)	(4,500.00)	(5,205.27)
Uncompensated Care - Commercial I	(319.90)	(1,583.98)	1,264.08	(4,567.60)	(4,301.72)	(265.88)
Uncompensated Care - PPO	(24,914.56)	(17,258.55)	(7,656.01)	(73,228.36)	(52,113.95)	(21,114.41)
Uncompensated Care - Public Denta	(144,654.35)	(94,041.76)	(50,612.59)	(375,239.49)	(266,660.89)	(108,578.60)
Uncompensated Care - Affordable S	(6,998.00)	(8,804.56)	1,806.56	(19,011.00)	(21,772.61)	2,761.61
Uncompensated Care - Farmworker	(673.00)	(1,351.31)	678.31	123.00	(1,714.95)	1,837.95
Uncompensated Care - FQHC	(3,724.00)	0.00	(3,724.00)	(25,816.00)	0.00	(25,816.00)
Fee Adjustments	(1,214.70)	(2,400.00)	1,185.30	(2,694.70)	(7,200.00)	4,505.30
Total Uncompensated Care	(183,091.78)	(126,940.16)	(56,151.62)	(510,139.42)	(358,264.12)	(151,875.30)
Net Patient Revenue	138,661.92	108,285.76	30,376.16	384,049.99	300,531.33	83,518.66
Total Expenses						

## Direct Expenses

## Direct Personnel Expense

Direct Program Salaries	140,134.87	144,766.60	4,631.73	403,664.87	434,299.80	30,634.93
Payroll Taxes	10,466.06	11,581.32	1,115.26	30,329.15	34,743.96	4,414.81
Unemployment Taxes	445.34	1,302.90	857.56	965.75	3,908.70	2,942.95
Benefits	8,929.39	4,772.67	(4,156.72)	6,366.70	14,134.44	7,767.74
401k Match	353.65	1,085.75	732.10	2,529.51	3,257.25	727.74
Worker's Comp	864.70	1,187.58	322.88	2,594.10	3,562.74	968.64
Continuing Education	0.00	1,125.00	1,125.00	0.00	1,375.00	1,375.00
License and Registration	627.18	863.00	235.82	1,699.89	2,589.00	889.11
Total Direct Personnel Expense	161,821.19	166,684.82	4,863.63	448,149.97	497,870.89	49,720.92

## Clinic Expenses

Sterilization Services	756.00	898.00	142.00	2,688.00	2,694.00	6.00
Shredding	67.00	67.00	0.00	201.00	201.00	0.00
Dental Supplies	11,137.20	6,840.00	(4,297.20)	36,472.91	21,120.00	(15,352.91)
Small Dental Equipment	0.00	600.00	600.00	404.65	1,800.00	1,395.35
Dental Equipment Repair	0.00	780.00	780.00	0.00	2,340.00	2,340.00
Lab Fees	6,915.07	3,444.73	(3,470.34)	17,615.46	9,584.44	(8,031.02)
Uniforms	56.51	37.50	(19.01)	107.94	112.50	4.56
PPE& Covid Related	10,668.05	6,445.80	(4,222.25)	27,064.25	19,337.40	(7,726.85)
Total Clinic Expenses	29,599.83	19,113.03	(10,486.80)	84,554.21	57,189.34	(27,364.87)

## Total Direct Expenses

191,421.02	185,797.85	(5,623.17)	532,704.18	555,060.23	22,356.05
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## Indirect Expenses

## Indirect Personnel Expenses

Salaries/Wages	38,064.33	39,824.99	1,760.66	118,318.50	119,474.97	1,156.47
Payroll Taxes	2,676.94	3,186.01	509.07	8,339.48	9,558.03	1,218.55
Unemployment Taxes	182.86	796.50	613.64	367.34	2,389.50	2,022.16
Benefits	1,308.67	1,428.91	120.24	(386.39)	4,231.78	4,618.17
401k Match	392.97	597.38	204.41	1,060.59	1,792.14	731.55
Worker's Comp	322.88	0.00	(322.88)	968.64	0.00	(968.64)
Total Indirect Personnel Expenses	42,948.65	45,833.79	2,885.14	128,668.16	137,446.42	8,778.26

## Facility Expenses

Auto Expenses	201.22	270.00	68.78	386.72	810.00	423.28
Building Maintenance	701.35	1,057.00	355.65	2,238.05	3,171.00	932.95
Janitorial Service	4,121.47	2,235.00	(1,886.47)	5,699.47	6,705.00	1,005.53

Rent	3,300.00	3,300.00	0.00	9,900.00	9,900.00	0.00
Phone/Internet	1,701.05	1,485.00	(216.05)	4,332.38	4,455.00	122.62
Utilities	2,578.72	2,315.00	(263.72)	7,175.52	6,945.00	(230.52)
Total Facility Expenses	12,603.81	10,662.00	(1,941.81)	29,732.14	31,986.00	2,253.86
Office Expenses						
Claims Processing	121.10	161.00	39.90	370.72	483.00	112.28
Office Exp.	0.00	0.00	0.00	849.64	0.00	(849.64)
Patient Notification	485.00	485.00	0.00	1,455.00	1,455.00	0.00
Office Supplies	701.08	824.00	122.92	3,227.99	2,472.00	(755.99)
Postage and Shipping	421.47	336.00	(85.47)	628.47	1,008.00	379.53
Printing Costs	0.00	100.00	100.00	0.00	300.00	300.00
Property Taxes	0.00	500.00	500.00	249.99	500.00	250.01
Dues, Fees & License	0.00	84.00	84.00	4.00	252.00	248.00
Employee Goodwill	5.00	150.00	145.00	15.00	450.00	435.00
Recruitment Expense	98.61	230.00	131.39	243.95	690.00	446.05
Total Office Expenses	1,832.26	2,870.00	1,037.74	7,044.76	7,610.00	565.24
Insurance						
Insurance - Auto	265.08	265.08	0.00	795.24	795.24	0.00
Insurance - Malpractice	660.00	658.25	(1.75)	2,190.00	1,974.75	(215.25)
Insurance - Liability & Property	678.75	701.25	22.50	2,068.91	2,103.75	34.84
Insurance - Directors & Officer Liability	373.50	345.50	(28.00)	1,044.00	1,036.50	(7.50)
Total Insurance	1,977.33	1,970.08	(7.25)	6,098.15	5,910.24	(187.91)
Fundraising Department						
Fundraising Expenses	65.00	25.00	(40.00)	1,973.87	225.00	(1,748.87)
Fundraising Consulting	4,708.50	2,250.00	(2,458.50)	10,627.50	6,750.00	(3,877.50)
Total Fundraising Department	4,773.50	2,275.00	(2,498.50)	12,601.37	6,975.00	(5,626.37)
Professional Fees						
Consultant - Professional Fees	700.00	2,500.00	1,800.00	5,500.00	2,500.00	(3,000.00)
Total Professional Fees	700.00	2,500.00	1,800.00	5,500.00	2,500.00	(3,000.00)
General						
Depreciation Expense	21,197.90	23,202.00	2,004.10	65,366.43	69,606.00	4,239.57
Marketing Expense	0.00	991.67	991.67	2,370.10	3,055.01	684.91
Meeting & Travel Expenses	0.00	225.00	225.00	71.92	675.00	603.08
Fees and Interest	924.65	849.00	(75.65)	1,789.01	2,547.00	757.99
Merchant Processing	775.41	840.00	64.59	1,634.11	2,520.00	885.89

Total General	22,897.96	26,107.67	3,209.71	71,231.57	78,403.01	7,171.44
Computer expense						
Computer Support	4,807.41	3,900.00	(907.41)	13,414.78	11,700.00	(1,714.78)
Software Support	891.00	1,010.00	119.00	3,339.13	3,030.00	(309.13)
Total Computer expense	5,698.41	4,910.00	(788.41)	16,753.91	14,730.00	(2,023.91)
Total Indirect Expenses	93,431.92	97,128.54	3,696.62	277,630.06	285,560.67	7,930.61
Total Total Expenses	284,852.94	282,926.39	(1,926.55)	810,334.24	840,620.90	30,286.66
Total Net Program Income	(146,191.02)	(174,640.63)	28,449.61	(426,284.25)	(540,089.57)	113,805.32
Grants and Other Income						
Grants and Donations						
Fundraiser	0.00	0.00	0.00	0.00	750.00	(750.00)
Donations	4,150.97	2,000.00	2,150.97	5,137.98	6,000.00	(862.02)
Incentives	0.00	0.00	0.00	0.00	0.00	0.00
Grants	29,411.10	37,500.00	(8,088.90)	134,039.83	112,500.00	21,539.83
Other Events	0.00	0.00	0.00	8,550.58	0.00	8,550.58
PHCD Grants	0.00	75,000.00	(75,000.00)	100,000.00	225,000.00	(125,000.00)
Total Grants and Donations	33,562.07	114,500.00	(80,937.93)	247,728.39	344,250.00	(96,521.61)
Other Income						
Estimated PPP Loan Forgiveness	65,895.00	0.00	65,895.00	131,790.00	0.00	131,790.00
Interest Income	4.53	0.00	4.53	13.74	0.00	13.74
Dividends	0.00	340.00	(340.00)	(84.69)	1,020.00	(1,104.69)
Total Other Income	65,899.53	340.00	65,559.53	131,719.05	1,020.00	130,699.05
Total Grants and Other Income	99,461.60	114,840.00	(15,378.40)	379,447.44	345,270.00	34,177.44
Net income	(46,729.42)	(59,800.63)	13,071.21	(46,836.81)	(194,819.57)	147,982.76