



## **December Board Reports**

1. CEO Report
2. Development Report
3. October Unaudited Financial &  
YTD Performance to Budget

# CEO Report



**DATE:** December 10, 2021

**TO:** SDH Board of Directors

**FROM:** Tracey Fecher, CEO

**RE: CEO Report**

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1. Clinic Operations:

- October Visits were down by 8% to budget due to training held for all clinical staff, fewer appointments for providers due to shortage of dental assistants and providers out on medical leave.
- In November the clinics were ahead of budget by 83 visits.
- The team believes we may not reach December's budgeted visit volume target due to two providers being out for medical reasons.

2. Health Plan of San Mateo (HPSM) Dental Integration Pilot

- Beginning January 1st, the Dental Integration Pilot begins and HPSM will be overseeing approval and payment for dental claims for Medi-Cal patients living in San Mateo County. They will be paying 30% higher than Medi-Cal rates plus the tobacco tax rates, which is an estimated blended increase of 20%.
- The clinical and billing team have been working closely with HPSM on the implementation of the pilot. Dr. Torrey participates in the dental steering committee, Pat Kinniburg and her team have run test claims for HPSM as well as participated with HPSM in conversations about the pre-authorization process.
- Adding a new payer to the Open Dental, tracking HPSM payments, including tobacco tax will be a complex project for our team.
- Unrelated to the Dental Integration Pilot, the State is ending the Dental Transformation Initiative incentive payments program. They will be replaced by the CalAIM program, which will begin making higher payments for preventative treatments including a bonus payment for each patient who has a visit at Sonrisas two years in a row. It is unclear how HPSM will handle those bonus payments.

3. Golden Gate Regional Center (GGRC), HPSM and Sonrisas Collaboration:

- GGRC serves individuals with intellectual and developmental disabilities (IDD) in San Mateo, San Francisco, and Marin counties. GGRC reports their consumers can wait 4-5 years for needed hospital dentistry and that they have difficulty finding preventative dental care for those they serve.
- Discussions are underway for a pilot for GGRC consumers who live in San Mateo County to receive dental care at Sonrisas. The pilot may include changes in HPSM's pre-authorization for this population and Sonrisas serving adult patients who need hospital dentistry.

- All three organizations are excited that the Dental Integration Pilot gives us all the opportunity to try some new approaches for individuals with IDD.
4. FQHC Contract Update:
    - All SMMC systems are working over the VPN in San Mateo and not in Half Moon Bay clinic. At this time, the team is focused on training San Mateo clinic staff.
  5. Sonrisas' Strategic Plan:
    - A Strategic Planning Task Force has been formed. It includes Nigel Taverner, Steve Stielstra, Pat Kinniburg, Maura LeBaron-Hsieh, Eric Ryan and Tracey Fecher.
    - A kickoff meeting for the Sonrisas management team and board members will be held on a Tuesday in January. As soon as the date is set, board members will be sent an invitation.
    - There will be an all-day Strategic Planning retreat held in May for key clinical staff, the Leadership Team and board members. Several dates will be sent out for input in early January.
  6. Half Moon Bay Clinic Refresh:
    - The refresh of the HMB clinic is well underway. The landlord will be replacing faulty windows and is repairing minor mold uncovered during the work.
    - The team is very excited that Mark and Susan Verlander, who have provided the artwork for Cooking for a Cause, will be creating a mural for the refreshed clinic, which will likely be based on the paella posters.
  7. Financial Updates:
    - The team has submitted the Employee Retention Credit forms to the IRS for \$124K. It appears that if approved, the IRS will issue a check to Sonrisas for the amount versus a tax credit.
    - The 2<sup>nd</sup> PPP loan forgiveness application will be completed and submitted by early January.
    - On December 9<sup>th</sup>, 2021, Sonrisas' current cash position was \$1,561,000.

# Development Report



**DATE:** December 10, 2021  
**TO:** SDH Board of Directors  
**FROM:** Maura LeBaron-Hsieh, MPH, Director of Development  
**RE:** Development Update

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In November, the Development team launched our 2021 Fall Giving Program, which began with our Annual Appeal letter and will extend through the end of the calendar year with a variety of outreach to our supporters from staff and Board.

**Please see the attached Fundraising Report for visual overview of our progress toward our overall fundraising goals.**

#### 1. Individual Donations

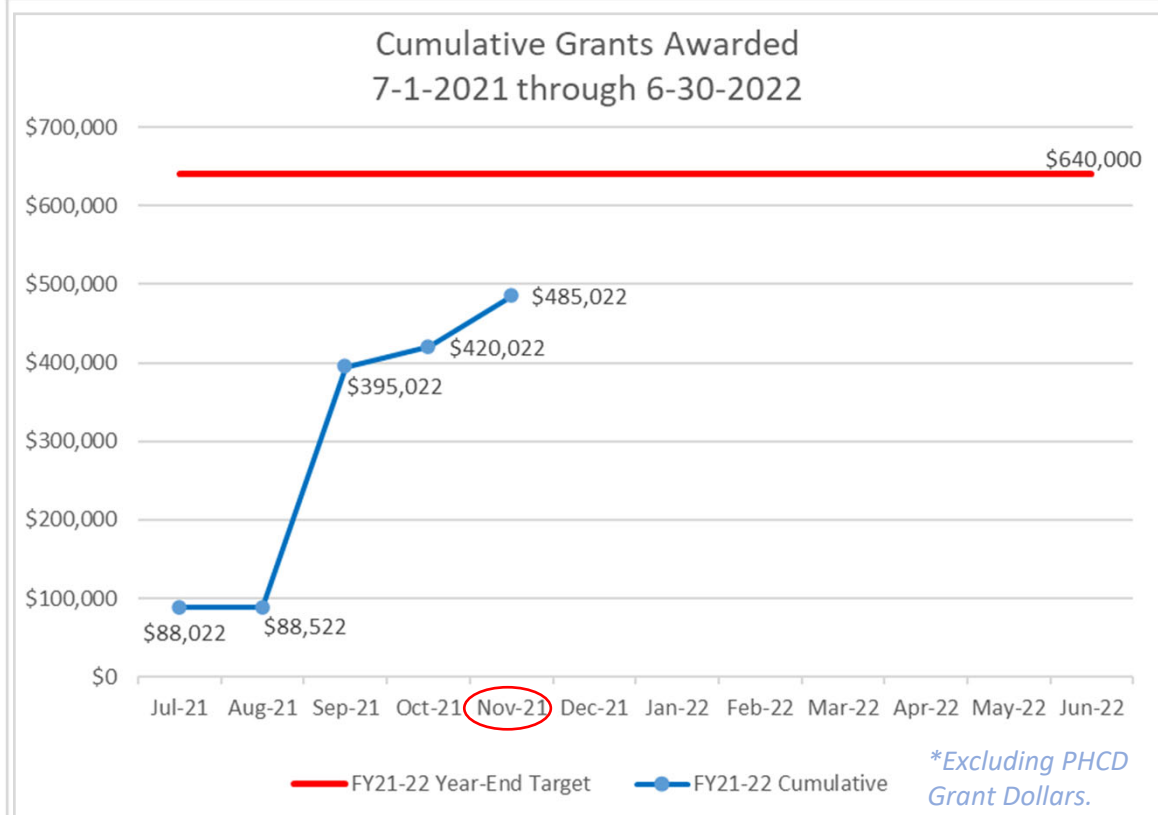
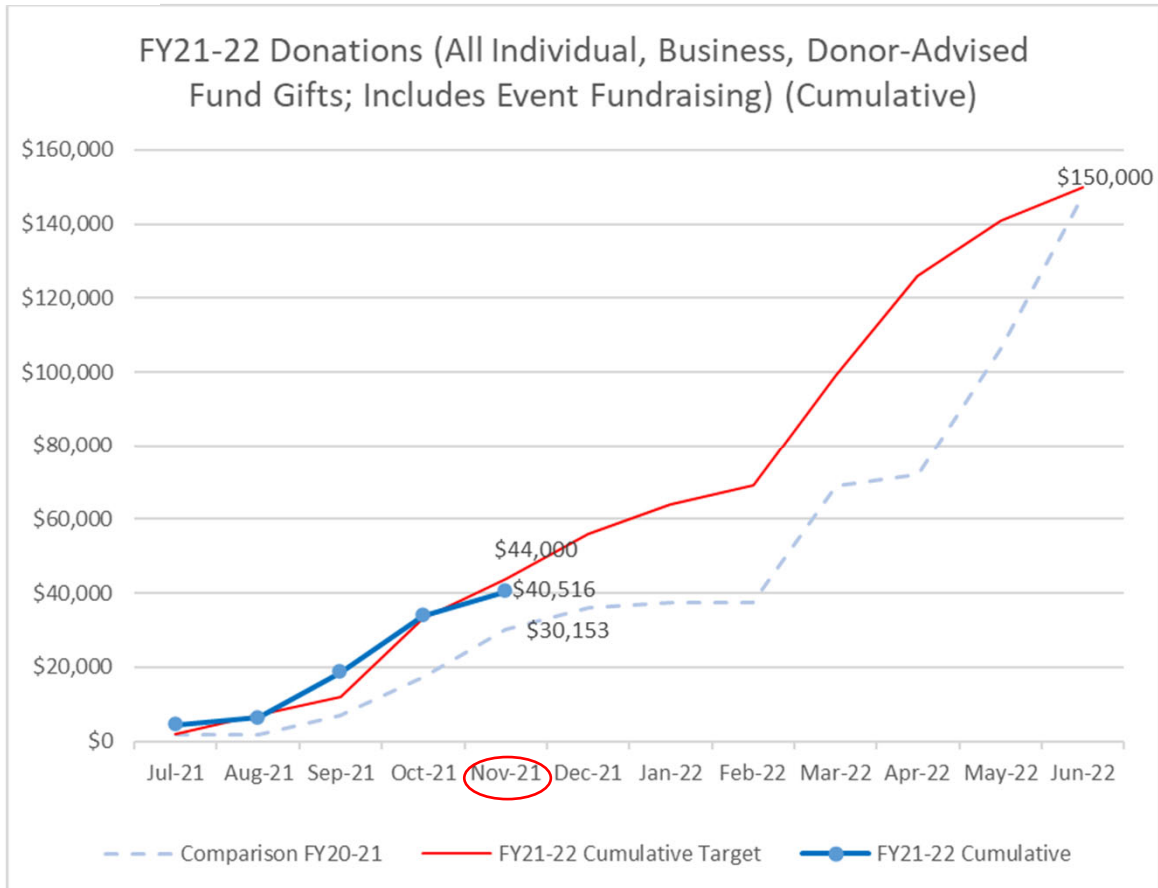
- As of November 30, we have received \$40,516 in individual donations and sponsorships this fiscal year.
- Our Fall Giving Program, at more than \$8,000 thus far, has surpassed previous year-end fundraising totals with three weeks left to the end of the year. Early results indicate many donors giving more than previous years and/or giving for the first time. Full reporting on the outcome of the Fall Giving Program will be provided in the January 2022 Board Report.
- Currently, the primary focus in individual giving is building our Major Donor program.
  - Major donor relationship management presents an exciting, different, and additional workflow compared to Sonrisas' longstanding Annual Fund strategy, and it is a promising area of work. We benefit greatly from coaching by Glavin-Jacobson in building this program.
  - Key developments so far include: Creating a portfolio of 25 donors who are in various stages of cultivation (qualification, cultivation, stewardship, etc); and generating and moving forward with next steps to foster relationships with several specific donors. A more comprehensive update will be shared at January's Board meeting.

#### 2. Grant-seeking

- Sonrisas has been awarded \$485,022 in grants as of Nov 30, 2021.
- Unfortunately, we were not among the 75 out of 200 applicants selected to receive \$200k in funding from the Chan Zuckerberg Initiative's Community Fund. **In debrief with a CZI Program Officer, we learned that:**
  - CZI prioritizes diversity and community involvement at all levels of an organization, meaning we should include people at all levels, from staff to Board, "who are or have been impacted by the things that apply to the community we serve."
  - We should reapply next year, since we are in the early stages of our work in organizational diversity. Demonstrating that patients have an active role in shaping the organization would help tremendously.
  - CZI noted that many organizations find great depth and progress *by involving those they serve in leadership capacities. This includes serving on the Board*, as the perspective added by someone with lived experience of the issues we seek to address can add incredible depth to our mission.
- Overall, this direction from CZI aligns with guidance from other funders in the past 18 months. Our recommendation is to find ways to apply this guidance soon at Sonrisas. Seeking perspectives and leadership from people with diverse lived experiences will soon become critical for securing the grant funding needed to run our ATC program.



## SDH Fundraising Report FY21-22 Through November 30, 2021



Sonrisas  
Dental Health

3/1/2021 - 6/30/2022





# **October Unaudited Financials**



**DATE:** December 10, 2021  
**TO:** SDH Board of Directors  
**CC:** Cheryl Fama, CFO  
**FROM:** Tina Wang, Senior Accountant  
**RE:** **October Unaudited Financials and YTD Performance to Budget**

#### October PERFORMANCE:

The October performance was better than the budget by \$9K. YTD net income was \$222K better than budget, which includes \$140K in grants released for capital expenditures for the San Mateo build-out.

**A. Revenue:** Net Patient Revenue was **\$204,945**

- 1,147 visits -125 visits less than budget due to staffing limitations
- Total gross revenue was \$466,781 - \$67K less than budget
- Total uncompensated care deductions were **(\$261,835)** – 56% of gross revenue.

**B. Total Expense:** **(\$340,631)** – \$45,035 better than budget, the lowest monthly expense YTD

- Direct Expense was \$42,564 better than budget from savings in personnel, dental supplies, and lab fees due to fewer patient visits. The Clinic also had two less providers, and several staff were on leave due to medical/family reasons.
- Indirect Expense- \$2,470 better than budget due to a combination of savings in personnel and higher fundraising expenses for the Paella event. The YTD expenses are within the budget.

**C. Donations/Grants & Other Income:** **\$128,252**

Grants and Donations - \$33,041 was released from restricted grants, \$17,051 was received from the Paella Event, \$2,876 from individual donations, \$75,000 from PHCD and \$285 in interest income

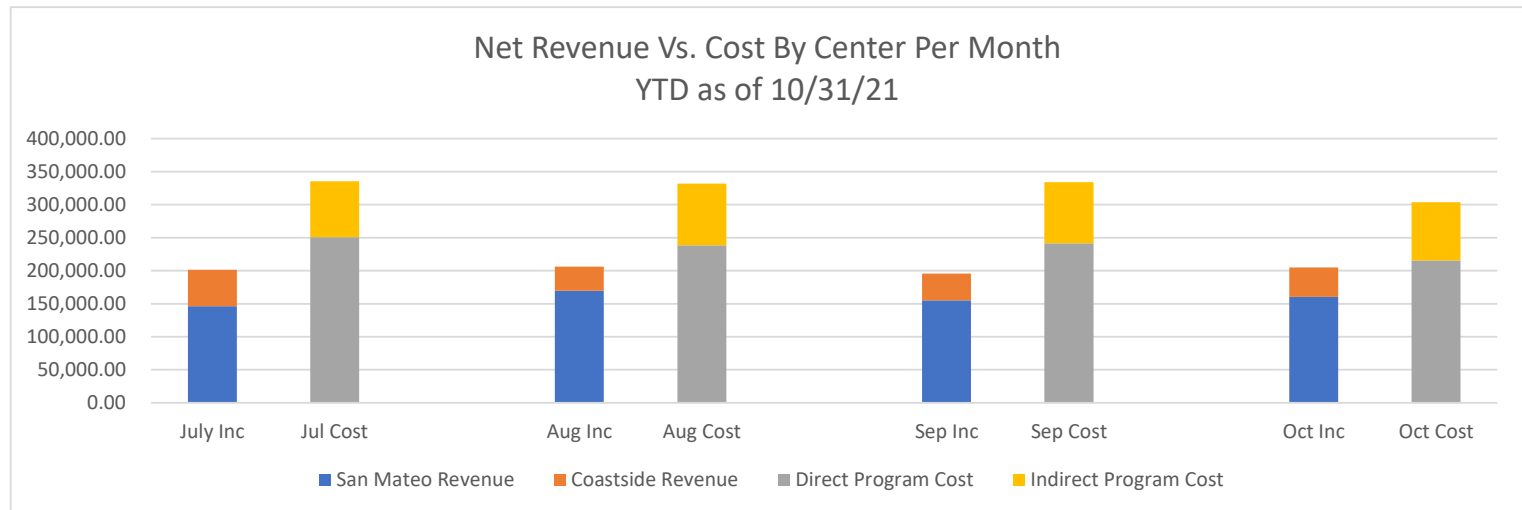
**Net Income:** **(\$7,434)**

**YTD PERFORMANCE TO BUDGET:** YTD net income is **\$222,020**, better than budget. The estimated Cash-flow is **\$190K**, better than budget. PHCD grant received to date is \$300,000.

	YTD Actual	YTD Budget	Performance
<i>Visits</i>	<i>4,678</i>	<i>4,727</i>	<i>(49)</i>
Gross Patient Revenue	\$1,865,347	2,005,587	<i>(-7%)</i>
Uncompensated Care (Deductions)	<b>\$(1,057,268)</b>	<b>\$(1,142,481)</b>	7%
Grants/Donations/Other Income	\$918,539	\$737,388	25%
Direct Cost	<b>\$(946,802)</b>	<b>\$(1,031,149)</b>	8%
Indirect Cost	<b>\$(510,954)</b>	<b>\$(522,503)</b>	2%
<b>Net Income</b>	\$268,863	\$46,843	474%
<i>Non-cash items adj.</i>			
Depreciation	\$94,858	\$100,961	6%
Capital Expenditure	<b>\$(199,016)</b>	<b>\$(173,042)</b>	<i>(15%)</i>
<b>Estimated Cash Flow</b>	\$ 164,705	<b>\$(25,238)</b>	753%

### Sonrisas Dental Health Operations

	Jul 21	Aug 21	Sep 21	Oct 21	YTD	YTD Budget	B(W)
<b>San Mateo Revenue</b>	146,167	169,861	154,995	160,237	631,260	727,720	(96,460)
<b>Coastside Revenue</b>	55,195	36,338	40,578	44,708	176,819	135,387	41,432
<b>Total Net Revenue</b>	201,362	206,199	195,573	204,945	808,079	863,107	(55,028)
<b>Direct Program Cost</b>	250,922	238,541	241,643	215,696	946,802	1,031,149	84,347
<b>Indirect Program Cost</b>	121,699	126,951	137,369	124,935	510,954	522,503	11,549
<b>Total Cost</b>	372,621	365,492	379,012	340,631	1,457,756	1,553,652	95,896
<b>TOTAL</b>	<b>(171,259)</b>	<b>(159,293)</b>	<b>(183,439)</b>	<b>(135,686)</b>	<b>(649,677)</b>	<b>(690,545)</b>	<b>40,868</b>
<b>Dividend/Other Income</b>	67,000	70,003	67,292	285	204,580	201,056	3,524
<b>Donations Received</b>	223,149	86,942	50,901	52,967	413,960	236,332	177,628
<b>Grant from PHCD</b>	75,000	75,000	75,000	75,000	300,000	300,000	0
<b>OTHER INCOME</b>	365,149	231,945	193,193	128,252	918,539	737,388	181,151
<b>NET INCOME</b>	<b>193,890</b>	<b>72,652</b>	<b>9,754</b>	<b>(7,434)</b>	<b>268,862</b>	<b>46,843</b>	<b>222,019</b>



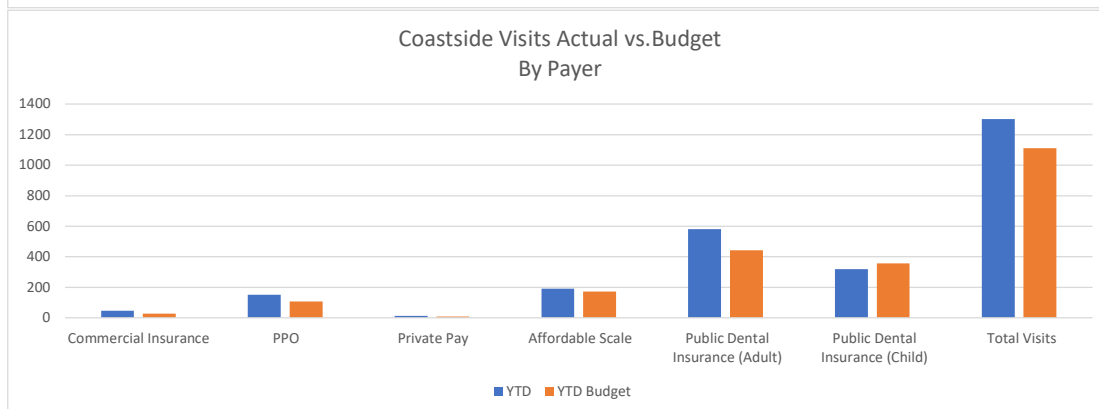
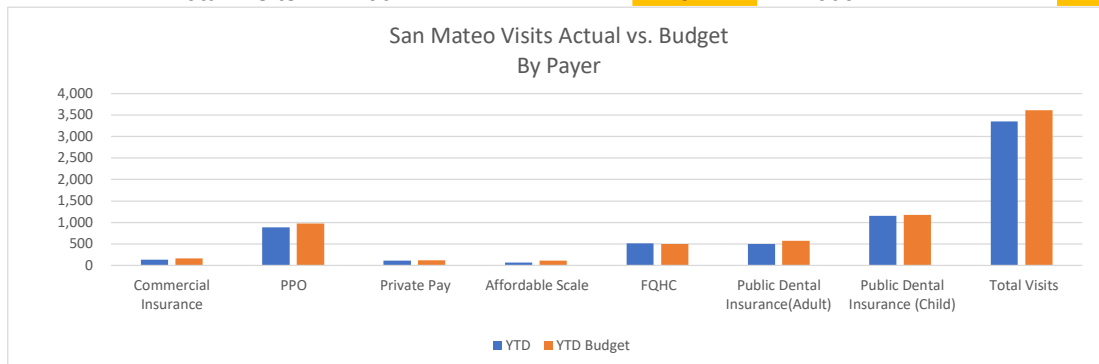
	Jul 21	Aug 21	Sept 21	Oct 21	YTD	Budget	Variance
San Mateo Visits	839	855	836	845	3,375	3,615	(240)
Coastside Visits	340	322	339	302	1,303	1,112	191
<b>Total Visits</b>	<b>1179</b>	<b>1177</b>	<b>1175</b>	<b>1,147</b>	<b>4,678</b>	<b>4,727</b>	<b>(49)</b>

## Visits by Payer -San Mateo

	Oct 21	Oct Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	26	45	(19)	133	166	(33)
PPO	218	265	(47)	883	977	(94)
Private Pay	23	32	(9)	113	117	(4)
Affordable Scale	19	29	(10)	64	106	(42)
FQHC	110	134	(24)	510	494	16
Farmworker	21			21		21
Public Dental Insurance(Adult)	129	155	(26)	495	574	(79)
Public Dental Insurance (Child)	299	320	(21)	1,156	1,181	(25)
<b>Total Visits</b>	<b>845</b>	<b>980</b>	<b>(156)</b>	<b>3,375</b>	<b>3,615</b>	<b>(240)</b>

## Visits by Payer -Coastside

	Oct 21	Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	13	6	7	46	26	20
PPO	45	26	19	152	107	45
Private Pay	2	2	0	13	8	5
Affordable Scale	41	42	(1)	192	172	20
Public Dental Insurance (Adult)	135	108	27	581	442	139
Public Dental Insurance (Child)	66	87	(21)	319	356	(37)
<b>Total Visits</b>	<b>302</b>	<b>271</b>	<b>31</b>	<b>1303</b>	<b>1111</b>	<b>192</b>



Avg. Income (Loss) per Visit		
YTD		
Net Revenue per Visit	\$	172.78
Direct Cost per Visit	\$	(202.30)
*Indirect Cost per Visit	\$	(76.63)
Net Income per Visit	\$	(106.15)

True Income (Loss) per Visit by Payer	
Payer	Avg. YTD
Farmworker	\$ 147.49
Commercial Insurance	\$ 87.90
PPO	\$ (13.14)
Public Dental Insurance	\$ (209.26)
Private Pay	\$ 190.89
FQHC	\$ 22.46
Affordable Scale	\$ 60.73

\* Indirect cost represents clinic overhead cost and excludes fundraising program cost and outreach program cost

Sonrisas Dental Health Operations FY22 VS. FY21			
	Oct 21	Oct 20	Variance B(W)
<b>Visits</b>	<b>1147</b>	<b>870</b>	<b>277</b>
<b>San Mateo Revenue</b>	160,237	122,334	37,903
<b>Coastside Revenue</b>	44,708	39,908	4,800
<b>Total Net Revenue</b>	204,945	162,242	42,703
<b>Direct Program Cost</b>	215,696	209,430	(6,266)
<b>Indirect Program Cost</b>	124,935	100,264	(24,671)
<b>Total Cost</b>	340,631	309,694	(30,937)
<b>TOTAL</b>	<b>(135,686)</b>	<b>(147,452)</b>	<b>11,766</b>
<b>Dividend/Other Income</b>	285	66,290	(66,005)
<b>Donations Received</b>	52,967	51,751	1,216
<b>Grant from PHCD</b>	75,000	0	75,000
<b>OTHER INCOME</b>	128,252	118,041	10,211
			0
<b>NET INCOME</b>	<b>(7,434)</b>	<b>(29,411)</b>	<b>21,977</b>

**Sonrisas Dental Health**  
**Balance Sheet**

As of Date:

10/31/2021

Location:

Sonrisas Dental Health

Year To Date

10/31/2021

Current Year Balance

**Assets**

Current Assets

Cash and Cash Equivalents

11205 - Operating - Boston Private Checking 800,846.26

11211 - Boston Private-CD 1 219,798.09

11213 - Boston Private-CD 3 500,378.18

11600 - Petty Cash 581.41

Total Cash and Cash Equivalents 1,521,603.94

Accounts Receivable, Net 301,077.71

Other Current Assets 30,199.21

Total Current Assets 1,852,880.86

Long-term Assets

Property & Equipment

17300 - Improvements 1,101,383.70

17400 - Equipment 1,218,232.32

17500 - Furniture/Fixtures 128,309.06

17600 - Vehicle 111,934.08

17999 - Accum Depreciation (1,532,992.31)

Total Property & Equipment 1,026,866.85

Other Long-term Assets 16,297.00

Total Long-term Assets 1,043,163.85

Investments

Long Term Investments

11410 - Investment Acct. - Merrill Lynch 167,260.66

Total Long Term Investments 167,260.66

Total Investments 167,260.66

**Total Assets**

**3,063,305.37**

**Liabilities and Net Assets**

Liabilities

Short-term Liabilities

Accounts Payable

21110 - Accounts Payable 51,982.40

23100 - Patient Prepayments 29,701.00

23200 - Patient Refunds Payable 4,604.31

Total Accounts Payable 86,287.71

Accrued Liabilities

22210 - Accrued Payroll 72,028.28

22220 - Accrued PTO 96,952.46

22250 - Accrued 401k Funds Payable	9,494.08
22260 - Accrued HSA Fund Payable	2,668.79
22320 - FSA Employee Account	2,237.31
Total Accrued Liabilities	183,380.92
Withholding Tax Payable	
22230 - Accrued Payroll Taxes	41,470.23
Total Withholding Tax Payable	41,470.23
Total Short-term Liabilities	311,138.86
Long Term Liabilities	
Notes Payable - Long Term	
28000 - PPP Loan	402,210.00
28001 - Estimated PPP Loan Forgiveness	(402,210.00)
Total Long Term Notes Payable	0.00
Other Long-term Liabilities	8,338.03
Total Long Term Liabilities	8,338.03
Other Liabilities	83,988.56
Total Liabilities	403,465.45
Net Assets	2,659,839.92
<b>Total Liabilities and Net Assets</b>	<b>3,063,305.37</b>

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Sonrisas Dental Health  
Revenues and Expenditures - Budget vs Actual  
As of October 31, 2021

As of Date: 10/31/2021  
Location: Sonrisas Dental Health  
Restriction: Unrestricted

	Month Ending 10/31/2021			Year To Date 10/31/2021		
	Actual	2021 2022 BUDGET	Budget Diff	Actual	2021 2022 BUDGET	Budget Diff
Revenue and Expenditures						
Net Program Income						
Patient Revenue						
Patient Services						
Commercial Insurance	18,911.00	18,292.49	618.51	67,405.00	68,280.07	(875.07)
PPO	114,732.06	121,987.10	(7,255.04)	398,622.46	453,666.87	(55,044.41)
Public Dental Insurance	250,435.00	296,338.74	(45,903.74)	1,047,992.00	1,120,886.70	(72,894.70)
Private Pay	8,639.00	9,860.61	(1,221.61)	33,124.00	36,520.83	(3,396.83)
Affordable Scale	22,778.00	22,390.38	387.62	81,404.00	87,644.43	(6,240.43)
Farmworker	6,725.00	0.00	6,725.00	6,725.00	0.00	6,725.00
FQHC	44,561.00	64,669.70	(20,108.70)	229,825.00	238,588.09	(8,763.09)
Gross Patient Revenue	466,781.06	533,539.02	(66,757.96)	1,865,097.46	2,005,586.99	(140,489.53)
Uncompensated Care						
Prior Period Adjustment	(3,450.98)	(3,200.00)	(250.98)	(10,380.46)	(12,800.00)	2,419.54
Uncompensated Care - Commercial Insurance	(3,003.50)	(2,678.54)	(324.96)	(11,402.80)	(10,055.10)	(1,347.70)
Uncompensated Care - PPO	(54,665.16)	(52,421.90)	(2,243.26)	(177,597.17)	(195,079.79)	17,482.62
Uncompensated Care - Public Dental Insurance	(175,563.75)	(206,578.08)	31,014.33	(728,906.20)	(781,142.11)	52,235.91
Uncompensated Care - Affordable Scale	(10,325.00)	(10,430.63)	105.63	(37,601.00)	(40,892.30)	3,291.30
Uncompensated Care - Farmworker	(320.00)	0.00	(320.00)	(320.00)	0.00	(320.00)
Uncompensated Care - FQHC	(12,661.00)	(25,861.41)	13,200.41	(83,004.00)	(95,411.37)	12,407.37
Fee Adjustments	(1,846.50)	(1,775.00)	(71.50)	(8,020.13)	(7,100.00)	(920.13)
Patient Account - Bad Debt Write-off	0.00	0.00	0.00	(36.11)	0.00	(36.11)
Total Uncompensated Care	(261,835.89)	(302,945.56)	41,109.67	(1,057,267.87)	(1,142,480.67)	85,212.80
Other Program Revenue						
Other Program Revenue	0.00	0.00	0.00	250.00	0.00	250.00
Total Other Program Revenue	0.00	0.00	0.00	250.00	0.00	250.00
Net Patient Revenue	204,945.17	230,593.46	(25,648.29)	808,079.59	863,106.32	(55,026.73)
Total Expenses						
Direct Expenses						
Direct Personnel Expense						



Direct Program Salaries	164,569.31	190,492.12	25,922.81	707,507.03	761,968.48	54,461.45
Payroll Taxes	11,221.18	13,486.85	2,265.67	51,293.40	53,947.40	2,654.00
Unemployment Taxes	491.59	2,285.90	1,794.31	2,348.22	9,143.60	6,795.38
Benefits	6,134.18	6,171.94	37.76	19,245.89	24,687.76	5,441.87
401k Match	3,768.36	5,200.43	1,432.07	16,605.67	20,801.72	4,196.05
Worker's Comp	829.12	662.30	(166.82)	3,316.48	2,649.20	(667.28)
Continuing Education	0.00	50.00	50.00	1,405.00	200.00	(1,205.00)
License and Registration	863.94	1,075.00	211.06	2,467.53	4,300.00	1,832.47
Total Direct Personnel Expense	187,877.68	219,424.54	31,546.86	804,189.22	877,698.16	73,508.94
Clinic Expenses						
Sterilization Services	1,011.00	756.00	(255.00)	3,279.00	3,024.00	(255.00)
Shredding	67.00	67.00	0.00	268.00	268.00	0.00
Dental Supplies	12,942.16	17,432.75	4,490.59	72,345.69	66,106.10	(6,239.59)
Small Dental Equipment	50.66	0.00	(50.66)	945.72	5,185.00	4,239.28
Dental Equipment Repair	956.46	1,036.00	79.54	5,084.41	4,648.00	(436.41)
Lab Fees	8,226.69	10,656.38	2,429.69	37,572.15	39,991.97	2,419.82
Uniforms	0.00	92.00	92.00	100.00	368.00	268.00
PPE& Covid Related	4,564.10	8,795.54	4,231.44	23,017.34	33,859.44	10,842.10
Total Clinic Expenses	27,818.07	38,835.67	11,017.60	142,612.31	153,450.51	10,838.20
Total Direct Expenses	215,695.75	258,260.21	42,564.46	946,801.53	1,031,148.67	84,347.14
Indirect Expenses						
Indirect Personnel Expenses						
Salaries/Wages	53,043.75	57,699.20	4,655.45	229,874.39	230,796.80	922.41
Payroll Taxes	3,877.66	4,085.11	207.45	17,350.68	16,340.44	(1,010.24)
Unemployment Taxes	0.00	761.63	761.63	0.00	3,046.52	3,046.52
Benefits	1,498.90	1,246.30	(252.60)	5,444.13	4,985.20	(458.93)
401k Match	1,871.07	1,730.98	(140.09)	8,933.24	6,923.92	(2,009.32)
Worker's Comp	352.88	519.70	166.82	1,411.52	2,078.80	667.28
Total Indirect Personnel Expenses	60,644.26	66,042.92	5,398.66	263,013.96	264,171.68	1,157.72
Facility Expenses						
Auto Expenses	92.75	110.00	17.25	371.00	440.00	69.00
Building Maintenance	1,489.43	899.00	(590.43)	3,777.68	3,696.00	(81.68)
Janitorial Service	2,705.00	2,260.00	(445.00)	10,100.00	9,040.00	(1,060.00)
Rent	3,484.00	3,600.00	116.00	13,568.00	14,100.00	532.00
Phone/Internet	1,646.25	1,833.00	186.75	6,759.38	7,332.00	572.62
Utilities	3,260.04	2,850.00	(410.04)	11,945.05	11,400.00	(545.05)
Total Facility Expenses	12,677.47	11,552.00	(1,125.47)	46,521.11	46,008.00	(513.11)
Office Expenses						
Claims Processing	156.00	156.00	0.00	641.36	624.00	(17.36)
Patient Notification	230.00	230.00	0.00	1,685.00	920.00	(765.00)
Office Supplies	1,290.01	1,000.00	(290.01)	3,096.44	4,000.00	903.56

Postage and Shipping	106.40	200.00	93.60	966.57	800.00	(166.57)
Printing Costs	0.00	355.00	355.00	147.99	1,170.00	1,022.01
Property Taxes	117.01	250.00	132.99	367.00	250.00	(117.00)
Dues, Fees & License	0.00	0.00	0.00	0.00	4.00	4.00
Employee Goodwill	300.67	350.85	50.18	677.16	1,523.40	846.24
Recruitment Expense	1,187.87	208.00	(979.87)	1,494.27	832.00	(662.27)
Total Office Expenses	3,387.96	2,749.85	(638.11)	9,075.79	10,123.40	1,047.61
Insurance						
Insurance - Auto	317.92	317.92	0.00	1,271.68	1,271.68	0.00
Insurance - Malpractice	514.33	514.33	0.00	2,057.32	2,057.32	0.00
Insurance - Liability & Property	761.68	761.67	(0.01)	3,046.72	3,046.68	(0.04)
Insurance - Directors & Officer Liability	498.82	345.50	(153.32)	2,057.42	1,382.00	(675.42)
Total Insurance	2,092.75	1,939.42	(153.33)	8,433.14	7,757.68	(675.46)
Fundraising Department						
Fundraising Expenses	4,897.08	1,167.00	(3,730.08)	6,795.89	6,183.32	(612.57)
Fundraising Consulting	3,240.50	4,990.00	1,749.50	24,103.25	26,917.00	2,813.75
Total Fundraising Department	8,137.58	6,157.00	(1,980.58)	30,899.14	33,100.32	2,201.18
Professional Fees						
Consultant - Professional Fees	5,625.00	5,400.00	(225.00)	19,950.00	14,100.00	(5,850.00)
Total Professional Fees	5,625.00	5,400.00	(225.00)	19,950.00	14,100.00	(5,850.00)
General						
Depreciation Expense	24,059.74	25,240.21	1,180.47	94,857.64	100,960.84	6,103.20
Marketing Expense	0.00	458.00	458.00	300.00	2,874.00	2,574.00
Meeting & Travel Expenses	118.16	303.00	184.84	118.16	906.00	787.84
Fees and Interest	776.99	1,200.00	423.01	3,837.44	4,800.00	962.56
Merchant Processing	931.77	880.00	(51.77)	4,071.92	3,520.00	(551.92)
Outreach Supplies	231.05	0.00	(231.05)	244.04	4,469.00	4,224.96
Training & Membership	0.00	0.00	0.00	776.05	1,180.00	403.95
Board Expense	1,533.31	414.00	(1,119.31)	3,554.63	1,656.00	(1,898.63)
Total General	27,651.02	28,495.21	844.19	107,759.88	120,365.84	12,605.96
Computer expense						
Computer Support	4,133.00	4,270.00	137.00	17,161.46	18,080.00	918.54
Software Support	586.00	799.00	213.00	8,139.40	8,796.00	656.60
Total Computer expense	4,719.00	5,069.00	350.00	25,300.86	26,876.00	1,575.14
Total Indirect Expenses	124,935.04	127,405.40	2,470.36	510,953.88	522,502.92	11,549.04
Total Total Expenses	340,630.79	385,665.61	45,034.82	1,457,755.41	1,553,651.59	95,896.18
Total Net Program Income	(135,685.62)	(155,072.15)	19,386.53	(649,675.82)	(690,545.27)	40,869.45
Grants and Other Income						
Grants and Donations						
Fundraiser	17,051.04	0.00	17,051.04	34,164.62	0.00	34,164.62
Donations	2,875.63	10,000.00	(7,124.37)	14,516.43	22,000.00	(7,483.57)

Incentives	0.00	0.00	0.00	690.00	1,000.00	(310.00)
Grants	33,040.72	53,333.00	(20,292.28)	364,588.40	213,332.00	151,256.40
PHCD Grants	75,000.00	75,000.00	0.00	300,000.00	300,000.00	0.00
Total Grants and Donations	127,967.39	138,333.00	(10,365.61)	713,959.45	536,332.00	177,627.45
Other Income						
Estimated PPP Loan Forgiveness	0.00	0.00	0.00	201,105.00	201,000.00	105.00
Interest Income	277.95	4.00	273.95	702.64	16.00	686.64
Dividends	6.63	10.00	(3.37)	13.94	40.00	(26.06)
Other Income	0.00	0.00	0.00	2,757.81	0.00	2,757.81
Total Other Income	284.58	14.00	270.58	204,579.39	201,056.00	3,523.39
Total Grants and Other Income	128,251.97	138,347.00	(10,095.03)	918,538.84	737,388.00	181,150.84
Net income	(7,433.65)	(16,725.15)	9,291.50	268,863.02	46,842.73	222,020.29

YTD net income \$268,863 includes \$140,000 of released grants, which cover capital expenditures on San Mateo Build-out