



DATE: December 29, 2022

TO: SDH Board of Directors

FROM: Tracey Fecher, CEO

RE: December Board Reports

Dear Sonrisas Board of Directors,

Attached are the following December reports

1. CEO Report
2. CFO Memo for October and November 2022
3. Financial Dashboard
4. Combined October 2022 and November 2022 financials
 - a. Note that moving forward financial reports will be provided for the prior month. For example, in the January board packet, the December financials will be provided.
5. Fundraising Memo
6. Fundraising Report

Have a wonderful New Years! See you in 2023.

CEO Report



DATE: December 29, 2022

TO: SDH Board of Directors

FROM: Tracey Fecher, CEO

RE: CEO Report

1. Clinic Operations:

- Visits were off in November by 51 visits. Dr. Torrey has been filling in HMB and not holding his clinic days in San Mateo. Dentists from San Mateo have also been going to HMB to fill in when Dr. Torrey needs an administrative day or is not available.
 - In November, the No Show rate in San Mateo was 3% higher than budgeted due to patients having Covid/Flu/RSV or symptoms.
- FQHC visits were supposed to start at the Half Moon Bay clinic in October and November. That has been pushed out to March, when the new dentist starts.
- The second half of the budget assumed a 10% increase in HPSM revenue. Public materials given out by HPSM when the Dental integration pilot was under community discussion indicated there would be an additional 10% in reimbursement beginning after the first full year of the pilot. That increase was assumed in the Sonrisas' budget. HPSM will be using those additional funds for other dental program components, like dental specialists and orthodontia, and will not be giving an increase to providers.
 - Tobacco tax reimbursement is running higher than budgeted year to date with the reimbursement rate per visit average being 4% higher than budgeted. The team's analysis shows that the HPSM revenue per visit in the second half will be off 4%. If we maintain the current reimbursement rate per visit average, the impact on the entire year will be negligible.

2. Staffing:

- The team hired a dentist for the Half Moon Bay Clinic. Dr. Tara Johnston will be joining the team full-time on March 6th and will begin seeing patients on Fridays in January. Dr. Johnston is a graduate of Sonrisas' AEGD program; and she is excited to be returning to Sonrisas.
- Dr. Esther Yun, pediatric dentist, will be joining the team in January, replacing Dr. Leri, who left in October. She will work 6 hours per week.
- The management team is implementing the dentist pay scale approved by the board in the November meeting. Meetings with the affected dentists will take place in mid-January.
- At the January Board Meeting, the team will be asking the Board to approve an additional Care Coordinator Position, one additional dentist day weekly and one additional hygienist day weekly. The financial and operational impact will be shared with the board at that time.

3. Holiday Staff Party:

- Thirty-Five staff members attended the Sonrisas annual holiday lunch at Rise Woodfire in San Mateo. The white elephant gift exchange was competitive with many laughs and good-natured ribbing.
- There was a dessert contest with multiple staff bringing their favorite cookie or other dessert to share.
- Full-time staff received a holiday bonus of \$100 cash and part-time received \$50.
- Staff also received their Sonrisas t-shirt, which was also given to all Board Members and contractors.



4. Operations Updates:

- The MOU with Samaritan House to take ownership of the panel truck is almost complete and should be signed with ownership turning over in early January.

5. Financial Update:

- On December 28th, Sonrisas' current cash position was \$1,883,000.

CFO Memo for October & November 2022



DATE: December 23rd, 2022

TO: SDH Board of Directors

FROM: Cheryl A. Fama, CFO,
Tina Wang, Senior Accountant

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

October PERFORMANCE:

A. Revenue: Net Patient Revenue was \$251,545, 13k below budget.

- Total visits were 1,164 - 96 visits below budget.
- Total gross revenue was \$523,289 – \$25,402 (5%) below budget due to fewer visits.
- Total uncompensated care deductions of **(\$271,744)**, 52% of gross revenue - \$6K of Tobacco Tax payment was received for services performed prior to June 1st, 2022.

B. Total Expenses: \$379,454 – \$56K better than budget

- Total Direct Expenses- \$32K better than budget from a \$30K savings in payroll due to two care coordinators on maternity leave and the resignation of an HMB dentist in October.
- Total Indirect Expenses- \$23K better than budget from Board, Fundraising, and Meeting & Travel expenses. The savings is a timing difference and will be expended in future months.

C. Donations/Grants & Other Income: \$183,949

- \$102,861 released from restricted grants, including an estimated \$51K billable grant installment from Sequoia Health District.
- \$3,515 from the fundraising event.
- \$2,494 from individual donors.
- \$75,000 in PHCD grant support.
- \$78 in interest income.

NET INCOME \$56,040- \$72K better than the budget



DATE: December 23rd, 2022

TO: SDH Board of Directors

FROM: Cheryl A. Fama, CFO,
Tina Wang, Senior Accountant

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

November PERFORMANCE:

A. Revenue: Net Patient Revenue was **\$225,928, \$10k below budget.**

- Total visits were 1,085 - 50 visits (5%) below the budget.
- Total gross revenue was \$464,894 – \$27,703 (5%) below the budget due to fewer visits.
- Total uncompensated care deductions of **(\$238,967)**, 51% of gross revenue

B. Total Expenses: \$363,022 – \$59K better than budget

- Total Direct Expenses- \$52K better than budget due to savings in payroll and clinic expenses. \$35K saving in payroll from two care coordinators on maternity leave and the resignation of an HMB dentist in October, and \$16K saving in clinic expenses mainly from supplies and lab fees.
- Total Indirect Expenses- 6K better than the budget from fundraising and general expenses.

C. Donations/Grants & Other Income: \$161,269

- \$85,510 was released in restricted grants, including an estimated \$42K grants from Sequoia Health District.
- \$581 from individual donors.
- \$15 from the fundraising event.
- \$75,000 in PHCD grant support.
- \$163 in interest income.

NET INCOME \$24,175- \$51K better than the budget



YTD PERFORMANCE:

- Performance continues to be positive to budget primarily due to:
 - While visits are under budget by 2%, total expenses are under budget by 6%
 - Fundraising is ahead of budget.
- Performance going forward continues to be challenged by:
 - FQHC visits are lower than budget by 54% due to the loss of a full-time provider at the HMB clinic and scheduling challenges with SMMC patients and HPSM patients who need treatment. This impacts revenue as FQHC pays a higher rate than HPSM.

YTD PERFORMANCE TO BUDGET: YTD net income is **\$201k** better than the budget. The estimated Cash-flow is **\$243k** better than budget. PHCD grant received to date is \$375,000

	YTD Actual	YTD Budget	Performance
<i>Visits</i>	<i>5715</i>	<i>5826</i>	<i>(111)</i>
Gross Patient Revenue	\$ 2,449,020	\$2,542,896	<i>(4%)</i>
Uncompensated Care (Deductions)	<i>\$(1,240,424)</i>	<i>(\$1,330,490)</i>	7%
Grants/Donations/Other Income	\$934,074	\$861,045	8%
Direct Cost	<i>(\$1,294,344)</i>	<i>(\$1,405,933)</i>	8%
Indirect Cost	<i>(\$752,430)</i>	<i>(\$772,736)</i>	3%
Net Income	\$95,895	<i>(\$105,219)</i>	191%
<i>Non-cash items adj.</i>			
Depreciation	\$121,341	\$136,595	11%
Capital Expenditure	<i>(\$41,628)</i>	<i>(\$99,325)</i>	58%
Estimated Cash Flow	\$175,608	<i>\$(67,949)</i>	358%

FINANCIAL OPERATIONS:

- A \$500K CD at Boston Private matures on 12/31/22. The team is reviewing investment options for those funds and will take advantage of improving interest rates. Sonrisas will follow government codes regarding investments for public agencies as Sonrisas is a component program of PHCD.
- CFO Cheryl Fama will be leaving her position at Sonrisas in the winter or early Spring. At the January board meeting, the Board of Directors will discuss options for her successor.
- The finance team is investigating an Investment Sweep Account for the checking account at Heritage Bank to allow all funds to be fully FDIC insured. There will be a discussion at the January board meeting.

Sonrisas Dental Health
Revenues and Expenditures - Budget vs Actual
As of November 30, 2022

As of Date: 10/31/2022 11/30/2022
Location: Sonrisas Dental Health Sonrisas Dental Health
Restriction: Unrestricted Unrestricted

	Month Ending 10/31/2022			Month Ending 11/30/2022			Year To Date 11/30/2022		
	Actual	Budget FY2023	Budget Diff	Actual	Budget FY2023	Budget Diff	Actual	Budget FY2023	Budget Diff
Revenue and Expenditures									
Net Program Income									
Patient Revenue									
Patient Services									
Commercial Insurance	11,468.00	16,681.82	(5,213.82)	16,672.00	14,996.13	1,675.87	67,470.00	77,129.79	(9,659.79)
PPO	106,594.92	92,871.68	13,723.24	87,235.93	83,006.34	4,229.59	450,639.25	429,770.38	20,868.87
Public Dental Insurance	317,636.57	313,128.72	4,507.85	284,449.70	281,628.77	2,820.93	1,526,928.27	1,476,656.10	50,272.17
Private Pay	8,079.00	8,817.12	(738.12)	1,572.00	7,840.87	(6,268.87)	33,515.00	40,832.38	(7,317.38)
Affordable Scale	20,267.00	23,417.55	(3,150.55)	24,861.00	21,565.51	3,295.49	115,943.00	107,877.65	8,065.35
Farmworker	15,307.00	10,995.55	4,311.45	11,486.00	9,726.83	1,759.17	74,298.00	50,960.15	23,337.85
FQHC	43,937.00	82,779.73	(38,842.73)	38,618.00	73,834.13	(35,216.13)	180,227.00	359,669.57	(179,442.57)
Gross Patient Revenue	523,289.49	548,692.17	(25,402.68)	464,894.63	492,598.58	(27,703.95)	2,449,020.52	2,542,896.02	(93,875.50)
Uncompensated Care									
Prior Period Adjustment	(2,705.77)	(2,000.00)	(705.77)	(2,187.08)	(2,000.00)	(187.08)	(10,450.64)	(10,000.00)	(450.64)
Uncompensated Care - Commercial Insurance	(2,236.00)	(3,827.83)	1,591.83	(3,142.00)	(3,438.40)	296.40	(11,612.00)	(17,700.34)	6,088.34
Uncompensated Care - PPO	(43,708.70)	(39,926.94)	(3,781.76)	(34,364.00)	(35,694.96)	1,330.96	(184,829.94)	(184,757.66)	(72.28)
Uncompensated Care - Public Dental Insurance	(191,715.25)	(198,504.63)	6,789.38	(167,583.45)	(178,537.82)	9,666.77	(900,318.35)	(936,122.84)	35,804.49
Uncompensated Care - Affordable Scale	(8,934.00)	(10,217.40)	1,283.40	(11,114.00)	(9,417.03)	(1,696.97)	(48,297.00)	(47,062.59)	(1,234.41)
Uncompensated Care - Farmworker	(3,869.70)	(2,804.79)	(1,064.91)	(3,023.00)	(2,481.16)	(541.84)	(14,335.60)	(12,999.13)	(1,336.47)
Uncompensated Care - FQHC	(17,460.40)	(24,133.14)	6,672.74	(13,625.50)	(21,348.55)	8,653.05	(57,844.10)	(111,847.83)	54,003.73
Fee Adjustments	(1,114.04)	(2,000.00)	885.96	(3,927.50)	(2,000.00)	(1,927.50)	(12,736.65)	(10,000.00)	(2,736.65)
Total Uncompensated Care	(271,743.86)	(283,414.73)	11,670.87	(238,966.53)	(254,917.92)	16,881.39	(1,240,424.28)	(1,330,490.39)	90,066.11
Net Patient Revenue	251,545.63	265,277.44	(13,731.81)	225,928.10	237,680.66	(10,822.56)	1,208,596.24	1,212,405.63	(3,809.39)
Total Expenses									
Direct Expenses									
Direct Personnel Expense									
Direct Program Salaries	180,380.79	202,913.99	22,533.20	174,469.68	202,913.99	28,444.31	964,465.70	1,014,569.95	50,104.25
Payroll Taxes	12,108.95	15,522.92	3,413.97	10,342.84	15,522.92	5,180.08	63,935.17	77,614.60	13,679.43
Unemployment Taxes	584.28	1,634.42	1,050.14	398.91	1,634.42	1,235.51	2,919.26	8,172.10	5,252.84
Benefits	5,632.97	6,400.43	767.46	5,746.86	6,400.43	653.57	29,281.90	32,002.15	2,720.25
401k Match	3,658.50	4,530.06	871.56	3,442.42	4,530.06	1,087.64	21,835.78	22,650.30	814.52
Worker's Comp	782.37	1,136.00	353.63	782.37	1,136.00	353.63	3,911.85	5,680.00	1,768.15
Continuing Education	0.00	304.00	304.00	455.07	304.00	(151.07)	826.36	1,520.00	693.64
License and Registration	805.75	1,072.00	266.25	1,955.75	1,072.00	(883.75)	6,598.90	5,360.00	(1,238.90)
Total Direct Personnel Expense	203,953.61	233,513.82	29,560.21	197,593.90	233,513.82	35,919.92	1,093,774.92	1,167,569.10	73,794.18
Clinic Expenses									
Sterilization Services	793.80	777.00	(16.80)	793.80	777.00	(16.80)	3,969.00	3,885.00	(84.00)
Shredding	0.00	67.00	67.00	180.00	67.00	(113.00)	399.00	335.00	(64.00)

Dental Specialist-Claims Processing	4,539.29	6,128.27	1,588.98	4,777.60	5,490.96	713.36	21,986.72	28,640.25	6,653.53
Dental Supplies	25,120.06	21,704.49	(3,415.57)	12,045.17	19,550.08	7,504.91	92,362.69	100,322.79	7,960.10
Equipment Maintenance	253.64	1,430.50	1,176.86	948.45	1,430.50	482.05	3,358.26	7,152.50	3,794.24
Small Dental Equipment	722.10	79.00	(643.10)	0.00	79.00	79.00	1,091.80	395.00	(696.80)
Dental Equipment Repair	1,046.16	1,785.00	738.84	1,176.61	1,785.00	608.39	8,403.68	8,925.00	521.32
Lab Fees	8,789.29	11,362.17	2,572.88	6,394.60	10,279.73	3,885.13	44,200.45	52,483.54	8,283.09
Uniforms	0.00	0.00	0.00	0.00	50.00	50.00	100.00	150.00	50.00
PPE& Covid Related	6,515.32	7,812.52	1,297.20	3,279.75	7,083.65	3,803.90	24,698.04	36,075.30	11,377.26
Total Clinic Expenses	47,779.66	51,145.95	3,366.29	29,595.98	46,592.92	16,996.94	200,569.64	238,364.38	37,794.74
Total Direct Expenses	251,733.27	284,659.77	32,926.50	227,189.88	280,106.74	52,916.86	1,294,344.56	1,405,933.48	111,588.92
Indirect Expenses									
Indirect Personnel Expenses									
Salaries/Wages	65,619.04	64,151.79	(1,467.25)	69,783.04	64,151.79	(5,631.25)	334,051.29	320,758.95	(13,292.34)
Payroll Taxes	4,888.34	4,901.26	12.92	4,450.16	4,901.26	451.10	25,865.37	24,506.30	(1,359.07)
Unemployment Taxes	0.00	799.65	799.65	0.00	799.65	799.65	415.02	3,998.25	3,583.23
Benefits	154.21	1,380.23	1,226.02	149.96	1,380.23	1,230.27	462.65	6,877.07	6,414.42
401k Match	1,295.28	2,460.25	1,164.97	1,262.44	2,460.25	1,197.81	7,151.85	12,301.25	5,149.40
Worker's Comp	352.88	0.00	(352.88)	352.88	0.00	(352.88)	1,764.40	0.00	(1,764.40)
Total Indirect Personnel Expenses	72,309.75	73,693.18	1,383.43	75,998.48	73,693.18	(2,305.30)	369,710.58	368,441.82	(1,268.76)
Facility Expenses									
Auto Expenses	751.43	83.00	(668.43)	99.75	83.00	(16.75)	1,589.43	424.50	(1,164.93)
Building Maintenance	1,556.90	1,259.00	(297.90)	1,299.99	1,259.00	(40.99)	7,262.79	6,295.00	(967.79)
Janitorial Service	2,550.00	2,560.00	10.00	2,592.82	2,560.00	(32.82)	12,375.88	12,800.00	424.12
Rent	3,484.00	3,484.00	0.00	3,484.00	3,484.00	0.00	17,420.00	17,420.00	0.00
Phone/Internet	1,755.26	1,535.00	(220.26)	1,322.76	1,535.00	212.24	9,399.78	7,675.00	(1,724.78)
Utilities	3,105.82	4,000.00	894.18	3,496.10	4,000.00	503.90	18,153.19	20,000.00	1,846.81
Total Facility Expenses	13,203.41	12,921.00	(282.41)	12,295.42	12,921.00	625.58	66,201.07	64,614.50	(1,586.57)
Office Expenses									
Claims Processing	441.97	200.00	(241.97)	387.21	200.00	(187.21)	2,261.89	1,000.00	(1,261.89)
Patient Notification	485.00	485.00	0.00	485.00	485.00	0.00	2,425.00	2,425.00	0.00
Office Supplies	1,365.73	1,036.00	(329.73)	883.12	1,036.00	152.88	6,329.94	5,180.00	(1,149.94)
Postage and Shipping	280.65	250.00	(30.65)	207.00	250.00	43.00	1,470.47	1,250.00	(220.47)
Printing Costs	0.00	100.00	100.00	1,790.81	100.00	(1,690.81)	1,790.81	500.00	(1,290.81)
Property Taxes	0.00	0.00	0.00	0.00	0.00	0.00	90.54	0.00	(90.54)
Employee Goodwill	582.47	471.00	(111.47)	193.53	571.00	377.47	4,066.52	2,655.00	(1,411.52)
Recruitment Expense	1,228.13	300.00	(928.13)	212.15	300.00	87.85	1,959.23	1,500.00	(459.23)
Total Office Expenses	4,383.95	2,842.00	(1,541.95)	4,158.82	2,942.00	(1,216.82)	20,394.40	14,510.00	(5,884.40)
Insurance									
Insurance - Auto	375.00	375.00	0.00	375.00	375.00	0.00	1,875.00	1,875.00	0.00
Insurance - Malpractice	928.83	929.00	0.17	928.83	929.00	0.17	4,644.15	4,645.00	0.85
Insurance - Liability & Property	804.00	804.00	0.00	804.00	804.00	0.00	4,020.00	4,020.00	0.00
Insurance - Directors & Officer Liability	498.82	500.00	1.18	498.82	500.00	1.18	2,494.10	2,500.00	5.90
Total Insurance	2,606.65	2,608.00	1.35	2,606.65	2,608.00	1.35	13,033.25	13,040.00	6.75
Fundraising Department									
Fundraising Expenses	427.90	417.67	(10.23)	1,066.01	4,418.67	3,352.66	48,539.53	36,688.35	(11,851.18)
Fundraising Consulting	0.00	4,425.00	4,425.00	3,628.00	4,000.00	372.00	49,182.78	44,600.00	(4,582.78)
Total Fundraising Department	427.90	4,842.67	4,414.77	4,694.01	8,418.67	3,724.66	97,722.31	81,288.35	(16,433.96)
Professional fee									
Consultant - General	0.00	1,666.00	1,666.00	0.00	1,666.00	1,666.00	3,375.00	8,330.00	4,955.00

Consultant - Professional Fees	2,600.00	2,650.00	50.00	2,600.00	2,650.00	50.00	13,048.63	13,250.00	201.37
Consultant - Legal				0.00	0.00	0.00	0.00	0.00	0.00
Total Professional fee	2,600.00	4,316.00	1,716.00	2,600.00	4,316.00	1,716.00	16,423.63	21,580.00	5,156.37
General									
Depreciation Expense	24,401.32	27,319.16	2,917.84	24,368.29	27,319.16	2,950.87	121,341.28	136,595.80	15,254.52
Marketing Expense	0.00	132.00	132.00	0.00	32.00	32.00	585.89	360.00	(225.89)
Meeting & Travel Expenses	374.16	3,030.00	2,655.84	333.63	1,530.00	1,196.37	1,447.49	9,150.00	7,702.51
Fees and Interest	1,797.90	1,958.00	160.10	1,779.95	1,958.00	178.05	8,858.36	9,790.00	931.64
Merchant Processing	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Outreach Supplies	473.18	2,000.00	1,526.82	471.96	1,500.00	1,028.04	2,934.58	7,500.00	4,565.42
Training & Membership				375.00	0.00	(375.00)	375.00	0.00	(375.00)
Board Expense	23.01	10,560.00	10,536.99	1,049.66	0.00	(1,049.66)	1,072.67	10,560.00	9,487.33
Total General	27,069.57	44,999.16	17,929.59	28,378.49	32,339.16	3,960.67	136,615.27	173,955.80	37,340.53
Computer expense									
Computer Support	4,423.98	4,659.75	235.77	4,404.13	4,659.75	255.62	22,633.24	23,298.75	665.51
Software Support	696.00	619.00	(77.00)	696.00	619.00	(77.00)	9,697.20	12,007.00	2,309.80
Total Computer expense	5,119.98	5,278.75	158.77	5,100.13	5,278.75	178.62	32,330.44	35,305.75	2,975.31
Total Indirect Expenses	127,721.21	151,500.76	23,779.55	135,832.00	142,516.76	6,684.76	752,430.95	772,736.22	20,305.27
Total Total Expenses	379,454.48	436,160.53	56,706.05	363,021.88	422,623.50	59,601.62	2,046,775.51	2,178,669.70	131,894.19
Total Net Program Income	(127,908.85)	(170,883.09)	42,974.24	(137,093.78)	(184,942.84)	48,779.06	(838,179.27)	(966,264.07)	128,084.80
Grants and Other Income									
Grants and Donations									
Fundraiser	3,515.00	5,000.00	(1,485.00)	15.00	0.00	15.00	122,562.53	100,000.00	22,562.53
Donations	2,494.35	500.00	1,994.35	581.45	10,000.00	(9,418.55)	29,731.60	16,500.00	13,231.60
Grants	102,861.00	73,749.00	29,112.00	85,509.85	73,749.00	11,760.85	404,993.01	368,745.00	36,248.01
PHCD Grants	75,000.00	75,000.00	0.00	75,000.00	75,000.00	0.00	375,000.00	375,000.00	0.00
Total Grants and Donations	183,870.35	154,249.00	29,621.35	161,106.30	158,749.00	2,357.30	932,287.14	860,245.00	72,042.14
Other Income									
Interest Income	78.54	120.00	(41.46)	162.53	120.00	42.53	1,787.20	780.00	1,007.20
Dividends	0.00	4.00	(4.00)	0.00	4.00	(4.00)	0.00	20.00	(20.00)
Total Other Income	78.54	124.00	(45.46)	162.53	124.00	38.53	1,787.20	800.00	987.20
Total Grants and Other Income	183,948.89	154,373.00	29,575.89	161,268.83	158,873.00	2,395.83	934,074.34	861,045.00	73,029.34
Net income	56,040.04	(16,510.09)	72,550.13	24,175.05	(26,069.84)	51,174.89	95,895.07	(105,219.07)	201,114.14

Sonrisas Dental Health
Balance Sheet

As of Date:

11/30/2022

Location:

Sonrisas Dental Health

Year To Date

11/30/2022

Current Year Balance

Assets

Current Assets

Cash and Cash Equivalents

11205 - Operating - Boston Private Checking	197,045.47
11211 - Boston Private-CD 1	200,701.12
11213 - Boston Private-CD 3	502,811.23
11218 - Heritage -Operating	805,664.00
11600 - Petty Cash	198.84

Total Cash and Cash Equivalents 1,706,420.66

Accounts Receivable, Net

Accounts Receivable

12100 - Accounts Receivable-Patient	324,497.57
12210 - Accounts Receivable - Grants	233,822.86
12218 - Contra Acct - Allowance for Bad Debt	(5,675.96)
12220 - Accounts Receivable - Other Agencies	144,666.28

Total Accounts Receivable 697,310.75

Total Accounts Receivable, Net 697,310.75

Other Current Assets 22,572.53

Total Current Assets 2,426,303.94

Long-term Assets

Property & Equipment

17000 - Fixed Asset Clearing	10,764.11
17300 - Improvements	1,188,253.68
17400 - Equipment	1,341,773.89
17500 - Furniture/Fixtures	132,610.25
17600 - Vehicle	111,934.08
17999 - Accum Depreciation	(1,855,570.28)

Total Property & Equipment 929,765.73

Other Long-term Assets 10,424.90

Total Long-term Assets 940,190.63

Investments

Long Term Investments

11410 - Investment Acct. - Merrill Lynch	45,760.43
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Total Long Term Investments 45,760.43

Total Investments 45,760.43

Total Assets 3,412,255.00

Liabilities and Net Assets

Liabilities

Short-term Liabilities

Accounts Payable

21110 - Accounts Payable	48,299.36
23100 - Patient Prepayments	35,148.70
23200 - Patient Refunds Payable	6,492.67

Total Accounts Payable

89,940.73

Accrued Liabilities

22210 - Accrued Payroll	95,106.00
22220 - Accrued PTO	102,396.72
22250 - Accrued 401k Funds Payable	7,077.78
22260 - Accrued HSA Fund Payable	138.37
22320 - FSA Employee Account	3,986.84

Total Accrued Liabilities

208,705.71

Withholding Tax Payable

22230 - Accrued Payroll Taxes	45,388.44
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Total Withholding Tax Payable

45,388.44

Total Short-term Liabilities

344,034.88

Long Term Liabilities

Other Long-term Liabilities

6,027.26

Total Long Term Liabilities

6,027.26

Other Liabilities

Deferred Tax Liabilities

29000 - Social Security Tax Deferral	44,458.88
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Total Deferred Tax Liabilities

44,458.88

Total Other Liabilities

44,458.88

Total Liabilities

394,521.02

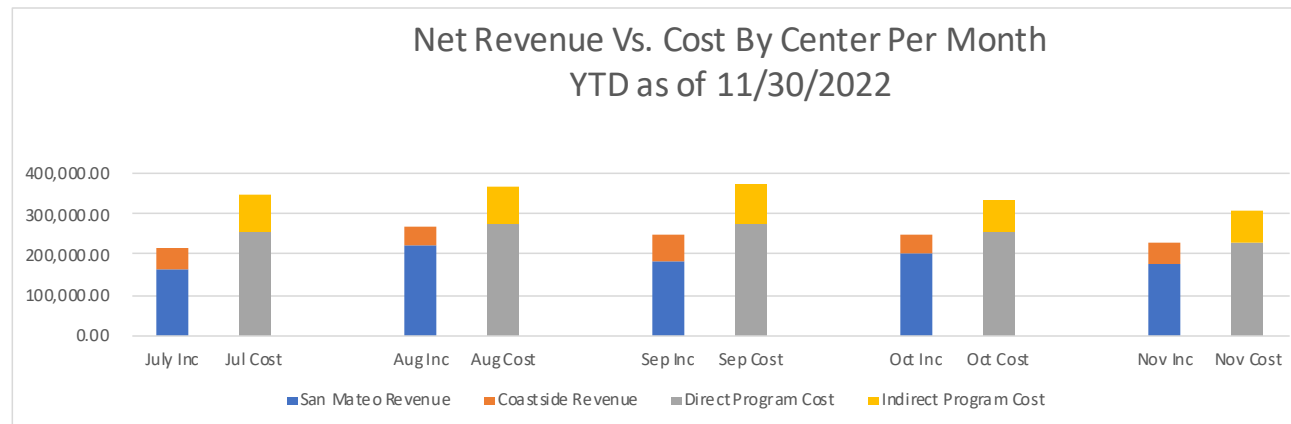
Net Assets

3,017,733.98

Total Liabilities and Net Assets**3,412,255.00**

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Sonrisas Dental Health Operations								
	Jul 22	Aug 22	Sept 22	Oct 22	Nov 22	Total	Budget	B(W)
San Mateo Revenue	163,278	223,898	184,183	201,870	174,626	947,854	995,424	(47,570)
Coastside Revenue	49,769	43,060	66,935	49,675	51,302	260,742	216,981	43,760
Total Net Revenue	213,047	266,958	251,118	251,545	225,928	1,208,596	1,212,406	(3,810)
Direct Program Cost	256,183	282,233	277,006	251,733	227,190	1,294,345	1,405,933	111,588
Indirect Program Cost	154,232	155,632	179,014	127,721	135,832	752,431	772,736	20,305
Total Cost	410,415	437,865	456,020	379,454	363,022	2,046,776	2,178,669	131,893
TOTAL	(197,368)	(170,907)	(204,902)	(127,909)	(137,094)	(838,180)	(966,264)	128,083
Dividend/Other Income	177	665	704	79	163	1,787	800	987
Donations Received	72,463	158,009	131,839	108,870	86,106	557,287	485,245	72,042
Grant from PHCD	75,000	75,000	75,000	75,000	75,000	375,000	375,000	0
OTHER INCOME	147,640	233,674	207,540	183,940	161,260	934,074	861,040	73,034
NET INCOME	(49,728)	62,766	2,641	56,040	24,175	95,894	(105,219)	201,113



	22-Jul	22-Aug	22-Sep	22-Oct	22-Nov	Total	Budug	Variance
San Mateo Visits	789	991	802	859	777	4218	4413	(195)
Coastside Visits	242	332	310	305	308	1497	1413	84
Total Visits	1031	1323	1112	1164	1085	5715	5826	(111)

Oct-22

Visits by Payer -San Mateo

	22-Oct	Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	22	38	(16)	119	143	(24)
PPO	203	209	(6)	789	786	3
Private Pay	29	29	0	103	107	(4)
Affordable Scale	14	29	(15)	79	107	(28)
FQHC	90	171	(81)	312	642	(330)
Farmworker	35	19	16	131	71	60
Public Dental Insurance	143	114	29	609	428	181
Public Dental Insurance	323	343	(20)	1299	1286	13
Total Visits	859	952	(93)	3441	3570	(129)

Visits by Payer -Coastside

	22-Oct	Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	12	9	3	31	34	(3)
PPO	47	31	16	158	112	46
Private Pay	2	3	(1)	8	12	(4)
Affordable Scale	40	43	(3)	141	156	(15)
FQHC		31	(31)		31	(31)
Farmworker			0			0
Public Dental Insurance	127	102	25	527	451	76
Public Dental Insurance	77	89	(12)	324	324	0
Total Visits	305	308	(3)	1189	1120	69

Nov-22

Visits by Payer -San Mateo

	22-Nov	Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	30	34	(4)	149	177	(28)
PPO	172	185	(13)	961	971	(10)
Private Pay	8	25	(17)	111	132	(21)
Affordable Scale	13	25	(12)	92	132	(40)
FQHC	78	152	(74)	390	794	(404)
Farmworker	19	17	2	150	88	62
Public Dental Insurance	137	101	36	746	530	216
Public Dental Insurance	320	303	17	1619	1589	30
Total Visits	777	842	(65)	4218	4413	(195)

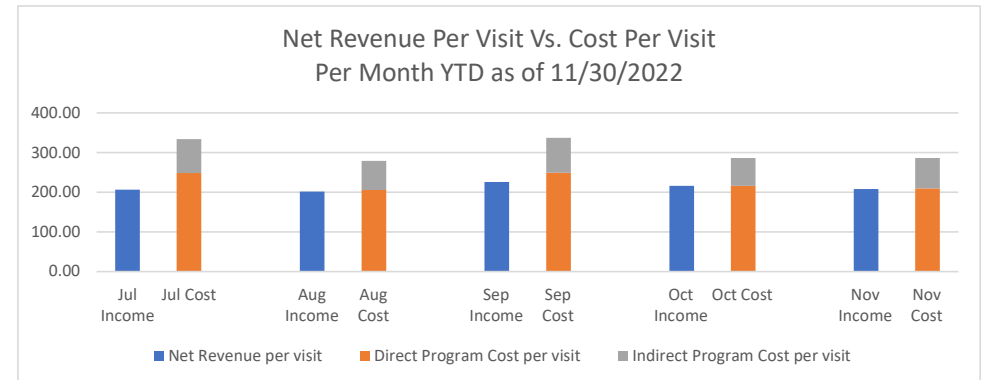
Visits by Payer -Coastside

	22-Nov	Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	14	9	5	45	42	3
PPO	44	29	15	202	141	61
Private Pay	1	3	(2)	9	15	(6)
Affordable Scale	27	41	(14)	168	198	(30)
FQHC	2	29	(27)	2	60	(58)
Farmworker			0			0
Public Dental Insurance	131	97	34	658	547	111
Public Dental Insurance	89	85	4	413	410	3
Total Visits	308	293	15	1497	1413	84

Avg. Income (Loss) per Visit				
	YTD	Budget YTD*	FY22	
Net Revenue per Visit	\$ 211.72	\$ 208.10	\$	185.47
Direct Cost per Visit	\$ (225.83)	\$ (230.60)	\$	(210.98)
Indirect Cost per Visit*	\$ (78.43)	\$ (83.67)	\$	(79.73)
Net Income per Visit	\$ (92.54)	\$ (106.18)	\$	(105.24)

* Indirect cost excludes costs in outreach program and fundraising department

* HPSM 10% increase will be in Budget after January 2022



Sonrisas Dental Health Operations Oct-22 VS. Oct-21			
	Oct-22	Oct-21	Variance B(W)
Visits	1164	1147	17
San Mateo Revenue	201,870	160,237	41,633
Coastside Revenue	49,675	44,708	4,967
Total Net Revenue	251,545	204,945	46,600
Direct Program Cost	251,733	215,696	(36,038)
Indirect Program Cost	127,721	124,935	(2,786)
Total Cost	379,454	340,631	(38,824)
TOTAL	(127,909)	(135,686)	7,776
Dividend/Other Income	79	285	(206)
Donations Received	108,870	52,967	55,903
Grant from PHCD	75,000	75,000	0
Grants and Donations	183,949	128,252	55,697
NET INCOME	56,040	(7,434)	63,473

Sonrisas Dental Health Operations Nov 22 VS. Nov 21			
	Nov-22	Nov-21	Variance B(W)
Visits	1085	1096	(11)
San Mateo Revenue	174,626	187,118	(12,492)
Coastside Revenue	51,302	32,102	19,200
Total Net Revenue	225,928	219,220	6,708
Direct Program Cost	227,190	234,792	7,603
Indirect Program Cost	135,832	125,595	(10,237)
Total Cost	363,022	360,388	(2,634)
TOTAL	(137,094)	(141,168)	4,074
Dividend/Other Income	163	154	8
Donations Received	86,106	95,133	(9,027)
Grant from PHCD	75,000	75,000	0
Grants and Donations	161,269	170,287	(9,018)
NET INCOME	24,175	29,119	(4,944)

Fundraising Memo



DATE: December 16, 2022
TO: SDH Board of Directors
FROM: Maura LeBaron-Hsieh, MPH, Director of Development
RE: Development Update

In late November and early December 2022, the Development Team held our Week of Gratitude campaign, hosted a lively donor appreciation event in Half Moon Bay, and launched our calendar-year-end fundraising appeal.

As of November 30, 2022, we have raised \$1,550,990 (74%) of our \$2,089,990 FY22-23 fundraising goal (includes \$900K PHCD support). Please see the attached Fundraising Report for visual overview.

1. Individual Donations

- As of November 30, 2022, we have received \$144,657 in individual donations and sponsorships in FY22-23.
- This month, the team's top priority is our calendar-year-end fundraising appeal, which focuses on Sonrisas' important work to provide dental care that is accessible to patients of all abilities.

2. Grant Seeking

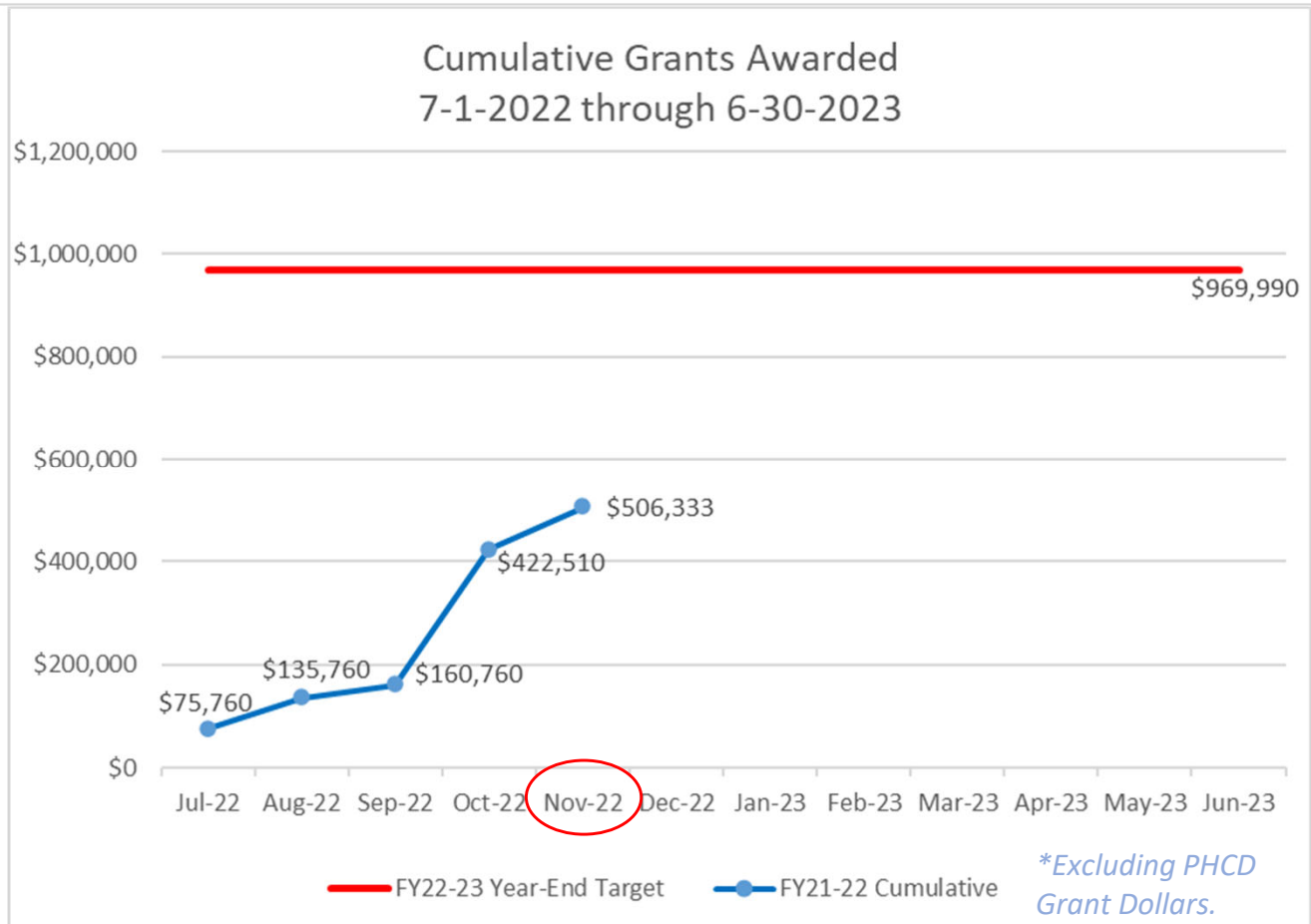
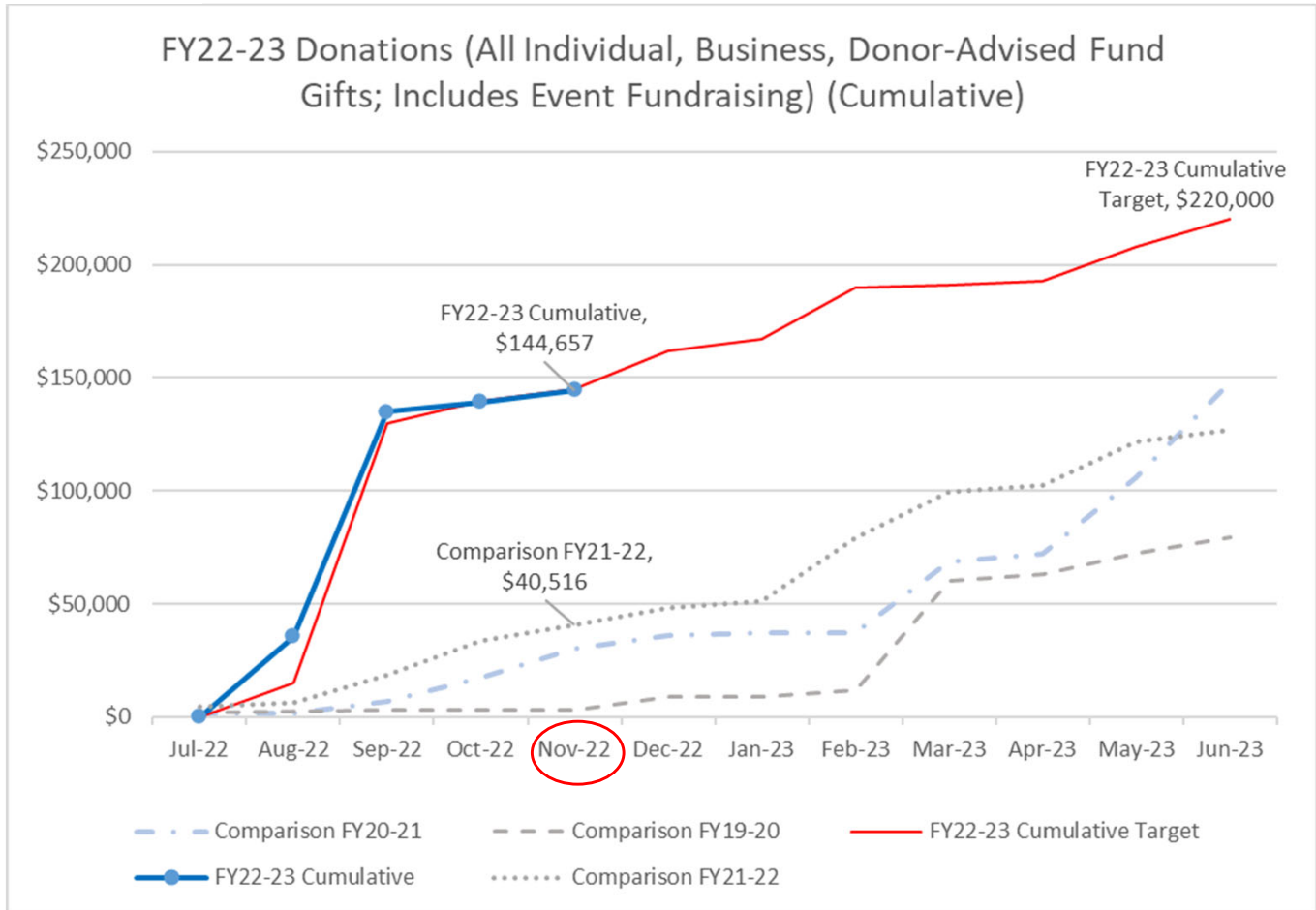
- Sonrisas has been awarded \$506,333 in grants as of November 30, 2022, representing 52% of our annual grant target. We are currently in consideration for \$20,000 in grant funding, with further proposal deadlines in the new year.
- On December 13, Development Director Maura LeBaron-Hsieh presented to the San Mateo County Board of Supervisors regarding a funding proposal for dental care for Farmworkers, sponsored by Sup. Horsley following Sonrisas' Cooking for a Cause event in September. The resolution passed unanimously. As a result, Sonrisas will receive \$123,000 in Measure K discretionary funds from San Mateo County to provide 384 dental visits to farmworkers and their families in Pescadero during calendar year 2023.

3. Events

- Sonrisas' Development team is deploying our new event strategy with enthusiasm. Thank you to the Sonrisas Board of Directors for your reflection and feedback on our plan at the November board meeting.
- On Dec 1st, we hosted a lively donor appreciation event in Half Moon Bay to show our appreciation and connect with some of our most generous and loyal supporters. The weather cleared just in time for the event to take place outdoors, and music from the West Coast Ramblers added great atmosphere. Thank you to all who attended!

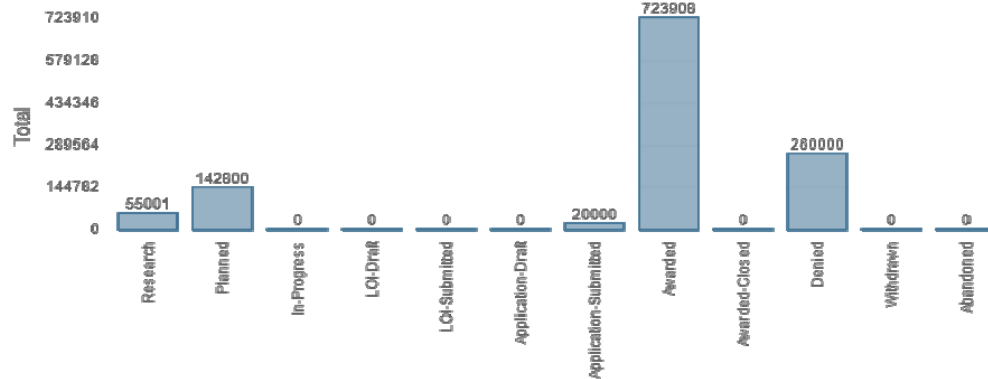


SDH Fundraising Report FY22-23 Through Nov 30, 2022



Opportunities By Status

3/1/2022 - 6/30/2023



Funder	Funding Opportunity	Funding Category	Deadline	Amount Projected	Amount Awarded	Status
Atkinson Foundation	2022 Senior Programs Grant	Access to Care, Seniors, Outreach	2/1/2022	\$7,500	\$7,500	Awarded
Delta Dental Community Care Foundation	FY22-23 Senior ATC Grant	Access to Care, Seniors, Outreach	3/25/2022	\$100,000	\$100,000	Awarded
The Comcast Nbcuniversal Foundation	2022 Project Innovation	School Screenings	3/25/2022		\$0	Denied
Kaiser Permanente Community Health	FY22-23 Kaiser Safety Net Grant	Access to Care	3/25/2022	\$25,000	\$25,000	Awarded
Sequoia Healthcare District	FY21-22 Sequoia Healthcare District ATC Q3 Invoice	General Operations	4/4/2022	\$60,000	\$60,000	Awarded
City of Burlingame	2022 Community Funding Information	Access to Care	4/15/2022	\$5,000	\$1,760	Awarded
Mills Peninsula Hospital (Sutter Health)	2022 RFP Mills Sutter Health	Access to Care, School Screenings	4/29/2022	\$20,000	\$20,000	Awarded
First 5 San Mateo County	2022 First Five Oral Health Extension	School Screenings, Access to Care Children	4/30/2022	\$54,075	\$54,075	Awarded
AstraZeneca Corporate Contributions Program	2022 RFP AstraZeneca	School Screenings, Access to Care Children	5/13/2022		\$0	Denied
City of Half Moon Bay	FY22-23 CSFA Grant	Access to Care	5/15/2022	\$14,000	\$14,000	Awarded
Chan Zuckerberg Initiative Foundation	2022-2024 CZI Community Fund	General Operations	6/30/2022	\$100,000	\$100,000	Awarded
Sequoia Healthcare District	FY21-22 Sequoia Healthcare District ATC Q4 Invoice and Final Report	General Operations	7/5/2022	\$60,000	\$60,000	Awarded
Workforce Matters	https://www.granthonline.com/2022 Workforce Equity Fund Grant		7/31/2022		\$0	Denied
Woodlawn Foundation	2022 Woodlawn Foundation Grant	Access to Care, Seniors	8/4/2022	\$25,000	\$25,000	Awarded
AmFund (American Fundraising Foundation, Inc.)	2022 Golden Pear		8/10/2022		\$0	Denied
Lucile Salter Packard Childrens Hospital at Stanford	2022-23 RFP LPCH		9/15/2022	\$75,000	\$75,000	Awarded
The San Bruno Community Foundation	2023 San Bruno Community Foundation	School Screenings, Access to Care Children	9/22/2022	\$10,000	\$10,000	Awarded
Stanford Health Care	2022-23 Stanford RFP	Access to Care	9/23/2022	\$68,000	\$68,000	Awarded
Silicon Valley Community Foundation	SVCF Leadership Investment Application		9/30/2022	\$18,750	\$18,750	Awarded
American Academy of Pediatric Dentistry	2022 AAPD	Access to Care Children	10/1/2022		\$0	Denied
Sequoia Healthcare District	FY22-23 Sequoia Healthcare District ATC Q1 Invoice	Access to Care, General Operations	10/1/2022	\$83,823	\$83,823	Awarded
Dignity Health-Sequoia Hospital	2023 Dignity Health Grant	School Screenings, Access to Care Children	10/7/2022	\$20,000		Application-Submitted
Adobe Employee Community Fund	Adobe 2022		12/30/2022	\$20,000		Research
Sequoia Healthcare District	FY22-23 Sequoia Healthcare District Q2 Invoice	Access to Care, School Screenings, Seniors, General Operations, Outreach	1/3/2023	\$103,560		Planned
Dental Trade Alliance	2023 RFP		1/18/2023	\$25,000		Research
Millbrae Community Foundation	MCF Community Program Grant	School Screenings, Access to Care Children	1/25/2023	\$5,000		Research
Coastside Women's Club	FY20 Coastside GO Grant	General Operations	3/15/2023	TBD		Research
Oral Health Foundation of the Pierre Fauchard Academy	2021 RFP	Access to Care	3/15/2023	\$5,000		Research
Sequoia Healthcare District	FY22-23 Sequoia Healthcare District Q3 Invoice	Access to Care, School Screenings, Seniors, General Operations, Outreach	4/4/2023	\$77,600		Planned
Genentech	2023 Genentech Health Equity & Diversity in STEM Innovation Fund		6/1/2023	TBD		Research
Totals				\$982,308	\$ 722,908	30
				as of 12/12/22		