



October Board Reports

1. CEO Report
2. Development Report
3. September Unaudited Financials

CEO Report



DATE: October 18, 2021

TO: SDH Board of Directors

FROM: Tracey Fecher, CEO

RE: CEO Report

1. Clinic Operations:

- Based on the clinical team's recommendation, the leadership team decided to put a hold on taking new private pay patients along with the existing hold on new Medi-Cal Dental adult patients. There are a limited number of appointments available due current patients needing 6-month cleaning appointments and/or appointments for treatment. An exception is new FQHC patients and all new child patients. Some of the reasons for this include the new hygienists training needs, the inability to hire a much-needed full time dental assistant, a full-time dental assistant needed unexpected family leave, and a dentist leaving early for maternity leave. We will be assessing our ability to take new patients on a bi-weekly basis and are exploring solutions, including adding dental provider days.
- The clinical team is working closely with the recruiters that are a part of the HR team to find a full-time dental assistant.

2. FQHC Contract Update:

- Work on the technical connection from Sonrisas computers to SMMC x-ray and electronic health record systems continues. The team is now testing the next layer of software.

3. Farmworkers:

- Dr. Torrey provided dental services to farmworker patients at the Puente location in Pescadero last week. The Puente team has been very supportive of Sonrisas, even offering to help with additional translation services if needed due to a dental assistant being on unexpected family leave.

4. Half Moon Bay Clinic Refresh and Lease:

- The HVAC system was installed at the HMB clinic over the weekend and will be operational this week. The clinic was closed for two days to do the work.
- The full clinic refresh is scheduled to begin the last week of November.

5. Donation of Clinical Equipment

- The Gurnick Academy in San Mateo donated a clinic full of equipment to Sonrisas. This included 6 dental chairs, a sterilizer, instruments and more. Gurnick was unfortunately closing their dental assisting program due to a lack of enrollment.
- The chairs were installed on the 2nd floor of a building without an elevator. Our dental equipment vendor devised a way to get the heavy chairs down the exterior staircase, see the photos below.

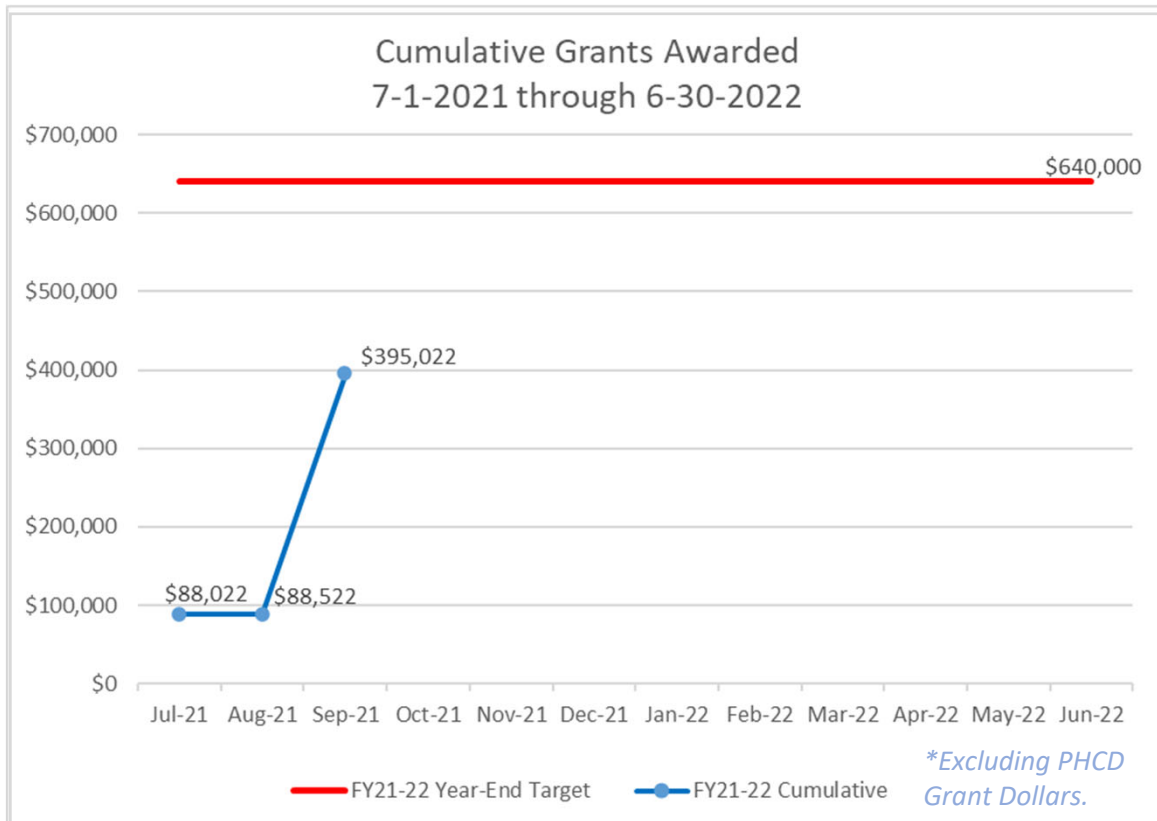
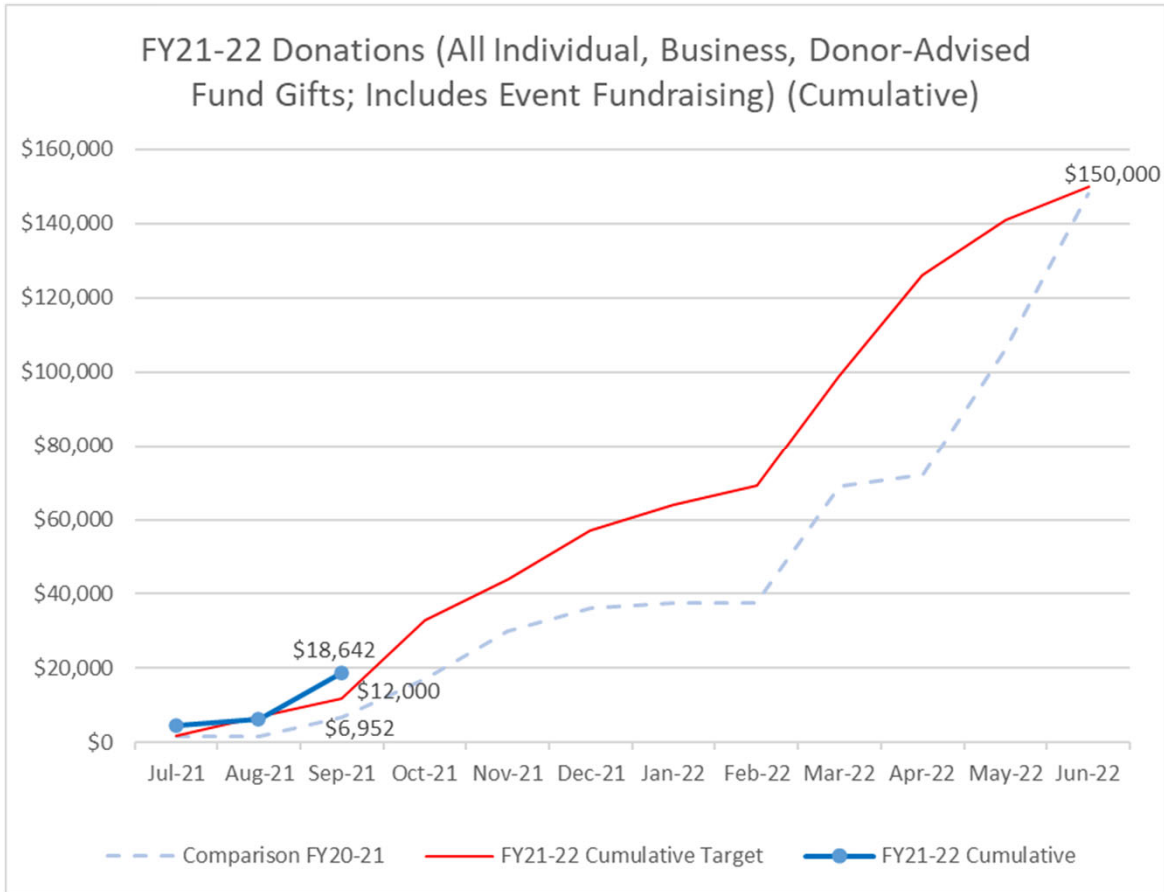


- Two of the chairs will be used to replace the 20+ year old chairs during the HMB refresh project. Some of the equipment, like the sterilizer, will be used in lieu of new capital purchases. The team is still determining how to best utilize the remaining chairs.
6. Financial Updates:
- The team is currently applying to the IRS for Employee Retention Credits (ERC), which was recently extended to employers who previously received Paycheck Protection Program loans. While the ERC is a tax credit, the team believes Sonrisas may receive a check from the IRS if our tax burden is less than the credit received. At this time, the ADP system to apply for ERC indicates we may qualify for over \$100K in ERC.
 - Health Resources & Services Administration (HRSA) has just released applications for Phase 4 of the provider relief fund for Medicaid providers. While Sonrisas received the full amount eligible, which was \$234K, Phase 4 includes a higher reimbursement for small providers as well as bonus payments based on the amount and type of Medicaid delivered. There is limited information about if how a small provider is defined and any bonus amounts. HRSA indicated payments will depend on the number of providers who apply by the deadline of 10/26/21.
 - On October 18th, 2021, Sonrisas' current cash position was \$1,706,000.

Development Report

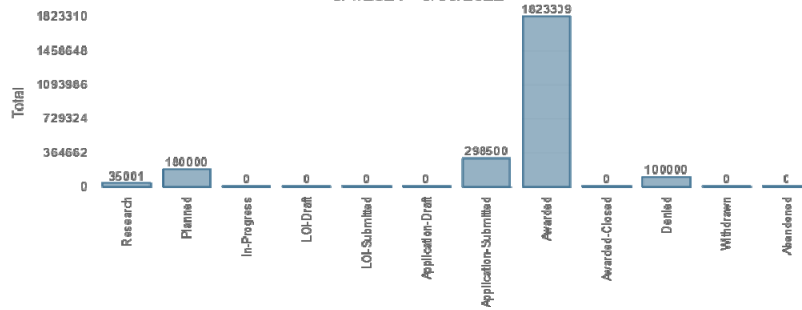


SDH Fundraising Report FY21-22 Through September 30, 2021



Opportunities By Status

3/1/2021 - 6/30/2022



Funder	Funding Opportunity	Funding Category	Deadline	Amount Requested	Amount Awarded	Status
William G Irwin Charity Foundation	2020 William G Irwin Charity Foundation Grant	Capital Project	8/14/2020	\$30,000	\$30,000	Awarded
Sequoia Healthcare District	FY 20-21 Sequoia Healthcare District Q2 Grant	Access to Care	1/8/2021	\$45,648	\$45,648	Awarded
Patterson Foundation	2021 Patterson Application	School Screenings, Access to Care Children	1/8/2021	\$35,000	\$0	Denied
Atkinson Foundation	2021 Senior Programs Grant	Access to Care, Seniors, Outreach	2/1/2021	\$12,500	\$12,500	Awarded
The Comcast Nbcuniversal Foundation	2021 Community Impact Grant - Program Innovation	School Screenings, Access to Care Children	2/12/2021	\$40,000	\$0	Denied
Rotary Club of San Mateo	2021 Rotary Club of San Mateo	School Screenings	3/15/2021	\$3,000		Application-Submitted
Sobrato Family Foundation	2021-2022 Sobrato Essential Human Services Grant	Access to Care, General Operations, Capital Project	3/19/2021	\$50,000	\$123,000	Awarded
America's ToothFairy: National Childrens Oral Health Foundation	March 2021 Tooth Fairy In The Gap	Access to Care Children	3/31/2021	\$500	\$500	Awarded
Sand Hill Foundation	2021 Sand Hill Foundation	Access to Care	4/1/2021	\$50,000	\$25,000	Awarded
Sequoia Healthcare District	FY 20-21 Sequoia Healthcare District Q3 Grant	Access to Care	4/9/2021	\$64,839	\$64,839	Awarded
First Five San Mateo County	2021 First Five Oral Health RFP	School Screenings, Access to Care Children	4/13/2021	\$70,000	\$70,000	Awarded
City of Burlingame	2021 Community Funding Information	Access to Care	4/16/2021	\$5,000	\$1,800	Awarded
City of Half Moon Bay	FY21-22 CSFA Grant	Access to Care, Covid 19	4/16/2021	\$20,000	\$20,000	Awarded
Stanford Health Care	FY21 Capital Grant for SM Operatory Build-Out	Capital Project	5/14/2021	\$75,000	\$110,000	Awarded
Delta Dental Community Care Foundation	2021 Delta Dental Community Care Grant	Access to Care, Seniors, Outreach	5/31/2021	\$130,000	\$100,000	Awarded
Peninsula Health Care District	FY 20 PHCD 3-Year Grant, Year 2	Access to Care, General Operations	6/30/2021	\$900,000	\$900,000	Awarded
Sunlight Giving	FY21-22 Sunlight Giving COVID-19 Recovery Grant	General Operations, Covid 19	7/6/2021	\$0	\$25,000	Awarded
Sequoia Healthcare District	FY 20-21 Sequoia Healthcare District Q4 Grant	Access to Care	7/9/2021	\$63,022	\$63,022	Awarded
AstraZeneca Corporate Contributions Program	2021 Health Equity Community Solutions Challenge	Access to Care	7/16/2021	\$25,000	\$0	Denied
America's ToothFairy: National Childrens Oral Health Foundation	July 2021 Tooth Fairy In The Gap	Access to Care Children	7/30/2021	\$500	\$500	Awarded
Kaiser Permanente Community Health	2022 Kaiser Safety Net Grant		8/5/2021	\$25,000	\$25,000	Awarded
Children's Health Initiative / HPSM	Initiative FY22-24 Dental Capacity Grant	School Screenings, Access to Care Children, Capital Project, Outreach	8/19/2021	\$105,000	\$105,000	Awarded
Stanford Health Care	2021-22 Stanford RFP		8/20/2021	\$61,000	\$61,000	Awarded
Chan Zuckerberg Initiative Foundation	FY21-22 CZI Community Fund	General Operations	8/27/2021	\$200,000		Application-Submitted
Lucile Salter Packard Childrens Hospital at Stanford	2021-22 LPH RFP		9/8/2021	\$40,000	\$40,000	Awarded
Network for Good, Inc.	FY 21-22 Network For Good RFP	General Operations	9/15/2021	\$5,000	\$500	Awarded
The San Bruno Community Foundation	2022 San Bruno Community Foundation	School Screenings, Access to Care Children	9/22/2021	\$7,500		Application-Submitted
Cigna Foundation	FY21-22 Health and Well-Being Grant	Access to Care	9/24/2021	\$65,000		Application-Submitted
Touchpoint Foundation	2021-22 Touchpoint Foundation	Access to Care, Seniors, Outreach	9/30/2021	\$3,000		Application-Submitted
American Academy of Pediatric Dentistry	AAPD 2021-2022 RFP	School Screenings, Access to Care Children	10/1/2021	\$20,000		Application-Submitted
Sequoia Healthcare District	FY21-22 Sequoia Healthcare District ATC Q1 Invoice	Access to Care, General Operations	10/1/2021	\$60,000		Planned
AmFund (American Fundraising Foundation, Inc.)	2021 AmFund Golden Pear Grant	General Operations	10/20/2021	\$0		Planned
Sequoia Healthcare District	FY21-22 Sequoia Healthcare District ATC Q2 Invoice	General Operations	1/3/2022	\$60,000		Planned
Dental Trade Alliance	2022 RFP		1/15/2022	\$25,000		Research
COASTSIDE WOMENS CLUB	FY20 Coastside GO Grant	General Operations	3/1/2022	\$1		Research
Oral Health Foundation of the Pierre Fauchard Academy	2021 RFP	Access to Care	3/15/2022	\$5,000		Research
Sequoia Healthcare District	FY21-22 Sequoia Healthcare District ATC Q3 Invoice	General Operations	4/4/2022	\$60,000		Planned
Millbrae Community Foundation	MCF Community Program Grant	School Screenings, Access to Care Children		\$5,000		Research
Totals				\$2,361,510	\$1,823,309	37

September Unaudited Financials



DATE: October 14, 2021
TO: SDH Board of Directors
CC: Cheryl Fama, CFO
FROM: Tina Wang, Senior Accountant
RE: August Unaudited Financials and YTD Performance to Budget

August PERFORMANCE:

- 1/6 of the 2nd PPP loan of \$67,035 was recognized as revenue in August. There is 1 month remaining to be released in September.
 - Covid Relief Grant of \$25k was received from Sunlight Giving
 - \$9,375 was paid to the kick off Diversity, Equity and Inclusion consulting.
- A. Revenue:** Net Patient Revenue was **\$206,199**
- 1,177 visits - 49 visits more than budget
 - Total gross revenue was \$469,970 - \$9K less than budget
 - Total uncompensated care deductions were **(\$263,771)** – 56% of gross revenue.
- B. Total Expense:** **(\$365,491)** – \$20,495 better than budget due to savings in direct personnel expenses and fundraising expenses.
- C. Donations/Grants & Other Income:** **\$231,945**
- Grants and Donations - \$82,841 released from restricted grants, including \$25K Covid Relief grant from Sunlight Giving and \$4,100 in individual donations received during the month. In addition, \$75,000 was received from PHCD.
 - Other income includes \$67,000 - 1/6 of the second PPP loan; \$244 interest and dividends; and \$2,758 in refunds received from worker's comp and health insurance premiums.

Net Income: \$72,653

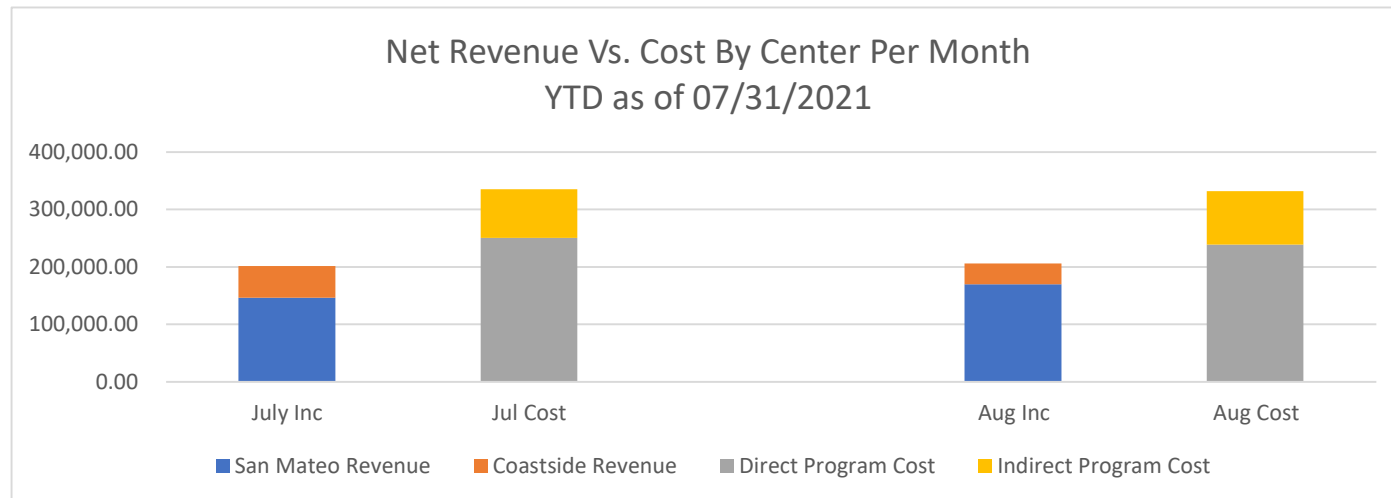
YTD PERFORMANCE TO BUDGET: YTD net income is **\$234K** better than budget*. Cashflow is **\$217K** better than budget. PHCD grant received to date is **\$150,000**.

	YTD Actual	YTD Budget	Performance
<i>Visits</i>	<i>2,356</i>	<i>2,307</i>	<i>49</i>
Gross Patient Revenue	\$929,593	\$975,731	(-5%)
Uncompensated Care (Deductions)	\$(522,033)	\$(557,031)	6%
Grants/Donations/Other Income*	\$597,094	\$398,694	50%
Direct Cost	\$(489,104)	\$(517,021)	5%
Indirect Cost	\$(248,649)	\$(267,733)	7%
Net Income	\$266,902	\$32,639	717%
<i>Non-cash items adj.</i>			
Depreciation	\$46,963	\$50,480	7%
Capital Expenditure	(\$150,399)	(\$136,879)	(9%)
Estimated Cash Flow	\$ 163,466	(\$53,760)	404%

*\$110K restricted funds were released to cover capital expenditures for San Mateo Operatory Build-Out

Sonrisas Dental Health Operations

	Jul 21	Aug 21	YTD	YTD Budget	B(W)
San Mateo Revenue	146,167	169,861	316,028	348,600	(32,572)
Coastside Revenue	55,195	36,338	91,533	70,099	21,433
Total Net Revenue	201,362	206,199	407,561	418,699	(11,139)
Direct Program Cost	250,563	238,541	489,104	517,021	27,917
Indirect Program Cost	121,699	126,951	248,650	267,733	19,083
Total Cost	372,262	365,492	737,754	784,754	47,000
TOTAL	(170,905)	(159,293)	(330,193)	(366,055)	35,862
Dividend/Other Income	67,000	70,003	137,003	134,028	2,975
Donations Received	223,149	86,942	310,091	114,666	195,425
Grant from PHCD	75,000	75,000	150,000	150,000	-
OTHER INCOME	365,149	231,945	597,094	398,694	198,400
NET INCOME	194,244	72,652	266,901	32,639	234,262



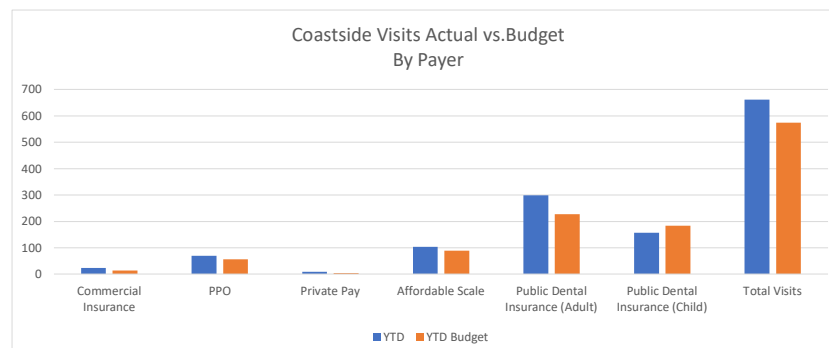
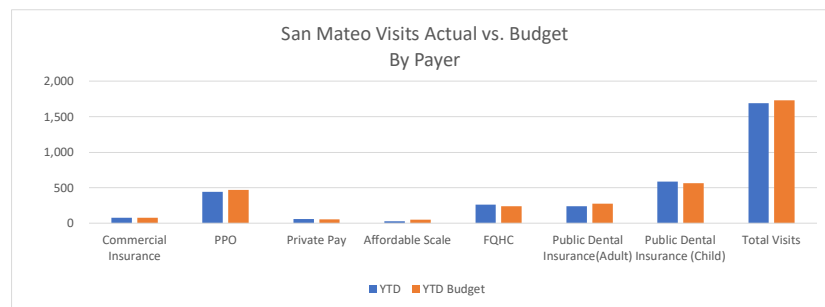
	Jul 21	Aug 21	Year to Date	Budget	Variance
San Mateo Visits	839	855	1694	1733	(39)
Coastside Visits	340	322	662	574	88
Total Visits	1179	1177	2,356	2,307	49

Visits by Payer -San Mateo

	Aug 21	Aug Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	37	40	(3)	80	80	0
PPO	220	235	(15)	440	469	(29)
Private Pay	29	28	1	60	56	4
Affordable Scale	13	25	(12)	27	50	(23)
FQHC	139	119	20	261	237	24
Public Dental Insurance(Adult)	118	138	(20)	238	275	(37)
Public Dental Insurance (Child)	299	284	15	588	566	22
Total Visits	855	869	(14)	1,694	1,733	(39)

Visits by Payer -Coastside

	Aug 21	Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	11	6	5	23	14	9
PPO	29	25	4	70	56	14
Private Pay	3	2	1	9	4	5
Affordable Scale	55	40	15	104	89	15
Public Dental Insurance (Adult)	152	103	49	299	227	72
Public Dental Insurance (Child)	72	83	(11)	157	184	(27)
Total Visits	322	259	63	662	574	88



Avg. Income (Loss) per Visit		
YTD		
Net Revenue per Visit	\$	172.99
Direct Cost per Visit	\$	(207.60)
*Indirect Cost per Visit	\$	(75.57)
Net Income per Visit	\$	(110.17)

True Income (Loss) per Visit by Payer		
Payer	Avg. YTD	
Commercial Insurance	\$	60.41
PPO	\$	(27.81)
Public Dental Insurance	\$	(210.06)
Private Pay	\$	189.68
Affordable Scale	\$	51.66
FQHC	\$	19.08

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

Sonrisas Dental Health Operations FY22 VS. FY21			
	Aug 21	Aug 20	Variance B(W)
Visits	1177	765	412
San Mateo Revenue	169,861	97,967	71,894
Coastside Revenue	36,338	26,925	9,413
Total Net Revenue	206,199	124,892	81,307
Direct Program Cost	238,541	176,821	61,720
Indirect Program Cost	126,951	88,873	38,078
Total Cost	365,492	265,694	99,798
TOTAL	(159,293)	(140,802)	(18,491)
Dividend/Other Income	70,003	65,908	4,095
Donations Received	86,942	62,483	24,459
Grant from PHCD	75,000	25,000	50,000
OTHER INCOME	231,945	153,391	78,554
			0
NET INCOME	72,652	12,589	60,063

Sonrisas Dental Health Balance Sheet

As of Date:

08/31/2021

Location:

Sonrisas Dental Health

	Year To Date
	08/31/2021
	Current Year Balance
Assets	
Current Assets	
Cash and Cash Equivalents	
11205 - Operating - Boston Private Checking	599,617.82
11211 - Boston Private-CD 1	200,059.45
11212 - Boston Private-CD 2	300,050.96
11213 - Boston Private-CD 3	500,127.40
11600 - Petty Cash	581.41
Total Cash and Cash Equivalents	1,600,437.04
Accounts Receivable, Net	330,514.81
Other Current Assets	29,104.35
Total Current Assets	1,960,056.20
Long-term Assets	
Property & Equipment	
17300 - Improvements	1,084,211.96
17400 - Equipment	1,199,645.53
17500 - Furniture/Fixtures	128,309.06
17600 - Vehicle	111,934.08
17999 - Accum Depreciation	(1,485,097.74)
Total Property & Equipment	1,039,002.89
Other Long-term Assets	14,697.00
Total Long-term Assets	1,053,699.89
Investments	
Long Term Investments	
11410 - Investment Acct. - Merrill Lynch	167,247.17
Total Long Term Investments	167,247.17
Total Investments	167,247.17
Total Assets	3,181,003.26
Liabilities and Net Assets	
Liabilities	
Short-term Liabilities	
Accounts Payable	
21110 - Accounts Payable	95,901.91
23100 - Patient Prepayments	25,651.10
23200 - Patient Refunds Payable	4,559.90
Total Accounts Payable	126,112.91
Accrued Liabilities	
22210 - Accrued Payroll	148,109.94
22220 - Accrued PTO	101,735.72
22250 - Accrued 401k Funds Payable	23,129.68
22255 - Accrued 401k Match Fund	2,185.83
22260 - Accrued HSA Fund Payable	1,454.19
22320 - FSA Employee Account	1,927.26

Total Accrued Liabilities	278,542.62
Withholding Tax Payable	
22230 - Accrued Payroll Taxes	50,414.76
Total Withholding Tax Payable	50,414.76
Total Short-term Liabilities	455,070.29
Long Term Liabilities	
Notes Payable - Long Term	
28000 - PPP Loan	402,210.00
28001 - Estimated PPP Loan Forgiveness	(335,105.00)
Total Long Term Notes Payable	67,105.00
Other Long-term Liabilities	8,536.54
Total Long Term Liabilities	75,641.54
Other Liabilities	83,988.56
Total Liabilities	614,700.39
Net Assets	2,566,302.87
Total Liabilities and Net Assets	3,181,003.26

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Sonrisas Dental Health
Revenues and Expenditures - Budget vs Actual

As of August 31, 2021

As of Date:

08/31/2021

Location:

Sonrisas Dental Health

Restriction:

Unrestricted

	Month Ending 08/31/2021				Year To Date 08/31/2021			
	Actual	2021	2022 BUDGET	Budget Diff	Actual	2021	2022 BUDGET	Budget Diff
Revenue and Expenditures								
Net Program Income								
Patient Revenue								
Patient Services								
Commercial Insurance	15,377.00		16,342.91	(965.91)	36,295.00		33,037.86	3,257.14
PPO	87,392.00		108,705.05	(21,313.05)	180,894.52		218,878.42	(37,983.90)
Public Dental Insurance	277,118.00		267,232.58	9,885.42	540,350.00		547,923.31	(7,573.31)
Private Pay	8,748.00		8,761.70	(13.70)	18,459.00		17,562.94	896.06
Affordable Scale	21,621.00		20,687.35	933.65	39,925.00		43,944.83	(4,019.83)
FQHC	59,714.00		57,306.46	2,407.54	113,670.00		114,383.38	(713.38)
Gross Patient Revenue	469,970.00		479,036.05	(9,066.05)	929,593.52		975,730.74	(46,137.22)
Uncompensated Care								
Prior Period Adjustment	411.36		(3,200.00)	3,611.36	(3,399.79)		(6,400.00)	3,000.21
Uncompensated Care - Commercial Insurance	(2,918.90)		(2,402.63)	(516.27)	(6,121.70)		(4,886.77)	(1,234.93)
Uncompensated Care - PPO	(37,281.91)		(46,735.01)	9,453.10	(77,551.32)		(94,166.26)	16,614.94
Uncompensated Care - Public Dental Insurance	(192,241.70)		(186,249.63)	(5,992.07)	(374,281.60)		(381,760.37)	7,478.77
Uncompensated Care - Affordable Scale	(9,699.00)		(9,647.83)	(51.17)	(18,240.00)		(20,526.01)	2,286.01
Uncompensated Care - FQHC	(19,865.00)		(22,916.85)	3,051.85	(38,483.00)		(45,741.91)	7,258.91
Fee Adjustments	(1,949.60)		(1,775.00)	(174.60)	(3,919.25)		(3,550.00)	(369.25)
Patient Account - Bad Debt Write-off	(226.20)		0.00	(226.20)	(36.11)		0.00	(36.11)
Total Uncompensated Care	(263,770.95)		(272,926.95)	9,156.00	(522,032.77)		(557,031.32)	34,998.55
Net Patient Revenue	206,199.05		206,109.10	89.95	407,560.75		418,699.42	(11,138.67)
Total Expenses								
Direct Expenses								
Direct Personnel Expense								
Direct Program Salaries	172,342.78		190,492.12	18,149.34	361,747.86		380,984.24	19,236.38
Payroll Taxes	12,991.56		13,486.85	495.29	27,536.49		26,973.70	(562.79)
Unemployment Taxes	597.82		2,285.90	1,688.08	874.85		4,571.80	3,696.95

Benefits	4,876.04	6,171.94	1,295.90	10,287.64	12,343.88	2,056.24
401k Match	4,291.68	5,200.43	908.75	8,649.09	10,400.86	1,751.77
Worker's Comp	829.12	662.30	(166.82)	1,658.24	1,324.60	(333.64)
Continuing Education	335.00	50.00	(285.00)	335.00	100.00	(235.00)
License and Registration	351.27	1,075.00	723.73	819.82	2,150.00	1,330.18
Total Direct Personnel Expense	196,615.27	219,424.54	22,809.27	411,908.99	438,849.08	26,940.09
Clinic Expenses						
Sterilization Services	756.00	756.00	0.00	1,512.00	1,512.00	0.00
Shredding	67.00	67.00	0.00	134.00	134.00	0.00
Dental Supplies	20,606.47	15,748.66	(4,857.81)	40,121.77	32,377.15	(7,744.62)
Small Dental Equipment	155.58	0.00	(155.58)	155.58	5,185.00	5,029.42
Dental Equipment Repair	870.64	1,036.00	165.36	2,633.51	2,576.00	(57.51)
Lab Fees	10,609.41	9,556.76	(1,052.65)	21,530.41	19,431.71	(2,098.70)
Uniforms	50.00	92.00	42.00	50.00	184.00	134.00
PPE& Covid Related	8,810.37	8,030.87	(779.50)	11,057.42	16,771.82	5,714.40
Total Clinic Expenses	41,925.47	35,287.29	(6,638.18)	77,194.69	78,171.68	976.99
Total Direct Expenses	238,540.74	254,711.83	16,171.09	489,103.68	517,020.76	27,917.08
Indirect Expenses						
Indirect Personnel Expenses						
Salaries/Wages	54,002.63	57,699.20	3,696.57	111,142.15	115,398.40	4,256.25
Payroll Taxes	4,097.97	4,085.11	(12.86)	8,309.34	8,170.22	(139.12)
Unemployment Taxes	0.00	761.63	761.63	0.00	1,523.26	1,523.26
Benefits	1,520.38	1,246.30	(274.08)	2,830.30	2,492.60	(337.70)
401k Match	2,237.31	1,730.98	(506.33)	4,496.37	3,461.96	(1,034.41)
Worker's Comp	352.88	519.70	166.82	705.76	1,039.40	333.64
Total Indirect Personnel Expenses	62,211.17	66,042.92	3,831.75	127,483.92	132,085.84	4,601.92
Facility Expenses						
Auto Expenses	92.75	110.00	17.25	185.50	220.00	34.50
Building Maintenance	761.35	999.00	237.65	1,561.70	1,898.00	336.30
Janitorial Service	2,465.00	2,260.00	(205.00)	4,930.00	4,520.00	(410.00)
Rent	3,300.00	3,600.00	300.00	6,600.00	6,900.00	300.00
Phone/Internet	1,771.58	1,833.00	61.42	3,451.21	3,666.00	214.79
Utilities	2,981.89	2,850.00	(131.89)	5,536.13	5,700.00	163.87
Total Facility Expenses	11,372.57	11,652.00	279.43	22,264.54	22,904.00	639.46
Office Expenses						
Claims Processing	184.24	411.00	226.76	341.36	822.00	480.64
Patient Notification	485.00	230.00	(255.00)	970.00	460.00	(510.00)
Office Supplies	623.43	1,000.00	376.57	920.06	2,000.00	1,079.94
Postage and Shipping	279.45	200.00	(79.45)	399.45	400.00	0.55

Printing Costs	147.99	155.00	7.01	147.99	310.00	162.01
Property Taxes	0.00	0.00	0.00	249.99	0.00	(249.99)
Dues, Fees & License	0.00	0.00	0.00	0.00	4.00	4.00
Employee Goodwill	279.98	450.85	170.87	346.37	821.70	475.33
Recruitment Expense	82.81	208.00	125.19	209.71	416.00	206.29
Total Office Expenses	2,082.90	2,654.85	571.95	3,584.93	5,233.70	1,648.77
Insurance						
Insurance - Auto	317.92	317.92	0.00	635.84	635.84	0.00
Insurance - Malpractice	514.33	514.33	0.00	1,028.66	1,028.66	0.00
Insurance - Liability & Property	761.68	761.67	(0.01)	1,523.36	1,523.34	(0.02)
Insurance - Directors & Officer Liability	369.15	345.50	(23.65)	742.35	691.00	(51.35)
Total Insurance	1,963.08	1,939.42	(23.66)	3,930.21	3,878.84	(51.37)
Fundraising Department						
Fundraising Expenses	501.10	4,167.00	3,665.90	1,451.79	4,333.66	2,881.87
Fundraising Consulting	5,866.25	6,660.00	793.75	9,210.00	13,420.00	4,210.00
Total Fundraising Department	6,367.35	10,827.00	4,459.65	10,661.79	17,753.66	7,091.87
Professional Fees						
Consultant - Professional Fees	11,025.00	2,900.00	(8,125.00)	12,675.00	5,800.00	(6,875.00)
Total Professional Fees	11,025.00	2,900.00	(8,125.00)	12,675.00	5,800.00	(6,875.00)
General						
Depreciation Expense	23,667.74	25,240.21	1,572.47	46,963.07	50,480.42	3,517.35
Marketing Expense	0.00	1,518.00	1,518.00	300.00	1,958.00	1,658.00
Meeting & Travel Expenses	0.00	237.00	237.00	0.00	264.00	264.00
Fees and Interest	1,422.48	1,200.00	(222.48)	2,100.51	2,400.00	299.49
Merchant Processing	1,148.21	880.00	(268.21)	2,164.87	1,760.00	(404.87)
Outreach Supplies	0.00	0.00	0.00	12.99	4,469.00	4,456.01
Training & Membership	402.05	700.00	297.95	737.05	1,180.00	442.95
Board Expense	0.00	414.00	414.00	58.13	828.00	769.87
Total General	26,640.48	30,189.21	3,548.73	52,336.62	63,339.42	11,002.80
Computer expense						
Computer Support	4,688.98	4,270.00	(418.98)	8,757.98	9,540.00	782.02
Software Support	599.00	799.00	200.00	6,954.40	7,198.00	243.60
Total Computer expense	5,287.98	5,069.00	(218.98)	15,712.38	16,738.00	1,025.62
Total Indirect Expenses	126,950.53	131,274.40	4,323.87	248,649.39	267,733.46	19,084.07
Total Total Expenses	365,491.27	385,986.23	20,494.96	737,753.07	784,754.22	47,001.15
Total Net Program Income	(159,292.22)	(179,877.13)	20,584.91	(330,192.32)	(366,054.80)	35,862.48
Grants and Other Income						
Grants and Donations						
Fundraiser	0.00	0.00	0.00	17,113.58	0.00	17,113.58

Donations	4,100.56	5,000.00	(899.44)	6,634.99	7,000.00	(365.01)
Incentives	0.00	1,000.00	(1,000.00)	0.00	1,000.00	(1,000.00)
Grants	82,841.36	53,333.00	29,508.36	286,342.68	106,666.00	179,676.68
PHCD Grants	75,000.00	75,000.00	0.00	150,000.00	150,000.00	0.00
Total Grants and Donations	161,941.92	134,333.00	27,608.92	460,091.25	264,666.00	195,425.25
Other Income						
Estimated PPP Loan Forgiveness	67,000.00	67,000.00	0.00	134,000.00	134,000.00	0.00
Interest Income	237.81	4.00	233.81	237.81	8.00	229.81
Dividends	7.31	10.00	(2.69)	7.31	20.00	(12.69)
Other Income	2,757.81	0.00	2,757.81	2,757.81	0.00	2,757.81
Total Other Income	70,002.93	67,014.00	2,988.93	137,002.93	134,028.00	2,974.93
Total Grants and Other Income	231,944.85	201,347.00	30,597.85	597,094.18	398,694.00	198,400.18
Net income	72,652.63	21,469.87	51,182.76	266,901.86	32,639.20	234,262.66