



**Board Meeting
October 20, 2022
6:30 PM**

Teleconference Via Zoom

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AGENDA

TABS

1. 6:30-6:35 CALL TO ORDER AND ROLL CALL – Chair Taverner
2. 6:35-6:40 MISSION MOMENT – Veronica Le
3. 6:40-6:45 PUBLIC COMMENTS
4. 6:45-6:50 APPROVAL OF SEPTEMBER BOARD MINUTES – Chair Taverner A
5. 6:50-7:15 STRATEGIC PLAN FY23-FY25
 - A. Board Approach to Review Strategic Plan – Chair Taverner
 - B. Sonrisas Culture
 - a. Diversity/Equity/Inclusion, Next Steps for Board of Directors – CEO Fecher
 - C. Sustainable Growth
 - a. Fundraising Events - Development Committee
 - b. Patient Revenue Research – CEO Fecher
 - D. Community and Patient Engagement
 - a. Partnership Update – CEO Fecher
6. 7:15-7:45 CONTINUING BUSINESS
 - A. Panel Truck – ACTION REQUESTED – CEO Fecher
 - B. Board and Leadership Social Event Update – CEO Fecher
 - C. Board Resolution to Continue Virtual Meetings ACTION Requested – Chair Taverner
7. 7:45-7:55 REPORTS
 - A. CEO Report – CEO Fecher B
 - B. CFO Report – CFO Fama C
 - a. August 2022 Profit and Loss, Balance Sheet, Dashboards
 - C. Fundraising Report – Maura LeBaron-Hsieh D
 - D. Outreach Report– Dr. Bonnie Jue
 - E. Board Nomination Committee – Director Young
8. 7:55-8:00 SUGGESTED AGENDA ITEMS FOR NEXT MEETING – Chair Taverner
9. ADJOURN





**Board Meeting
September 15, 2022
6:30 PM**

MINUTES

- **CALL TO ORDER AND ROLL CALL – Chair Taverner called the meeting to order at 6:33 pm.**
 - **Present:** Board Chair Nigel Taverner, Vice Chair Helen Galligan, Secretary Clyde Hinshelwood; Board Members: Larissa Cutler, Rick Navarro, Steve Stielstra, Sheryl Young
 - **Also Present:** CEO Tracey Fecher, Administrative Assistant Veronica Le
 - **Absent:** Larry Cappel, Dennis Kneappel
- **MISSION MOMENT** – CEO Fecher shared that rather than feeling overwhelmed with preparations for Cooking for a Cause (like last year), the team is going into this event with excitement. With the Board’s support and The Aurora Collective’s guidance, the planning was much easier this time around. The Aurora Collective also suggested creating a New Donor package for potential donors that may arise after attending the event.
- **PUBLIC COMMENTS**—No public in attendance.
- **APPROVAL OF AUGUST BOARD MINUTES**
 - **Chair Taverner** noted the grammar regarding closed accounts on page 3 should be corrected, and to change the verbiage for **Vice Chair Galligan’s** inquiry on the CDs in Boston Private. The minutes will be updated to reflect this.
 - **Secretary Hinshelwood** moved to approve the minutes for the board meeting on August 18th, 2022. The motion was seconded by **Director Young** and approved by majority vote. Ayes: **Helen Galligan, Clyde Hinshelwood, Larissa Cutler, Rick Navarro, Steve Stielstra, Sheryl Young**. Abstained: **Nigel Taverner**
- **NEW BUSINESS**
 - **Sonrisas Panel Truck**—CEO Fecher updated the Board on the status of Sonrisas’ panel truck, which is currently not in use.
 - Resale value could be between \$30,000 and \$85,000
 - Plan to repaint truck before donating and placing Sonrisas’ logo somewhere on the truck
 - Mobile equipment is used at pop up on Wednesdays at Puente and is stored there for now
 - The truck along with its monthly expense (\$422) is an unneeded overhead:
 - Unable to keep up with monthly maintenance
 - Moving of equipment could be outsourced when needed
 - The two healthcare districts made large donations (along with Burlingame Rotary) for the truck; and they have encouraged Sonrisas to consider donating the truck to another non-profit
 - Board members would like to know the value of the panel truck which could be considerable
 - **Director Young** inquired if a motion for the Board’s approval is needed to move forward. Since an action regarding the panel truck was not requested for this board meeting, it will be requested in the next board meeting
 - **Board Chair Taverner** summarized that there is approval to get rid of the truck but, before voting on donating it, we should find out its market value.
 - **Board of Directors Retreat and Social Event** - Traditionally, an all-day workshop would be held in the Fall

to look primarily at strategic issues. The Strategic Planning Retreat in April was a success, so would another strategic workshop this Fall be needed? If yes, coordination of the Board's schedules and researching venues can be started. If not, rather than a workshop, should an additional social event take place?

- It was agreed that the idea of the Board members meeting in person is a wonderful opportunity to become well-acquainted with each other
 - Board members felt a full retreat this fall was not required but a social event would be great.
 - **CEO Fecher** will present to the Board 4-5 potential dates of when the gathering will be held at the next meeting, as well as suitable locations.
 - **Director Cutler** offered to hold the gathering at Vinoteca
 - That appeared to be an excellent suggestion with thanks to **Director Cutler**
 - In the upcoming months, **CEO Tracey** suggested holding another staff and board retreat in March or April.
 - **Director Young** recommended a board consider a session in the Spring to get to know each other, discussing strengths, reasons why each member joined Sonrisas' Board and what board members would like to focus on in the next year related to the Strategic Plan
 - **Director Stielstra** suggested adding specific discussions around elements of the Strategic Plan to scheduled board meetings; that way the plan can be discussed throughout the year.
 - Facilitator **Eric Ryan** will be meeting with **Chair Taverner** and **CEO Fecher** to consider implementing a focused conversation during board meetings in relation to the strategic plan.
- **Board Resolution to Continue Virtual Meetings ACTION Requested**
- **Board Chair Taverner** asked whether we should continue to have zoom Board meetings. **Director Navarro** suggested that zoom saves gas while **Director Hinshelwood** pointed out that we do miss something not being face to face
 - Once we have the right equipment installed, we can consider hybrid meetings
 - **Director Navarro** proposed that the October 20th board meeting take place virtually. The motion was seconded by **Vice Chair Galligan** and approved by roll call. Ayes: **Nigel Taverner, Helen Galligan, Clyde Hinshelwood, Larissa Cutler, Rick Navarro, Steve Stielstra, Sheryl Young.**
- **OLD BUSINESS**
- **Cooking for a Cause September 2022 Event Update**—It was requested that Board members notify **CEO Fecher** if they would like her to meet any of their guests during the event. In addition, not all guests provided email addresses to receive notifications regarding event details, so Board members were asked to provide their guests' emails or themselves forward the details to their guests.
- **Strategic Plan Update**—**CEO Fecher** presented to the Board an example of focus area action items now included in the Strategic Plan.
- The plan now includes specific goals, objectives, and timelines for accomplishing them for each focus area. **CEO Fecher** will send out the entire Strategic Plan to the Board the following day
 - It was suggested that during each board meeting, discussions on goals or focus areas would be constructive. If the Board is interested, they can request access to the Mission Met website to review the strategic plan at any time by asking **Veronica Le** for access.
- **Partnership Update**
- **Sequoia Healthcare District**
 - SHD is considering a \$1 million dental grant—taking patients from Medi-Cal Dental Fee for Services Providers or FQHCs waiting lists, then finding local dentists for immediate treatment. Services will be paid for by the healthcare district and patients will maintain dental home at Sonrisas or FQHC:
 - Before participating, **Dental Director Dr. Torrey Rothstein** will be reviewing

logistics and clinical concerns.

- Currently researching and documenting the needs of the population in their community
 - Intending to build a 10-14 chair clinic and ways to fund the gap in providing care to Medi-Cal patients year over year.
 - Ravenswood (an FQHC) plans on expanding into Redwood City and is interested in operating that clinic
 - Sonrisas remains a potential partner as they are in network with most insurances
 - **Puente:**
 - **CEO Fecher** recently visited the Puente clinic with **Director Cutler** in preparation for Puente's upcoming event
 - **Director Cutler** enjoyed speaking with Ophelie Vico and the promotoros, who coordinate Sonrisas' services to farmworkers. Their services also include:
 - Distributing oral health kits regularly to homes, including instructions on how to brush teeth properly
 - We have seen 62 farmworker patients since last year and have a waiting list of 42.
 - **SMMC FQHC**
 - **CEO Fecher** is speaking with David McGrew, CFO of SMMC, about the possibility of a subrecipient FQHC contract
 - Currently preparing Sonrisas' Half Moon Bay location to see FQHC patients
 - Working on a contract amendment to allow our resident to see patients as well
 - Sonrisas requested \$130,000 contract next year to see farmworkers at Puente, which ends December 31st
 - Discussions on possibility if Health Care for the Homeless and Farmworkers Program is unable to provide funds, then seek other methods of obtaining funds, such as a Measure K funds.
 - **HPSM**
 - **CEO Fecher** spoke with Pat Curran, CEO of Health Plan of San Mateo, about conversations with local healthcare leaders in terms of differences between FQ rates and fees for service and Medi-Cal Dental.
 - CEO Curran confirmed the importance of Sonrisas and their system of care for patients in need of a dental home in San Mateo County
 - Willingness to support Sonrisas is evident as Health Plan of San Mateo readily assists with resolving issues with claims
 - There are funds for capacity building that could potentially help with capacity projects.
 - **CEO Fecher** emphasized the importance of partnerships as they are key to the strategic plan focus on maximizing ongoing patient revenue and will continue to present updates on each partnership to the Board.
- **REPORTS**
 - **CEO Report**—**CEO Fecher** received an invitation to join the American Leadership Forum's Leadership Program, which will take place over two fiscal years. She would like to hear from the Board any concerns of applying the budget for her professional development towards the program, which the Board encouraged her to join. **CEO Fecher** will also apply for scholarships and grants to fund the program instead of using budgeted funds.
 - An annual competitive program for 28 leaders, with five being nonprofits leaders
 - Various types of businesses are invited to learn in a diverse environment
 - **CEO Fecher** spoke with two nonprofit leaders who graduated from the program, wanting to confirm the program is worth the investment
 - Provides a wide network of connections
 - **Director Young** suggested contacting the Packard Foundation, since they give out leadership scholarship grants

- Other ongoing staff training initiatives at Sonrisas include:
 - Supervisory training taught by San Mateo County
 - Leadership Development
 - Excel
 - **CEO Fecher** plans on speaking with Dr. Bonnie Jue, about her plans for the year
 - **CFO Report**—**Director Young** asked if a breakdown of Accounts Receivable could be included in the balance sheet or the CFO report. She also asked about the cost per visit by payer type and why the patterns fluctuate. **Director Galligan** wondered about the mismatch of payer types. **CEO Tracey** updated the Board on the initiative to review the way the cost of visits is calculated and how it should be included in the dashboard (which is used by staff as well as reported to the Board).
 - **Fundraising Report** – No report
 - **Outreach Report**– No comments or questions
 - **Board Nomination Committee**—Will meet at the end of October to discuss next steps for the Nominating Committee
- **SUGGESTED AGENDA ITEMS FOR NEXT MEETING**
 - Panel Truck
 - Value of truck
 - Strategic Plan Update
 - Partnerships Update
 - Dashboards
 - Cash Reserve Policy
 - Cheryl Fama is working on it and searching for outside assistance
 - Report on successful event
- **ADJOURN**—The meeting was adjourned at 8:05 pm.





DATE: October 14, 2022

TO: SDH Board of Directors

FROM: Tracey Fecher, CEO

RE: CEO Report

1. Clinic Operations:

- Visits in September were over budget for both clinics.
- Dr. Riley Bateman, the full-time dentist in Half Moon Bay, will be leaving Sonrisas next week. He and his partner, Dr. Gabriella Bateman, are buying a private practice in HMB. Dr. Riley's leaving will affect the timing of beginning to see FQHC patients in Half Moon Bay. The dentist hired to replace him will need to be credentialed with SMMC, which takes 3 months. Dr. Torrey is working on a plan for coverage in HMB, which will reduce the number of dentist days in San Mateo. This will affect visit volume for the San Mateo clinic. There will be savings in salary costs to offset the loss of visits.
- FQHC visits remain under budget in September and will remain under budget through the calendar year. FQHC visits were to begin in October in Half Moon Bay, which will be delayed with Dr. Riley leaving. The team is working on a plan to provide the budgeted FQHC visits at both centers by the end of the calendar year.

2. Staffing:

- The team has been recruiting for Dr. Riley's replacement and an offer has been made to a dentist who would be a good fit for Sonrisas' culture as well as overseeing the resident in HMB. A number of qualified dentists have applied for the position, several with FQHC experience, which indicates they are familiar with the patient population in HMB and that they may be a good mission fit for Sonrisas.

3. Operations Update:

- As discussed at the last board meeting, the team has been investigating different avenues to donate or sell the panel truck. The value of the truck is estimated by Price Digest to be between \$77K retail and \$64K wholesale. Samaritan House has had a new panel truck on order and has been waiting for a year due to supply chain issues. Their current truck is at the end of its life. If the Sonrisas board approved donating the truck to Samaritan House, they are open to an agreement where Sonrisas could have access to the truck to move our mobile dental equipment 1-2 times a year.

4. Financial Update:

- On October 13th, Sonrisas' current cash position was \$2,097,000.





DATE: October 7th, 2022

TO: SDH Board of Directors

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

RE: **August Unaudited Financials and FY '23 YTD Performance to Budget**

AUGUST PERFORMANCE:

- A. Revenue:** Net Patient Revenue was **\$266,958**, closely matching budget.
- Total visits were 1323, 34 visits better than budget.
 - Total gross revenue was \$440,321, under budget by \$27K due to fewer FQHC visits.
 - Total uncompensated care deductions better than budget and 50% of gross revenue.
- B. Total Expenses:** **(\$437,797)** – \$3,135 better than budget.
- Total Direct Expenses- \$3,487 better.
 - Total Indirect Expenses- **(\$352)** over budget.
- C. Donations/Grants & Other Income:** **\$ 233,673**, \$58K better than budget.
- Grants and Donations included \$71,823 released in grants, \$21K in individual donations including \$20K from Silicon Valley Community Foundation, \$65K from the fundraising event and \$75,000 in PHCD support.
 - Interest Income was \$665.

NET INCOME \$62,834- \$60K better than the budget


FY '23 YTD PERFORMANCE TO BUDGET:

- Net income is **\$60k** above budget and the estimated Cash-flow **\$77k** better than budget.
- Both Direct and In Direct expenses were underbudget commensurate with lower visit count and management of variable expenses.
- Both visit volume and revenue are impacted by the contrast in serving Health Plan of San Mateo versus FQHC Patients.
 - Health Plan patients take significantly less time to schedule, the team does not have to use SMMC cumbersome electronic health record, pays SDH \$183 per visit, and contribute to better productivity of staff and facilities.
 - FQHC patients take more time to schedule, more time to serve, when there is a cancellation, they are more difficult to schedule last minute, pay \$290/visit through August, going up to \$310/visit September 1st.

	YTD Actual	YTD Budget	Performance
<i>Visits</i>	<i>2354</i>	<i>2402</i>	<i>(48)</i>
Gross Patient Revenue	\$ 977,785	\$1,053,065	<i>(7%)</i>
Uncompensated Care (Deductions)	<i>(\$497,780)</i>	<i>(\$554,726)</i>	10%
Grants/Donations/Other Income	\$380,472	\$333,366	14%
Direct Cost	<i>(\$538,415)</i>	<i>(\$564,993)</i>	5%
Indirect Cost	<i>(\$309,796)</i>	<i>(\$314,495)</i>	1%
Net Income	\$13,107	<i>(\$47,773)</i>	127%
<i>Non-cash items adj.</i>			
Depreciation	\$48,521	\$54,638	11%
Capital Expenditure	<i>(\$16,756)</i>	<i>(\$39,730)</i>	71%
Estimated Cash Flow	\$44,872	<i>(\$32,865)</i>	236%

Sonrisas Dental Health
Revenues and Expenditures - Budget vs Actual
As of August 31, 2022

As of Date: 08/31/2022
Location: Sonrisas Dental Health
Restriction: Unrestricted

	Month Ending 08/31/2022			Year To Date 08/31/2022		
	Actual	Budget FY2023	Budget Diff	Actual	Budget FY2023	Budget Diff
Revenue and Expenditures						
Net Program Income						
Patient Revenue						
Patient Services						
Commercial Insurance	17,376.00	17,074.26	301.74	28,203.00	31,858.27	(3,655.27)
PPO	88,532.00	95,557.76	(7,025.76)	165,005.64	178,454.51	(13,448.87)
Public Dental Insurance	342,581.00	331,016.49	11,564.51	643,851.00	617,392.03	26,458.97
Private Pay	9,532.00	9,113.44	418.56	16,413.00	17,032.27	(619.27)
Affordable Scale	25,396.00	23,432.96	1,963.04	42,376.00	43,554.62	(1,178.62)
Farmworker	18,632.00	11,418.46	7,213.54	27,421.00	21,356.75	6,064.25
FQHC	35,414.00	76,678.38	(41,264.38)	54,515.00	143,416.97	(88,901.97)
Gross Patient Revenue	537,463.00	564,291.75	(26,828.75)	977,784.64	1,053,065.42	(75,280.78)
Uncompensated Care						
Prior Period Adjustment	(3,712.41)	(2,000.00)	(1,712.41)	(749.44)	(4,000.00)	3,250.56
Uncompensated Care - Commercial Insurance	(3,299.00)	(3,920.64)	621.64	(4,387.00)	(7,316.23)	2,929.23
Uncompensated Care - PPO	(36,393.80)	(41,072.07)	4,678.27	(68,678.80)	(76,699.24)	8,020.44
Uncompensated Care - Public Dental Insurance	(198,480.60)	(209,847.24)	11,366.64	(381,458.10)	(391,393.60)	9,935.50
Uncompensated Care - Affordable Scale	(10,836.00)	(10,216.10)	(619.90)	(18,226.00)	(18,986.00)	760.00
Uncompensated Care - Farmworker	(3,258.90)	(2,912.67)	(346.23)	(2,287.90)	(5,447.77)	3,159.87
Uncompensated Care - FQHC	(11,534.20)	(25,061.34)	13,527.14	(17,375.20)	(46,873.99)	29,498.79
Fee Adjustments	(2,990.26)	(2,000.00)	(990.26)	(4,617.52)	(4,000.00)	(617.52)
Total Uncompensated Care	(270,505.17)	(297,030.06)	26,524.89	(497,779.96)	(554,716.83)	56,936.87
Net Patient Revenue	266,957.83	267,261.69	(303.86)	480,004.68	498,348.59	(18,343.91)
Total Expenses						
Direct Expenses						
Direct Personnel Expense						

Direct Program Salaries	206,089.70	202,913.99	(3,175.71)	407,196.46	405,827.98	(1,368.48)
Payroll Taxes	13,663.69	15,522.92	1,859.23	28,315.50	31,045.84	2,730.34
Unemployment Taxes	157.49	1,634.42	1,476.93	953.25	3,268.84	2,315.59
Benefits	5,908.02	6,400.43	492.41	11,585.35	12,800.86	1,215.51
401k Match	5,408.04	4,530.06	(877.98)	9,971.35	9,060.12	(911.23)
Worker's Comp	782.37	1,136.00	353.63	1,564.74	2,272.00	707.26
Continuing Education	129.00	304.00	175.00	129.00	608.00	479.00
License and Registration	1,609.62	1,072.00	(537.62)	3,290.98	2,144.00	(1,146.98)
Total Direct Personnel Expense	233,747.93	233,513.82	(234.11)	463,006.63	467,027.64	4,021.01
Clinic Expenses						
Sterilization Services	793.80	777.00	(16.80)	1,587.60	1,554.00	(33.60)
Shredding	73.00	67.00	(6.00)	146.00	134.00	(12.00)
Dental Specialist-Claims Processing	5,279.73	6,398.65	1,118.92	7,925.78	11,942.94	4,017.16
Dental Supplies	20,304.68	22,174.78	1,870.10	32,233.75	41,362.37	9,128.62
Equipment Maintenance	1,344.49	1,430.50	86.01	1,465.02	2,861.00	1,395.98
Small Dental Equipment	86.82	79.00	(7.82)	86.82	158.00	71.18
Dental Equipment Repair	2,983.32	1,785.00	(1,198.32)	4,884.77	3,570.00	(1,314.77)
Lab Fees	11,131.98	11,561.13	429.15	16,731.11	21,549.99	4,818.88
Uniforms	0.00	0.00	0.00	100.00	50.00	(50.00)
PPE& Covid Related	6,486.95	7,933.26	1,446.31	10,248.02	14,782.57	4,534.55
Total Clinic Expenses	48,484.77	52,206.32	3,721.55	75,408.87	97,964.87	22,556.00
Total Direct Expenses	282,232.70	285,720.14	3,487.44	538,415.50	564,992.51	26,577.01
Indirect Expenses						
Indirect Personnel Expenses						
Salaries/Wages	70,444.32	64,151.79	(6,292.53)	134,118.93	128,303.58	(5,815.35)
Payroll Taxes	6,099.82	4,901.26	(1,198.56)	11,047.28	9,802.52	(1,244.76)
Unemployment Taxes	0.00	799.65	799.65	0.00	1,599.30	1,599.30
Benefits	251.00	1,380.23	1,129.23	839.70	2,736.38	1,896.68
401k Match	1,803.03	2,460.25	657.22	3,169.32	4,920.50	1,751.18
Worker's Comp	352.88	0.00	(352.88)	705.76	0.00	(705.76)
Total Indirect Personnel Expenses	78,951.05	73,693.18	(5,257.87)	149,880.99	147,362.28	(2,518.71)
Facility Expenses						
Auto Expenses	92.75	83.00	(9.75)	185.50	175.50	(10.00)
Building Maintenance	2,363.05	1,259.00	(1,104.05)	3,459.42	2,518.00	(941.42)
Janitorial Service	2,626.81	2,560.00	(66.81)	5,176.81	5,120.00	(56.81)
Rent	3,484.00	3,484.00	0.00	6,968.00	6,968.00	0.00
Phone/Internet	1,932.85	1,535.00	(397.85)	4,157.91	3,070.00	(1,087.91)

Utilities	3,606.51	4,000.00	393.49	7,452.46	8,000.00	547.54
Total Facility Expenses	14,105.97	12,921.00	(1,184.97)	27,400.10	25,851.50	(1,548.60)
Office Expenses						
Claims Processing	456.78	200.00	(256.78)	982.23	400.00	(582.23)
Patient Notification	485.00	485.00	0.00	970.00	970.00	0.00
Office Supplies	1,438.88	1,036.00	(402.88)	3,288.02	2,072.00	(1,216.02)
Postage and Shipping	207.00	250.00	43.00	583.92	500.00	(83.92)
Printing Costs	0.00	100.00	100.00	0.00	200.00	200.00
Property Taxes	0.00	0.00	0.00	90.54	0.00	(90.54)
Employee Goodwill	569.44	471.00	(98.44)	1,529.24	1,042.00	(487.24)
Recruitment Expense	0.00	300.00	300.00	271.40	600.00	328.60
Total Office Expenses	3,157.10	2,842.00	(315.10)	7,715.35	5,784.00	(1,931.35)
Insurance						
Insurance - Auto	375.00	375.00	0.00	750.00	750.00	0.00
Insurance - Malpractice	928.83	929.00	0.17	1,857.66	1,858.00	0.34
Insurance - Liability & Property	804.00	804.00	0.00	1,608.00	1,608.00	0.00
Insurance - Directors & Officer Liability	498.82	500.00	1.18	997.64	1,000.00	2.36
Total Insurance	2,606.65	2,608.00	1.35	5,213.30	5,216.00	2.70
Fundraising Department						
Fundraising Expenses	10,852.95	8,688.67	(2,164.28)	12,909.47	16,376.34	3,466.87
Fundraising Consulting	9,164.00	11,925.00	2,761.00	29,793.50	22,025.00	(7,768.50)
Total Fundraising Department	20,016.95	20,613.67	596.72	42,702.97	38,401.34	(4,301.63)
Professional fee						
Consultant - General	3,375.00	1,666.00	(1,709.00)	3,375.00	3,332.00	(43.00)
Consultant - Professional Fees	2,648.63	2,650.00	1.37	5,248.63	5,300.00	51.37
Total Professional fee	6,023.63	4,316.00	(1,707.63)	8,623.63	8,632.00	8.37
General						
Depreciation Expense	24,514.59	27,319.16	2,804.57	48,521.46	54,638.32	6,116.86
Marketing Expense	0.00	132.00	132.00	0.00	164.00	164.00
Meeting & Travel Expenses	323.51	1,530.00	1,206.49	369.49	3,060.00	2,690.51
Fees and Interest	1,701.70	1,958.00	256.30	3,428.62	3,916.00	487.38
Outreach Supplies	72.50	2,000.00	1,927.50	514.03	2,000.00	1,485.97
Total General	26,612.30	32,939.16	6,326.86	52,833.60	63,778.32	10,944.72
Computer expense						
Computer Support	3,394.33	4,659.75	1,265.42	7,816.93	9,319.50	1,502.57
Software Support	696.00	619.00	(77.00)	7,609.20	10,150.00	2,540.80
Total Computer expense	4,090.33	5,278.75	1,188.42	15,426.13	19,469.50	4,043.37

Total Indirect Expenses	155,563.98	155,211.76	(352.22)	309,796.07	314,494.94	4,698.87
Total Total Expenses	437,796.68	440,931.90	3,135.22	848,211.57	879,487.45	31,275.88
Total Net Program Income	(170,838.85)	(173,670.21)	2,831.36	(368,206.89)	(381,138.86)	12,931.97
Grants and Other Income						
Grants and Donations						
Fundraiser	65,132.85	25,000.00	40,132.85	68,170.18	30,000.00	38,170.18
Donations	21,052.90	500.00	20,552.90	22,155.80	5,500.00	16,655.80
Grants	71,823.00	73,749.00	(1,926.00)	140,145.64	147,498.00	(7,352.36)
PHCD Grants	75,000.00	75,000.00	0.00	150,000.00	150,000.00	0.00
Total Grants and Donations	233,008.75	174,249.00	58,759.75	380,471.62	332,998.00	47,473.62
Other Income						
Interest Income	664.56	180.00	484.56	841.78	360.00	481.78
Dividends	0.00	4.00	(4.00)	0.00	8.00	(8.00)
Total Other Income	664.56	184.00	480.56	841.78	368.00	473.78
Total Grants and Other Income	233,673.31	174,433.00	59,240.31	381,313.40	333,366.00	47,947.40
Net income	62,834.46	762.79	62,071.67	13,106.51	(47,772.86)	60,879.37

Sonrisas Dental Health **Balance Sheet**

As of Date:

08/31/2022

Location:

Sonrisas Dental Health

Year To Date

08/31/2022

Current Year Balance

Assets

Current Assets

Cash and Cash Equivalents

11205 - Operating - Boston Private Checking	1,277,351.92
11211 - Boston Private-CD 1	200,701.12
11213 - Boston Private-CD 3	502,146.02
11300 - Operating- Heritage	20,000.00
11600 - Petty Cash	198.84

Total Cash and Cash Equivalents 2,000,397.90

Accounts Receivable, Net

Accounts Receivable

12100 - Accounts Receivable	303,249.71
12210 - Accounts Receivable - Grants	75,000.00
12218 - Contra Acct - Allowance for Bad Debt	(5,675.96)
12220 - Accounts Receivable - Other Agencies	50,391.28

Total Accounts Receivable 422,965.03

Total Accounts Receivable, Net 422,965.03

Other Current Assets

34,840.40

Total Current Assets

2,458,203.33

Long-term Assets

Property & Equipment

17000 - Fixed Asset Clearing	13,581.22
17300 - Improvements	1,188,253.68
17400 - Equipment	1,317,234.61
17500 - Furniture/Fixtures	129,460.29
17600 - Vehicle	111,934.08
17999 - Accum Depreciation	(1,785,498.04)

Total Property & Equipment 974,965.84

Other Long-term Assets

16,297.00

Total Long-term Assets

991,262.84

Investments

Long Term Investments

11410 - Investment Acct. - Merrill Lynch	45,474.36
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Total Long Term Investments 45,474.36

Total Investments

45,474.36

Total Assets

3,494,940.53

Liabilities and Net Assets

Liabilities

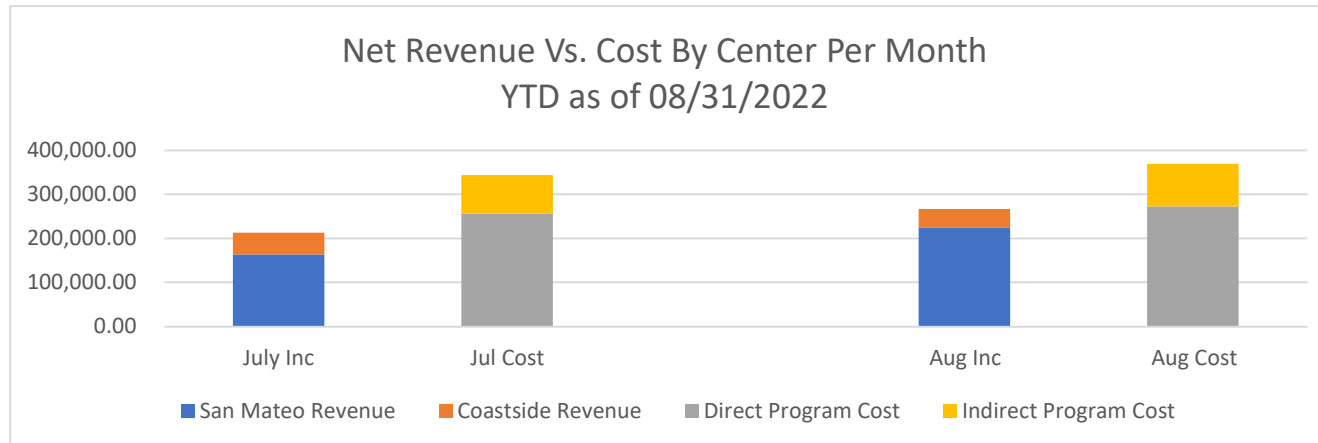
Short-term Liabilities

Accounts Payable

21110 - Accounts Payable	83,168.25
23100 - Patient Prepayments	37,399.51
23200 - Patient Refunds Payable	5,547.01
Total Accounts Payable	126,114.77
Accrued Liabilities	
22210 - Accrued Payroll	172,986.79
22220 - Accrued PTO	102,396.72
22250 - Accrued 401k Funds Payable	25,633.95
22260 - Accrued HSA Fund Payable	(907.67)
22320 - FSA Employee Account	2,470.54
Total Accrued Liabilities	302,580.33
Withholding Tax Payable	
22230 - Accrued Payroll Taxes	62,074.47
Total Withholding Tax Payable	62,074.47
Total Short-term Liabilities	490,769.57
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	6,711.70
Total Long Term Liabilities	6,711.70
Other Liabilities	44,458.88
Total Liabilities	541,940.15
Net Assets	2,953,000.38
Total Liabilities and Net Assets	3,494,940.53

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Sonrisas Dental Health Operations					
	Jul 22	Aug 22	Total	Budget	B(W)
San Mateo Revenue	163,278	223,898	387,176	417,456	(30,280)
Coastside Revenue	49,769	43,060	92,829	80,893	11,936
Total Net Revenue	213,047	266,958	480,005	498,349	(18,344)
 Direct Program Cost	 256,183	 282,233	 538,416	 564,993	 26,577
Indirect Program Cos	154,232	155,564	309,796	314,495	4,699
Total Cost	410,415	437,797	848,212	879,487	31,275
 TOTAL	 (197,368)	 (170,839)	 (368,207)	 (381,139)	 12,931
 Dividend/Other Incom	 177	 665	 842	 368	 474
Donations Received	72,463	158,009	230,472	182,998	47,474
Grant from PHCD	75,000	75,000	150,000	150,000	-
OTHER INCOME	147,640	233,674	381,314	333,366	47,948
 NET INCOME	 (49,728)	 62,834	 13,106	 (47,773)	 60,879



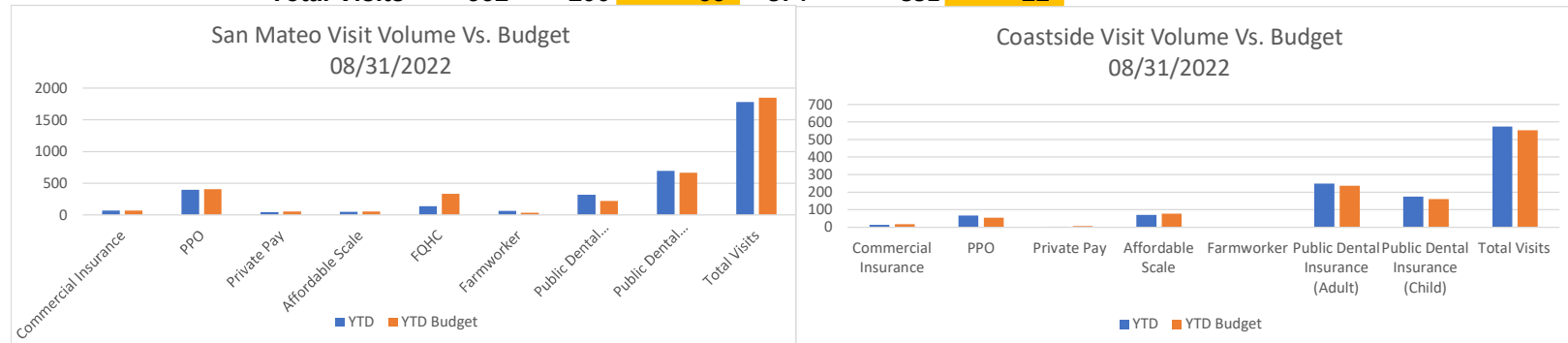
	22-Jul	22-Aug	Total	Budget	Variance
San Mateo Visits	789	991	1780	1851	(71)
Coastside Visits	242	332	574	551	23
Total Visits	1031	1323	2354	2402	(48)

Visits by Payer -San Mateo

	22-Aug	Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	47	40	7	72	74	(2)
PPO	218	217	1	397	406	(9)
Private Pay	26	30	(4)	46	56	(10)
Affordable Scale	26	30	(4)	48	56	(8)
FQHC	86	178	(92)	137	333	(196)
Farmworker	40	20	20	67	37	30
Public Dental Insurance(Adult)	175	119	56	317	222	95
Public Dental Insurance (Child)	373	356	17	696	666	30
Total Visits	991	990	1	1780	1850	(70)

Visits by Payer -Coastside

	22-Aug	Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	9	9	0	12	17	(5)
PPO	40	30	10	67	55	12
Private Pay	2	3	(1)	3	6	(3)
Affordable Scale	38	42	(4)	69	77	(8)
Farmworker			0			0
Public Dental Insurance (Adult)	151	128	23	249	237	12
Public Dental Insurance (Child)	92	87	5	174	160	14
Total Visits	332	299	33	574	552	22



Avg. Income (Loss) per Visit		
	YTD	
Net Revenue per Visit	\$	204.21
Direct Cost per Visit	\$	(227.19)
Indirect	\$	(78.96)
Net Income per Visit	\$	(101.95)

True Income (Loss) per Visit by Payer		
Payer	Avg. YTD	
Farmworker	\$	202.75
Commercial Insurance	\$	54.70
PPO	\$	(36.61)
FQHC	\$	(15.30)
Public Dental Insurance	\$	(177.34)
Private Pay	\$	250.21
Affordable Scale	\$	82.39

Sonrisas Dental Health Operations FY22 VS. FY21			
	22-Aug	21-Aug	Variance B(W)
Visits	1323	1177	146
San Mateo Revenue	223,898	169,861	54,037
Coastside Revenue	43,060	36,338	6,722
Total Net Revenue	266,958	206,199	60,759
Direct Program Cost	282,233	238,541	(43,692)
Indirect Program Cost	155,564	126,951	(28,613)
Total Cost	437,797	365,492	(72,305)
TOTAL	(170,839)	(159,293)	(11,546)
Dividend/Other Income	665	70,003	(69,338)
Donations Received	158,009	86,942	71,067
Grant from PHCD	75,000	75,000	0
OTHER INCOME	233,674	231,945	1,729
NET INCOME	62,834	72,652	(9,818)



DATE: October 1, 2022
TO: SDH Board of Directors
FROM: Maura LeBaron-Hsieh, MPH, Director of Development
RE: Development Update



In September 2022, the Development Team submitted multiple grant proposals, onboarded a new team member, began developing the Annual Report, and executed a successful (and fun!) 8th Annual Cooking for a Cause fundraising event, thanks to generous partnership and leadership by the Sonrisas Board of Directors.

As of September 30, 2022, we have raised \$1,135,636 (54%) 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 September 30, 2022, we have received \$134,876 in individual donations and sponsorships in FY22-23.
- Many of these donations and sponsorships came in through our 8th Annual Cooking for a Cause: Visions of Valencia event, which is reported on in detail below.

2. Grant Seeking

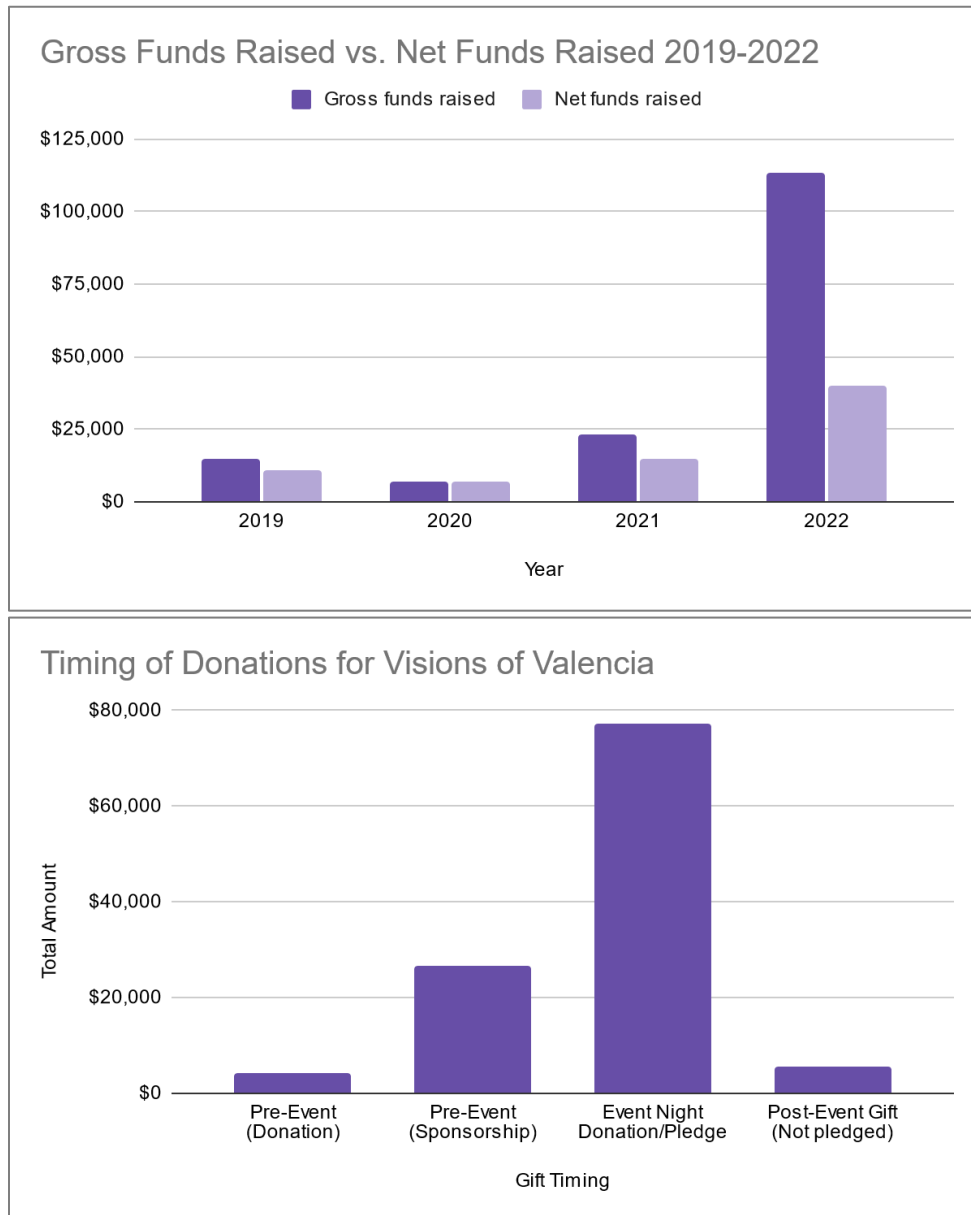
- Sonrisas has been awarded \$100,760 in grants as of September 30, 2022, representing 10% of our annual grant target. We are currently in consideration for \$518,000 in grant funding with decisions expected during Fall 2022.

3. Events

- **Visions of Valencia** was a smashing success! 148 guests attended, including 35 donors new to Sonrisas, as well as 55 previous donors who gave their highest-ever donation via this year's event.
- Primary goals for this year's Signature Event included:
 - ✓ Increasing the fundraising yield of Cooking for a Cause
 - ✓ Bringing new donors and sponsors to Sonrisas
 - ✓ Keeping the fun, community feel of the event while elevating the fundraising potential
- Building relationships and stewarding new donors to create ongoing relationships is a key focus going forward.
- Having reviewed the event's revenue, expenditures, and planning process, the team is thrilled that Sonrisas has tripled the net revenue from Cooking for a Cause this year, and we have created a forecast for the next time the event is held.
- Our 2022 event included approximately \$15,000 in one-time organizational learning investment to produce an event of this caliber. We are confident that with this decrease in expenses, our next Cooking for a Cause event will achieve the industry standard of a revenue-to-expense ratio of 2:1.
- The Development Committee will bring a recommendation for Sonrisas' ongoing event strategy for the next 18 months to the Nov 2022 Board meeting, if the board chooses to do so.

	2022 Actual	Forecast for Next Time	How?
Total Revenue	\$ 113,000.00	+ \$15,000	-Seek sponsorships earlier -Pre-secure additional Fund-a-Need gifts
Total Expenses	\$ (73,000.00)	- \$15,000	-2022 included approximately \$15,000 in one-time organizational learning investment
Net Funds Raised	\$ 40,000.00	+ \$30,000	

Sonrisas' 2022 Cooking for a Cause: Visions of Valencia Key Metrics Reporting



Total Guests: 148

Total Funds Raised: \$113K (\$40,000 Net)

Donors giving highest gift ever: 55 (\$57,116 = 50% of all gifts)

New Donors: 35 (\$24,225 = 21% of all gifts)

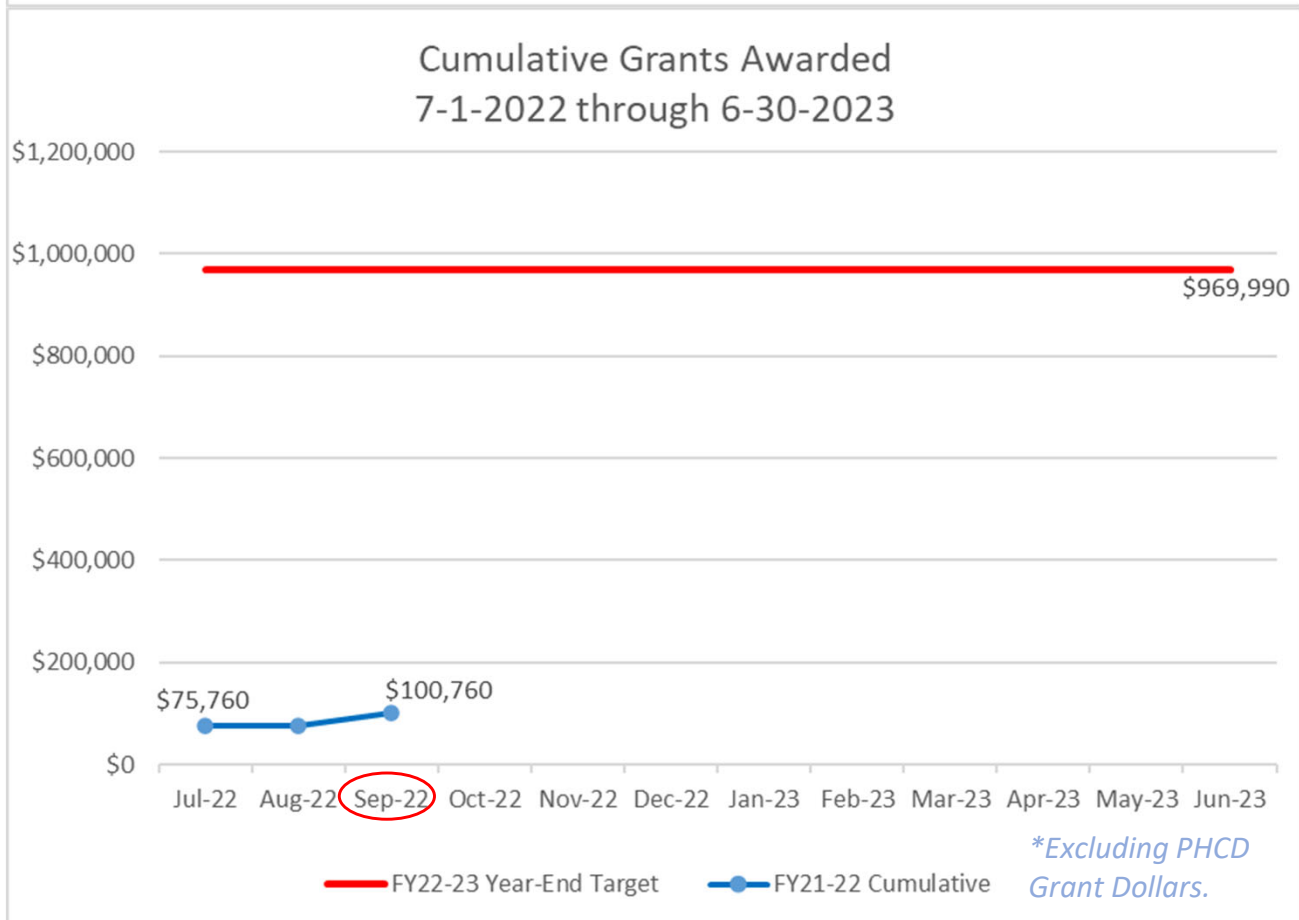
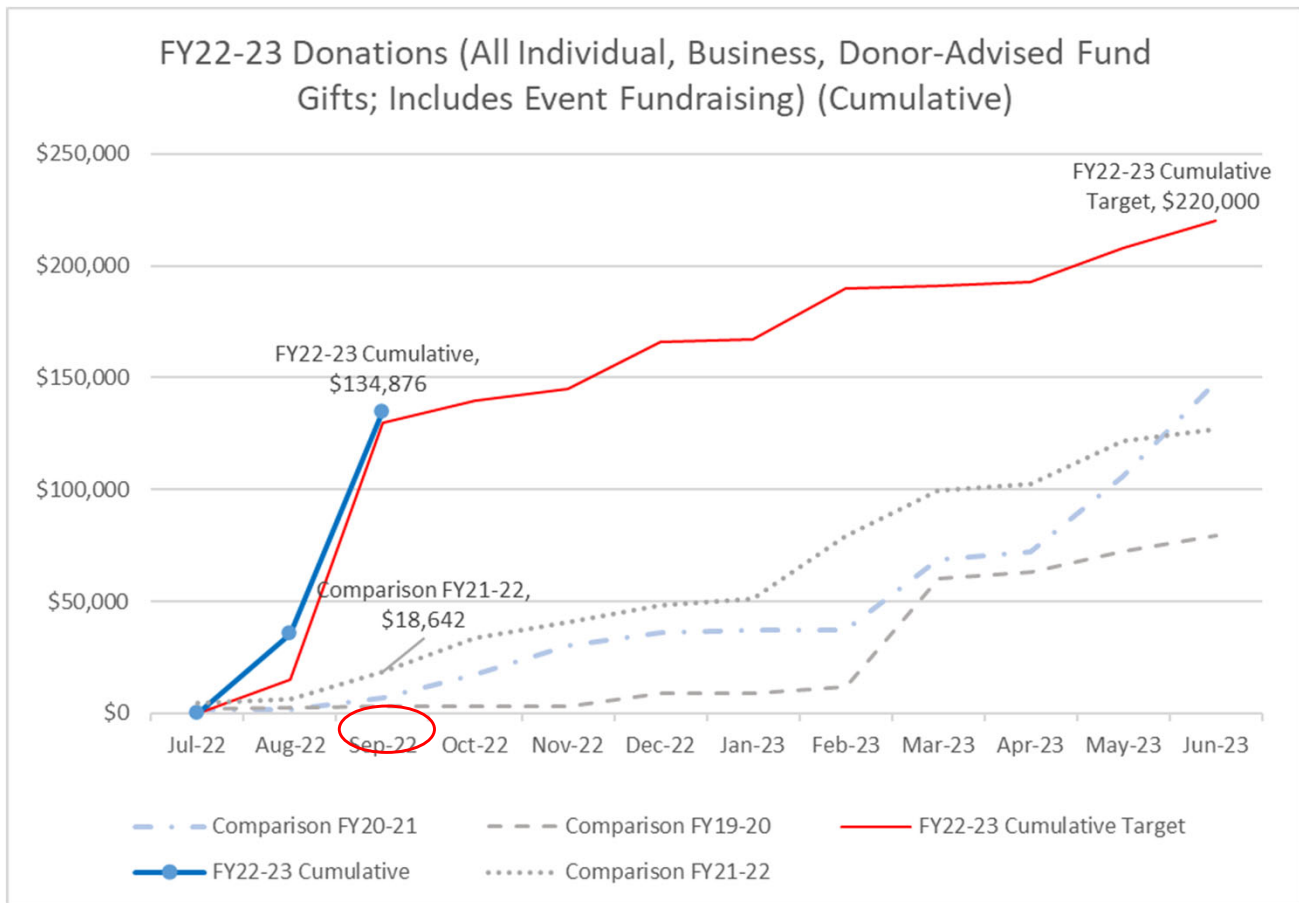
Sponsors (table and monetary): 14 (\$26,500 = 22% of all gifts)

Gifts from Sonrisas Board: 11 (\$23,035 = 20% of all gifts)

Thank you for your leadership!

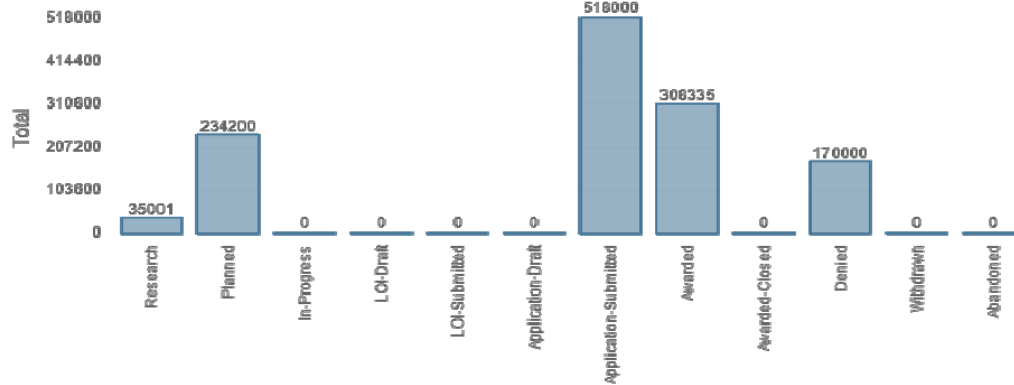


SDH Fundraising Report FY22-23 Through Sept 30, 2022



Opportunities By Status

3/1/2022 - 6/30/2023



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Funder	Funding Opportunity	Funding Category	Deadline	Amount Requested	Amount Awarded	Status
Atkinson Foundation	2022 Senior Programs Grant	Access to Care, Seniors, Outreach	2/1/2022	\$ 15,000	\$ 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	\$ 55,000	\$ -	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	\$ 50,000	\$ 54,075	Awarded
AstraZeneca Corporate Contributions Program	2022 RFP AstraZeneca	School Screenings, Access to Care Children	5/13/2022	\$ 25,000	\$ -	Denied
City of Half Moon Bay	FY22-23 CSFA Grant	Access to Care	5/15/2022	\$ 20,000	\$ 14,000	Awarded
Chan Zuckerberg Initiative Foundation	2022-2024 CZI Community Fund	School Screenings, General Operations, Access to Care Children	6/30/2022	\$ 200,000		Application-Submitted
Sequoia Healthcare District	FY21-22 Sequoia Healthcare District ATC Q4 Invoice and Final Report	General Operations	7/5/2022	\$ 60,000		Application-Submitted
Workforce Matters	https://www.granthonline.com/2022 Workforce Equity Fund Grant		7/31/2022	\$ 70,000		Application-Submitted
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	NA		Application-Submitted
Lucile Salter Packard Childrens Hospital at Stanford	2022-23 RFP LPCH		9/15/2022	\$ 75,000		Application-Submitted
Stanford Health Care	2022-23 Stanford RFP	Access to Care	9/23/2022	\$ 75,000		Application-Submitted
Silicon Valley Community Foundation	SVCF Leadership Investment Application		9/30/2022	\$ 18,000		Application-Submitted
American Academy of Pediatric Dentistry	2022 AAPD	Access to Care Children	10/1/2022	\$ 20,000		Application-Submitted
Sequoia Healthcare District	FY22-23 Sequoia Healthcare District ATC Q1 Invoice	Access to Care, General Operations	10/1/2022	\$ 71,400		Planned
Dignity Health-Sequoia Hospital	2023 Dignity Health Grant	School Screenings, Access to Care Children	10/7/2022	\$ 20,000		Planned
COASTSIDE WOMENS CLUB	FY20 Coastside GO Grant	General Operations	10/19/2022			Research
Millbrae Community Foundation	MCF Community Program Grant	School Screenings, Access to Care Children	10/31/2022	\$ 5,000		Research
Adobe Employee Community Fund	Adobe 2022		11/15/2022			Research
Sequoia Healthcare District	FY22-23 Sequoia Healthcare District Q2 Invoice	Access to Care, School Screenings, Seniors, General Operations, Outreach	1/3/2023	\$ 71,400		Planned
Dental Trade Alliance	2023 RFP		1/18/2023	\$25,000		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	\$71,400		Planned
Totals				\$ 1,187,200	\$ 307,335	28