



**Board Meeting
April 20, 2023
6:30 PM**

Location
Sonrisas San Mateo Conference Room
430 N. El Camino Real, San Mateo

AGENDA

1. 6:30 CALL TO ORDER AND ROLL CALL –Chair Taverner
2. 6:35 MISSION MOMENT – CEO Fecher TABS
3. 6:40 PUBLIC COMMENTS
4. 6:40-6:45 APPROVAL OF MARCH BOARD MINUTES – Chair Taverner A
5. 7:30-7:45 STRATEGIC PLAN FY23-FY25
 - A. Sonrisas Culture
 - a. Professional Employer Organization Discussion – CEO Fecher
 - B. Sustainable Growth
 - a. FY24 Budget Parameters – CEO Fecher
 1. Payer Mix
 2. Salary Increase Percentage
 3. Paid Holidays
 4. Capacity Building Grant and Activities
 - b. May 9th Peninsula Donor Event – CEO Fecher
 - c. Cooking for a Cause Sponsors – CEO Fecher
 - C. Community and Patient Engagement
 - a. Sequoia Healthcare District Grant – CEO Fecher
6. 6:45-7:30 CONTINUING BUSINESS
 - A. Board Meeting Day/Time – CEO Fecher
 - B. Board Workshop Date for June– Chair Taverner
7. 7:45-7:55 REPORTS B
C
D
 - A. CEO Report – CEO Fecher
 - B. CFO Report – CFO Yee
 - a. February 2023 Profit and Loss, Balance Sheet, Dashboards
 - C. Fundraising Report – Maura LeBaron-Hsieh
 - D. Outreach Report– Dr. Bonnie Jue
 - E. Board Nomination Committee – Director Hinshelwood
8. 7:55-8:00 SUGGESTED AGENDA ITEMS FOR NEXT MEETING – Chair Taverner
9. ADJOURN





**Board Meeting
March 16, 2023
6:30 PM
MINUTES**

1. **CALL TO ORDER AND ROLL CALL** – Chair Taverner called the meeting to order at 6:42 pm.
 - A. **Present:** Chair Nigel Taverner, Vice Chair Helen Galligan, Secretary Clyde Hinshelwood, Board Members: Larissa Cutler, Dennis Kneepfel, Steve Stielstra, Larry Cappel
 - B. **Also Present:** CEO Tracey Fecher, CFO Vickie Yee, Dr. Henry Sanchez
 - C. **Absent:** Sheryl Young, Rick Navarro

2. **MISSION MOMENT** – Mission moment is a thank you to **Vice Chair Galligan** for her service on the Sonrisas Board. **CEO Fecher** thanked Helen on behalf of the Sonrisas patients and staff. The entire board thanked her for her service, and all added their own personal memories and comments.

3. **PUBLIC COMMENTS** – No public in attendance.

4. **APPROVAL OF FEBRUARY BOARD MINUTES**

Vice Chair Galligan moved to approve the minutes of February 16th's meeting. Director Kneepfel seconded the motion and was approved by roll call. Ayes: Nigel Taverner, Helen Galligan, Clyde Hinshelwood, Larissa Cutler, Dennis Kneepfel, Steve Stielstra.

5. **CONTINUING BUSINESS**

- A. Board Nominations – Director Hinshelwood
 - a. **Director Hinshelwood** introduced Dr. Sanchez and shared some highlights of his impressive resumé.
 - b. Dr. Sanchez confirmed his interest in Sonrisas and the board position. He mentioned that he first heard about, and was impressed with, Sonrisas' school screening at the San Bruno kindergarten.

Director Hinshelwood made the motion to elect Dr. Henry Sanchez to the Board effective at the end of the board meeting. Director Steve Stielstra seconded the motion and was approved by roll call. Ayes: Nigel Taverner, Helen Galligan, Larry Cappel, Clyde Hinshelwood, Steve Stielstra, Larissa Cutler, Dennis Kneepfel.

- c. Election of Vice Chair - postponed.
- B. Board Meeting Format – Chair Taverner
 - a. With the suspension of the Pandemic Emergency, the Brown Act requires that board meetings revert to being in person.
 - b. The question was posed as to whether Thursdays are still the best day for us. **CEO Fecher** agreed to send out a poll for days/times that work for each Board member.
- C. Development Director Recruitment – CEO Fecher
 - a. The requested Three-Year Financial Projection was presented by **CEO Fecher**.

Chair Nigel Taverner moved to approve the recruiting contract for Development Manager and Director for Large Gifts. Director Larry Cappel seconded the motion and was approved by roll call. Ayes: Nigel Taverner, Helen Galligan, Clyde Hinshelwood, Larry Cappel, Larissa Cutler, Dennis Kneepfel, Steve Stielstra.



- D. Board Workshop in April or May – Chair Taverner
 - a. All agreed with board proposed agenda with potential dates on June 3, 17, or 24. A Doodle poll will be sent out to help select the best date.
- E. CEO Goals for FY23 – Chair Taverner
 - a. **CEO Fecher** reviewed her FY23 goals. Demonstrated positive progress.

6. STRATEGIC PLAN FY23-FY25

- A. Sonrisas Culture
 - a. D/E/I Staff Training Update – CEO Fecher
 - 1. **CEO Fecher** reviewed the March 15 staff training:
 - Dimensions of Diversity
 - Privilege
 - A very positive event
 - The Taco Truck was a success.
 - 2-3 more DEI Training events are to be scheduled.
- B. Sustainable Growth
 - a. FQHC Subrecipient Contract Update – CEO Fecher
 - 1. Top priority to work with HPSM (Healthcare Plan of San Mateo) to become a subrecipient.
 - b. Update on Peninsula Donor Event – CEO Fecher
 - 1. Venue (Domenico Winery) and date (Tuesday May 9th) set.
 - 2. Planning for 40 people and using the smaller room available. However, this room is upstairs, with no elevator. **Director Cappel** suggested that we should know all the invitees and if access could be a problem for any guests.
- C. Community and Patient Engagement
 - a. Patient Engagement Update – CEO Fecher
 - 1. Dr. Bonnie and Office Manager, Marleen Rodriguez-Ortiz, started an initial patient survey in Half Moon Bay.
 - 2. The appointment system is moving from Lighthouse to NexHealth. This will allow patients to fill out their details online, speeding up check in and hoping the confirmation system will improve the no show rate. It will also enable real time releases for treatments (so patients won't have to come back). Patients can enter their details from a smartphone.
 - b. Partnerships
 - 1. A presentation to the Sequoia Healthcare District Board is scheduled as we are asking to renew our grant. Pamela Kurzman (Sequoia HD CEO) let Tracey know that they are moving forward with Ravenswood to service the proposed brick and mortar clinic in their district office since Ravenswood is already an FQHC. She reported that Ravenswood received \$420 for each patient.
 - 2. The opportunity for that partnership is no longer open to Sonrisas.
 - 3. Becoming an FQHC will help Sonrisas be chosen as a partner when other opportunities come up.

7. REPORTS

- A. CEO Report – CEO Fecher
 - a. **Chair Taverner** asked Dr. Sanchez if he could help with the NYU AEGD resident program: Sonrisas is having trouble finding a match this year. **CEO Fecher** will send Dr Sanchez information on the program and connect him to Dental Director, Dr. Torrey Rothstein.
 - b. **Director Hinshelwood** asked about Sonrisas' work in Pescadero and partnership with Puente.
 - 1. Sonrisas needs to find another space for the temporary clinic while researching a permanent location or a mobile van.
- B. CFO Report – CFO Yee
 - a. February 2023 Profit and Loss, Balance Sheet, Dashboards



- b. **CFO Yee** commented that the cash sweep account ensures all of Sonrisas' deposits are FDIC insured.
 - 1. Sonrisas closed its account at SVB a week before SVB closed.
- c. **Chair Taverner** pointed out to all that, despite visit volumes being below budget due to staff shortages, power cuts etc., we have positive year to date net income and cash flow – both above budget.
 - 1. Patient revenue is down but costs are down further, and contributions are up.
- C. Fundraising Report – Maura LeBaron-Hsieh
 - a. No comments.
- D. Outreach Report– Dr. Bonnie Jue
 - a. No comments.
- E. Board Nomination Committee – Director Hinshelwood
 - a. Done earlier in meeting.

8. SUGGESTED AGENDA ITEMS FOR NEXT MEETING

- A. **CEO Fecher** to report back on the Sequoia Presentation.
- B. Update on Peninsula event.
- C. Dr. Sanchez asked about the path and timing to become an FQHC. **CEO Fecher** explained the key is to find someone to provide Sonrisas with a dental subrecipient relationship.
 - a. The largest barrier is getting San Mateo County interested in partnering.
 - b. Need a champion in the County.
- D. **Director Kneappel** asked if we are aware of the potential universe of partners.
 - a. **CEO Fecher** answered that she is.

9. ADJOURN - The meeting was adjourned at 8:08 pm.

B



DATE: April 12, 2023

TO: SDH Board of Directors

FROM: Tracey Fecher, CEO

RE: CEO Report

1. Clinic Operations:

- March visits were off by (20) visits to budget. We expect to meet budgeted visits from April to June due to Dr. Johnston working full time in Half Moon Bay and the additional dentist and hygienist provider days approved by the board in January.
- The Clinical Team is modeling visits for the FY24 budget. Due to adjustments in the visit forecast assumptions, if we are unable to secure an AEGD resident in HMB, we now expect the visit volume to be very similar with or without a resident. There will be an additional salary expense for 3 additional days of a hygienist or dentist if we do not have a resident.
- The Pescadero pop-up clinic at Puente is moving to a Puente building in La Honda while we look for a permanent location in Pescadero.

2. Staffing:

- We continue to recruit for the two fundraising positions that are open. There is concern about how fundraising operations will continue after May 31st if neither position is filled. Finding a contractor to provide fundraising support if we have not filled the positions is a priority.

3. Operations Updates:

- An agenda item for the March board meeting is the timing of choosing a Professional Employer Organization (PEO) service to provide improved benefits and HR support to the Sonrisas' team. The team has a proposal from ADP and is working with Insperty to receive a proposal as well. Input from the board on how to move forward will be helpful.

4. Financial Update:

- On April 12th, Sonrisas' current cash position was \$1,862,000





DATE: April 12th, 2023

TO: SDH Board of Directors

FROM: Vickie Yee, CFO
Tina Wang, Senior Accountant

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

March PERFORMANCE:

A. Revenue: Net Patient Revenue was **\$266,865** - \$5K below the budget.

- Total visits were 1,258 - 20 visits below the budget.
- Total gross revenue was \$548,648 – \$42K below the budget. Estimated revenue for tobacco tax revenue was \$23,666.
- Total uncompensated care deduction was **(\$239,823)** - 44% of gross revenue and \$37K better than budget

B. Total Expenses: \$428,526 – \$1K better than the budget.

- Total Direct Expenses - \$9K worse than budget because of additional salary expense. A new dentist and full-time hygienist started in March to provide an extra service day which was approved by the board.
- Total Indirect Expenses -\$10k better than the budget from depreciation expense and admin personnel cost due to a disability leave.

B. Donations/Grants & Other Income: \$176,641

- \$2,531 individual donation (\$2,500 from Los Altos Mountain View Community Foundation).
- \$100,549 released from restricted grants includes an estimated \$32K grant from the Sequoia Health District and \$31k of the First 5 Grant for services rendered in FY23 Q1 & Q2
- \$75,000 in PHCD grant support.
- **(\$1,439)** in interest income includes **(\$2,121)** loss in the investment account.

NET INCOME -- \$14,979 (\$811 below the budget)



YTD PERFORMANCE:

- Performance continues to be favorable to budget primarily due to the following:
 - o While visits are under budget by 5%, total direct care expenses are under budget by 6%.
 - o Fundraising efforts remain strong with a net positive variance of \$29K, which includes additional fundraising expenses.
- \$1M was transferred to our investment account at City National Bank on 3/24/23. 1 to 3 years US Treasury Notes were purchased with the funds. There is a -\$2,120.66 investment income because funds were paid out in accrued interest on the purchase and bond premiums, which will be recovered when the bond matures.

YTD PERFORMANCE TO BUDGET: YTD net income is **\$125k** better than the budget. The estimated Cash-flow **\$146K** better than budget. The PHCD grant received to date is \$675,000.

	YTD Actual	YTD Budget	Performance
<i>Visits</i>	<i>10,139</i>	<i>10,628</i>	<i>-489</i>
Gross Patient Revenue	\$4,372,780	\$4,615,385	5%
Uncompensated Care (Deductions)	(\$2,233,923)	(\$2,380,581)	6%
Grants/Donations/Other Income	\$1,634,795	\$1,592,917	3%
Direct Cost	(\$2,377,889)	(\$2,536,775)	6%
Indirect Cost	(\$1,315,281)	(\$1,335,179)	1%
Net Income	\$80,482	(\$44,233)	282%
<i>Non-cash items adj.</i>			
Depreciation	\$192,651	\$215,713	11%
Capital Expenditure	\$119,394	\$162,937	27%
Estimated Cash Flow	\$138,759	(\$7,246)	2015%

FINANCIAL OPERATIONS:

- Tobacco Tax audit - we found that some receivables were duplicated due to a positing error, and some were overestimated. As a result, we will be writing off approximately \$10,980 in revenue. We now understand the issue and have implemented new reconciliation procedures to ensure posting accuracy.

Sonrisas Dental Health
Revenues and Expenditures - Budget vs Actual
As of March 31, 2023

As of Date:

Location:

Restriction:

	Month Ending			Year To Date		
	Actual	Budget FY2023	Budget Diff	Actual	Budget FY2023	Budget Diff
Revenue and Expenditures						
Net Program Income						
Patient Revenue						
Patient Services						
Commercial Insurance	12,190.00	16,852.82	(4,662.82)	124,851.00	140,487.77	(15,636.77)
PPO	77,469.55	92,834.99	(15,365.44)	776,933.00	780,243.00	(3,310.00)
Public Dental Insurance	317,930.00	316,629.26	1,300.74	2,689,836.27	2,666,590.78	23,245.49
Private Pay	2,924.00	8,732.09	(5,808.09)	58,107.00	73,919.88	(15,812.88)
Tobacco Tax	23,666.00	0.00	23,666.00	96,995.90	0.00	96,995.90
Affordable Scale	18,857.00	24,715.23	(5,858.23)	190,160.00	199,230.98	(9,070.98)
Farmworker	10,564.00	6,449.94	4,114.06	116,046.00	83,568.65	32,477.35
FQHC	43,088.00	82,433.88	(39,345.88)	319,851.00	671,344.36	(351,493.36)
Gross Patient Revenue	506,688.55	548,648.21	(41,959.66)	4,372,780.17	4,615,385.42	(242,605.25)
Uncompensated Care						
Prior Period Adjustment	1,535.41	(2,000.00)	3,535.41	(13,590.23)	(18,000.00)	4,409.77
Uncompensated Care - Commercial Insurance	(3,034.07)	(3,861.66)	827.59	(22,234.16)	(32,226.20)	9,992.04
Uncompensated Care - PPO	(29,549.05)	(39,930.25)	10,381.20	(317,530.34)	(335,475.10)	17,944.76
Uncompensated Care - Public Dental Insurance	(192,772.38)	(191,635.07)	(1,137.31)	(1,667,916.84)	(1,664,576.44)	(3,340.40)
Uncompensated Care - Affordable Scale	(8,810.00)	(10,799.44)	1,989.44	(81,667.90)	(86,957.45)	5,289.55
Uncompensated Care - Farmworker	(2,302.61)	(2,750.81)	448.20	(22,128.21)	(23,463.12)	1,334.91
Uncompensated Care - FQHC	(4,382.00)	(23,669.04)	19,287.04	(91,344.90)	(201,883.02)	110,538.12
Fee Adjustments	(509.06)	(2,000.00)	1,490.94	(17,510.82)	(18,000.00)	489.18
Total Uncompensated Care	(239,823.76)	(276,646.27)	36,822.51	(2,233,923.40)	(2,380,581.33)	146,657.93
Net Patient Revenue	266,864.79	272,001.94	(5,137.15)	2,138,856.77	2,234,804.09	(95,947.32)
Total Expenses						
Direct Expenses						
Direct Personnel Expense						
Direct Program Salaries	223,021.18	202,913.99	(20,107.19)	1,759,830.31	1,826,225.91	66,395.60
Payroll Taxes	16,234.36	15,522.92	(711.44)	119,717.21	139,706.28	19,989.07
Unemployment Taxes	(1,236.26)	1,634.42	2,870.68	9,725.16	14,709.78	4,984.62
Benefits	2,257.55	6,400.43	4,142.88	51,460.47	57,603.87	6,143.40
401k Match	4,775.43	4,530.06	(245.37)	40,235.57	40,770.54	534.97
Worker's Comp	782.37	1,136.00	353.63	7,041.33	10,224.00	3,182.67
Continuing Education	655.00	304.00	(351.00)	1,676.36	2,736.00	1,059.64
License and Registration	630.41	1,072.00	441.59	8,717.56	9,648.00	930.44
Total Direct Personnel Expense	247,120.04	233,513.82	(13,606.22)	1,998,403.97	2,101,624.38	103,220.41
Clinic Expenses						
Sterilization Services	841.43	777.00	(64.43)	7,287.09	6,993.00	(294.09)
Shredding	73.00	67.00	(6.00)	691.00	603.00	(88.00)
Dental Specialist-Claims Processing	4,622.96	6,472.21	1,849.25	40,189.90	52,737.48	12,547.58
Dental Supplies	23,696.96	22,006.80	(1,690.16)	173,015.97	182,939.12	9,923.15
Equipment Maintenance	629.60	1,430.50	800.90	9,442.36	12,874.50	3,432.14
Small Dental Equipment	919.75	79.00	(840.75)	3,875.68	711.00	(3,164.68)
Dental Equipment Repair	732.44	1,785.00	1,052.56	14,037.19	16,065.00	2,027.81
Lab Fees	9,361.90	11,613.74	2,251.84	82,782.51	95,945.57	13,163.06
Uniforms	100.00	50.00	(50.00)	369.73	250.00	(119.73)
PPE& Covid Related	6,354.54	8,017.19	1,662.65	47,793.42	66,031.69	18,238.27
Total Clinic Expenses	47,332.58	52,298.44	4,965.86	379,484.85	435,150.36	55,665.51
Total Direct Expenses	294,452.62	285,812.26	(8,640.36)	2,377,888.82	2,536,774.74	158,885.92
Indirect Expenses						
Indirect Personnel Expenses						
Salaries/Wages	61,925.72	64,151.79	2,226.07	592,695.86	577,366.11	(15,329.75)
Payroll Taxes	5,479.02	4,901.26	(577.76)	46,169.82	44,111.34	(2,058.48)
Unemployment Taxes	(902.46)	799.65	1,702.11	3,250.75	7,196.85	3,946.10
Benefits	1,701.36	1,380.23	(321.13)	7,603.37	12,397.99	4,794.62
401k Match	2,159.63	2,460.25	300.62	14,832.90	22,142.25	7,309.35
Worker's Comp	352.88	0.00	(352.88)	3,175.92	0.00	(3,175.92)
Total Indirect Personnel Expenses	70,716.15	73,693.18	2,977.03	667,728.62	663,214.54	(4,514.08)
Facility Expenses						
Auto Expenses	196.00	83.00	(113.00)	2,063.68	756.50	(1,307.18)
Building Maintenance	334.00	1,259.00	925.00	12,760.42	11,331.00	(1,429.42)
Janitorial Service	2,638.00	2,560.00	(78.00)	22,896.68	23,040.00	143.32
Rent	3,484.00	3,484.00	0.00	31,356.00	31,356.00	0.00
Phone/Internet	1,401.74	1,535.00	133.26	14,532.89	13,815.00	(717.89)

Utilities	4,211.27	4,000.00	(211.27)	33,526.94	36,000.00	2,473.06
Total Facility Expenses	12,265.01	12,921.00	655.99	117,136.61	116,298.50	(838.11)
Office Expenses						
Claims Processing	639.38	200.00	(439.38)	4,211.64	1,800.00	(2,411.64)
Patient Notification	255.00	485.00	230.00	4,160.00	4,365.00	205.00
Office Supplies	1,157.78	1,036.00	(121.78)	11,152.49	9,324.00	(1,828.49)
Postage and Shipping	321.08	250.00	(71.08)	2,679.99	2,250.00	(429.99)
Printing Costs	0.00	100.00	100.00	0.00	900.00	900.00
Property Taxes	0.00	250.00	250.00	178.99	250.00	71.01
Employee Goodwill	1,921.79	571.00	(1,350.79)	8,326.10	7,539.00	(787.10)
Recruitment Expense	404.50	300.00	(104.50)	3,129.73	2,700.00	(429.73)
Total Office Expenses	4,699.53	3,192.00	(1,507.53)	33,838.94	29,128.00	(4,710.94)
Insurance						
Insurance - Auto	0.00	0.00	0.00	3,004.00	2,250.00	(754.00)
Insurance - Malpractice	928.83	929.00	0.17	8,383.47	8,361.00	(22.47)
Insurance - Liability & Property	804.00	884.00	80.00	7,236.00	7,316.00	80.00
Insurance - Directors & Officer Liability	498.81	500.00	1.19	4,489.37	4,500.00	10.63
Total Insurance	2,231.64	2,313.00	81.36	23,112.84	22,427.00	(685.84)
Fundraising Department						
Fundraising Expenses	716.13	934.67	218.54	54,580.22	41,689.03	(12,891.19)
Fundraising Consulting	9,954.00	9,900.00	(54.00)	64,235.78	66,550.00	2,314.22
Total Fundraising Department	10,670.13	10,834.67	164.54	118,816.00	108,239.03	(10,576.97)
Professional fee						
Consultant - General	0.00	1,666.00	1,666.00	11,950.00	14,994.00	3,044.00
Consultant - Professional Fees	2,600.00	2,915.00	315.00	23,918.63	24,380.00	461.37
Consultant - Legal	0.00	0.00	0.00	0.00	0.00	0.00
Total Professional fee	2,600.00	4,581.00	1,981.00	35,868.63	39,374.00	3,505.37
General						
Depreciation Expense	23,778.51	25,899.16	2,120.65	216,429.54	241,612.44	25,182.90
Marketing Expense	0.00	32.00	32.00	1,258.09	688.00	(570.09)
Meeting & Travel Expenses	170.58	1,530.00	1,359.42	6,008.07	16,095.00	10,086.93
Fees and Interest	1,658.80	1,958.00	299.20	16,467.20	17,622.00	1,154.80
Merchant Processing	0.00	0.00	0.00	0.00	0.00	0.00
Outreach Supplies	1,141.53	2,000.00	858.47	5,803.92	13,500.00	7,696.08
Training & Membership	0.00	0.00	0.00	19,191.43	0.00	(19,191.43)
Board Expense	0.00	0.00	0.00	1,282.53	10,560.00	9,277.47
Total General	26,749.42	31,419.16	4,669.74	266,440.78	300,077.44	33,636.66
Computer expense						
Computer Support	3,446.00	4,659.75	1,213.75	39,971.47	41,937.75	1,966.28
Software Support	696.00	619.00	(77.00)	12,367.20	14,483.00	2,115.80
Total Computer expense	4,142.00	5,278.75	1,136.75	52,338.67	56,420.75	4,082.08
Total Indirect Expenses	134,073.88	144,232.76	10,158.88	1,315,281.09	1,335,179.26	19,898.17
Total Total Expenses	428,526.50	430,045.02	1,518.52	3,693,169.91	3,871,954.00	178,784.09
Total Net Program Income	(161,661.71)	(158,043.08)	(3,618.63)	(1,554,313.14)	(1,637,149.91)	82,836.77
Grants and Other Income						
Grants and Donations						
Fundraiser	0.00	0.00	0.00	122,562.53	100,000.00	22,562.53
Donations	2,531.00	25,000.00	(22,469.00)	54,146.28	68,000.00	(13,853.72)
Grants	100,548.85	73,749.00	26,799.85	779,398.00	748,741.00	30,657.00
PHCD Grants	75,000.00	75,000.00	0.00	675,000.00	675,000.00	0.00
Total Grants and Donations	178,079.85	173,749.00	4,330.85	1,631,106.81	1,591,741.00	39,365.81
Other Income						
Interest Income-Heritage	208.76	80.00	128.76	5,305.11	1,140.00	4,165.11
Dividends	0.00	4.00	(4.00)	0.00	36.00	(36.00)
Other Income	0.00	0.00	0.00	30.93	0.00	30.93
Unrealized gain(loss)-CityNational	472.57	0.00	472.57	472.57	0.00	472.57
Investment Income	(2,120.66)	0.00	(2,120.66)	(2,120.66)	0.00	(2,120.66)
Total Other Income	(1,439.33)	84.00	(1,523.33)	3,687.95	1,176.00	2,511.95
Total Grants and Other Income	176,640.52	173,833.00	2,807.52	1,634,794.76	1,592,917.00	41,877.76
Net income	14,978.81	15,789.92	(811.11)	80,481.62	(44,232.91)	124,714.53

Sonrisas Dental Health**Balance Sheet**

As of Date:

03/31/2023

Location:

Sonrisas Dental Health

Year To Date

03/31/2023

Current Year Balance

Assets

Current Assets

Cash and Cash Equivalents

11218 - Heritage -Operating 667,565.71

11600 - Petty Cash 198.84

Total Cash and Cash Equivalents 667,764.55

Accounts Receivable, Net

Accounts Receivable

12100 - Accounts Receivable 366,703.19

12210 - Accounts Receivable - Grants 236,481.61

12218 - Contra Acct - Allowance for Bad Debt (5,675.96)

12220 - Accounts Receivable - Other Agencies 74,851.28

Total Accounts Receivable 672,360.12

Total Accounts Receivable, Net 672,360.12

Other Current Assets 19,138.03

Total Current Assets 1,359,262.70

Long-term Assets

Property & Equipment

17300 - Improvements 1,195,404.68

17400 - Equipment 1,445,724.47

17500 - Furniture/Fixtures 133,439.00

17999 - Accum Depreciation (1,838,710.04)

Total Property & Equipment 935,858.11

Other Long-term Assets 16,297.00

Total Long-term Assets 952,155.11

Investments

Long Term Investments

11410 - Investment Acct. - Merrill Lynch 46,169.08

11412 - Investment Acct. - City National 997,879.34

11415 - Unrealized Gain(loss) on Investment 472.57

Total Long Term Investments 1,044,520.99

Total Investments 1,044,520.99

Total Assets**3,355,938.80****Liabilities and Net Assets**

Liabilities

Short-term Liabilities

Accounts Payable

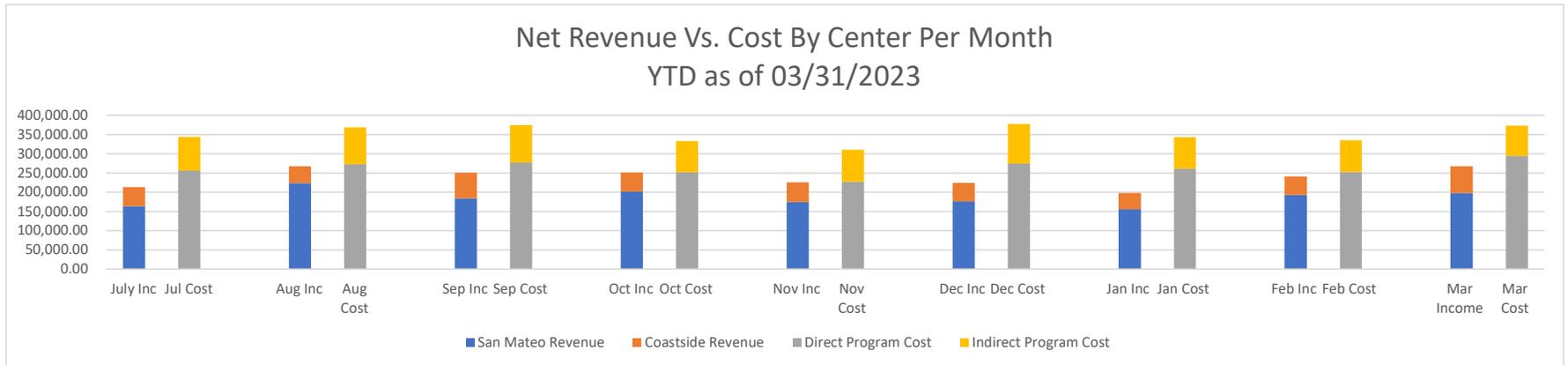
21110 - Accounts Payable 50,625.65

23100 - Patient Prepayments	31,107.14
23200 - Patient Refunds Payable	9,120.56
Total Accounts Payable	90,853.35
Accrued Liabilities	
22210 - Accrued Payroll	73,281.26
22220 - Accrued PTO	102,396.72
22250 - Accrued 401k Funds Payable	31,343.08
22260 - Accrued HSA Fund Payable	1,507.71
22320 - FSA Employee Account	3,931.83
Total Accrued Liabilities	212,460.60
Withholding Tax Payable	
22230 - Accrued Payroll Taxes	48,473.17
Total Withholding Tax Payable	48,473.17
Total Short-term Liabilities	351,787.12
Long Term Liabilities	
Other Long-term Liabilities	5,390.25
Total Long Term Liabilities	5,390.25
Total Liabilities	357,177.37
Net Assets	2,998,761.43
Total Liabilities and Net Assets	3,355,938.80

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Sonrisas Dental Health Operations

	Jul 22	Aug 22	Sept 22	Oct 22	Nov 22	Dec 22	Jan 23	Feb 23	Mar 23	Total	Budget	B(W)
San Mateo Revenue	163,278	223,898	184,183	201,870	174,626	176,515	155,554	193,228	198,049	1,671,200	1,808,248	(137,048)
Coastside Revenue	49,769	43,060	66,935	49,675	51,302	47,872	42,385	47,843	68,816	467,656	426,557	41,100
Total Net Revenue	213,047	266,958	251,118	251,545	225,928	224,387	197,938	241,071	266,865	2,138,856	2,234,804	(95,948)
Direct Program Cost	256,183	282,233	277,006	251,733	227,190	274,632	261,823	253,031	294,453	2,378,284	2,536,775	158,491
Indirect Program Cost	154,232	155,632	179,014	127,766	135,832	157,076	136,126	135,133	134,074	1,314,885	1,335,179	20,294
Total Cost	410,415	437,865	456,020	379,499	363,022	431,708	397,949	388,165	428,527	3,693,170	3,871,954	178,784
TOTAL	(197,368)	(170,907)	(204,902)	(127,954)	(137,094)	(207,321)	(200,011)	(147,094)	(161,662)	(1,554,313)	(1,637,150)	82,837
Dividend/Other Income	177	665	704	311	163	1,221	177	1,710	(1,440)	3,688	1,176	2,512
Donations Received	72,463	158,009	131,839	108,870	86,106	96,420	131,416	67,904	103,080	956,107	916,741	39,366
Grant from PHCD	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	675,000	675,000	0
OTHER INCOME	147,640	233,674	207,543	184,181	161,269	172,641	206,593	144,614	176,640	1,634,795	1,592,917	41,878
NET INCOME	(49,728)	62,766	2,641	56,227	24,175	(34,680)	6,581	(2,480)	14,978	80,481	(44,233)	124,714



	22-Jul	22-Aug	22-Sep	22-Oct	22-Nov	22-Dec	Jan-23	Feb-23	Mar-23	Total	Budget	Variance
San Mateo Visits	789	991	802	859	777	694	783	812	915	7422	7,966	(544)
Coastside Visits	242	332	310	305	308	335	257	285	343	2717	2,662	55
Total Visits	1031	1323	1112	1164	1085	1029	1040	1097	1258	10139	10,628	(489)

Mar-23

Visits by Payer -San Mateo

	31-Mar	Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	25	37	(12)	265	319	(54)
PPO	220	205	15	1726	1752	(26)
Private Pay	17	28	(11)	194	239	(45)
Affordable Scale	13	28	(15)	157	239	(82)
FQHC	124	168	(44)	732	1434	(702)
Farmworker	20	19	1	231	159	72
Public Dental Insurance(Adult)	181	112	69	1663	956	707
Public Dental Insurance (Child)	315	336	(21)	2454	2868	(414)
Total Visits	915	933	(18)	7422	7966	(544)

Visits by Payer -Coastside

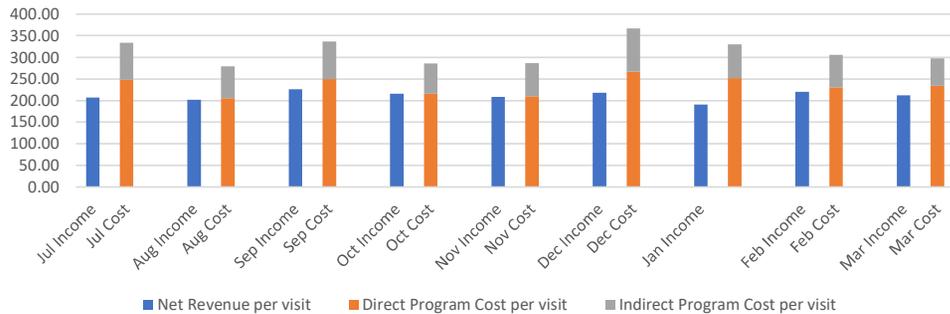
	31-Mar	Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	6	10	(4)	74	80	(6)
PPO	16	35	(19)	353	266	87
Private Pay	2	3	(1)	16	27	(11)
Affordable Scale	41	48	(7)	306	373	(67)
FQHC	6	35	(29)	13	185	(172)
Farmworker			0	3	0	3
Public Dental Insurance (Adult)	178	114	64	1333	959	374
Public Dental Insurance (Child)	94	100	(6)	619	772	(153)
Total Visits	343	345	(2)	2717	2662	55

Avg. Income (Loss) per Visit			
	YTD	Budget YTD*	FY22
Net Revenue per Visit	\$ 210.98	\$ 210.28	\$ 185.47
Direct Cost per Visit	\$ (234.72)	\$ (238.69)	\$ (210.98)
Indirect Cost per Visit*	\$ (78.67)	\$ (80.68)	\$ (79.73)
Net Income per Visit	\$ (102.41)	\$ (109.10)	\$ (105.24)

* Indirect cost excludes costs in outreach program and fundraising department
 * HPSM 10% increase will be in Budget since January 2023

Sonrisas Dental Health Operations Feb 23 VS. Feb 22			
	Mar-23	Mar-22	Variance B(W)
Visits	1258	1082	176
San Mateo Revenue	198,049	198,860	(811)
Coastside Revenue	68,816	71,168	(2,352)
Total Net Revenue	266,865	270,027	(3,163)
Direct Program Cost	294,453	242,170	(52,283)
Indirect Program Cost	134,074	137,818	3,744
Total Cost	428,527	379,988	(48,539)
TOTAL	(161,662)	(109,960)	(51,702)
Dividend/Other Income	(1,440)	181	(1,621)
Donations Received	103,080	87,444	15,635
Grant from PHCD	75,000	75,000	0
Grants and Donations	176,640	162,625	14,015
NET INCOME	14,978	52,665	(37,687)

Net Revenue Per Visit Vs. Cost Per Visit
 Per Month YTD as of 03/31/2023



D



DATE: April 13, 2023
TO: SDH Board of Directors
FROM: Maura LeBaron-Hsieh, MPH, Director of Development
RE: **Development Update**

In late March and early April 2023, the Development Team has been hard at work preparing several major grant proposals, planning Sonrisas' Spring 2023 Peninsula donor networking event, and continued early planning for Cooking for a Cause 2023.

As of March 31, 2023, we have raised \$1,753,584 (84%) 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 March 31, 2023, we have received \$212,225 in individual donations and sponsorships in FY22-23.
- Notably, we received a \$50,500 donation from a longtime supporter who has grown closer to Sonrisas. \$25,000 are directed toward School Screenings/urgent treatment for children; \$25,500 will be used to replace Sonrisas' wet vacuum suction system at the Half Moon Bay Center with a dry vacuum system that will decrease water wastage by 250 gallons each day.
- We anticipate additional individual giving revenue this spring during Coastside Gives and via our Spring Giving Campaign.
- Sonrisas will participate in Coastside Gives, on Thursday, May 4th, 2023, along with nearly 60 other nonprofits serving communities on the Coast.

2. Grant Seeking

- Sonrisas has been awarded \$641,359 in grants as of March 31, 2023, representing 66% of our annual grant target.
- We are currently in consideration for \$155,000 in grant funding and will submit proposals for a further \$275,000 by April 30th.
- In early April, the Sequoia Healthcare District Board voted to approve a two-year funding agreement for FY24 and FY25, totaling up to \$1,204,040 over the two years for services provided to their District residents. These grant funds will be reflected in the FY24 and FY25 grant reports as they are paid on an invoice basis.
- Work is underway on our FY24-FY26 funding proposal for services for Peninsula Health Care District residents.

3. Events

- Spring Donor event scheduled for Tuesday, May 9th at Domenico Winery in San Carlos. The evening will be an informal social event with a brief program and plenty of time to mingle.
- We have secured generous sponsorships from Heritage bank of Commerce, former Hillsborough mayor Kitty Mullooly, Hillsborough mayor Christine Krolik, and former Senator Jerry Hill to cover event costs.
- Please invite your network to attend! See 3/24 email from Maura for invitation and email template to spread the word. RSVP to Maura at mhsieh@sonrisasdental.org by May 1st.

Sonrisas
Dental Health



PLEASE JOIN US FOR

A Sonrisas Social

Made possible by **HERITAGE**
BANK OF COMMERCE

Learn about Sonrisas Dental Health's important work to create equity in oral health care access in San Mateo County!

- Meet and mingle with Sonrisas Leadership and Board Members-
- Enjoy delicious appetizers and wine from Domenico Winery-

TUESDAY, MAY 9TH, 2023

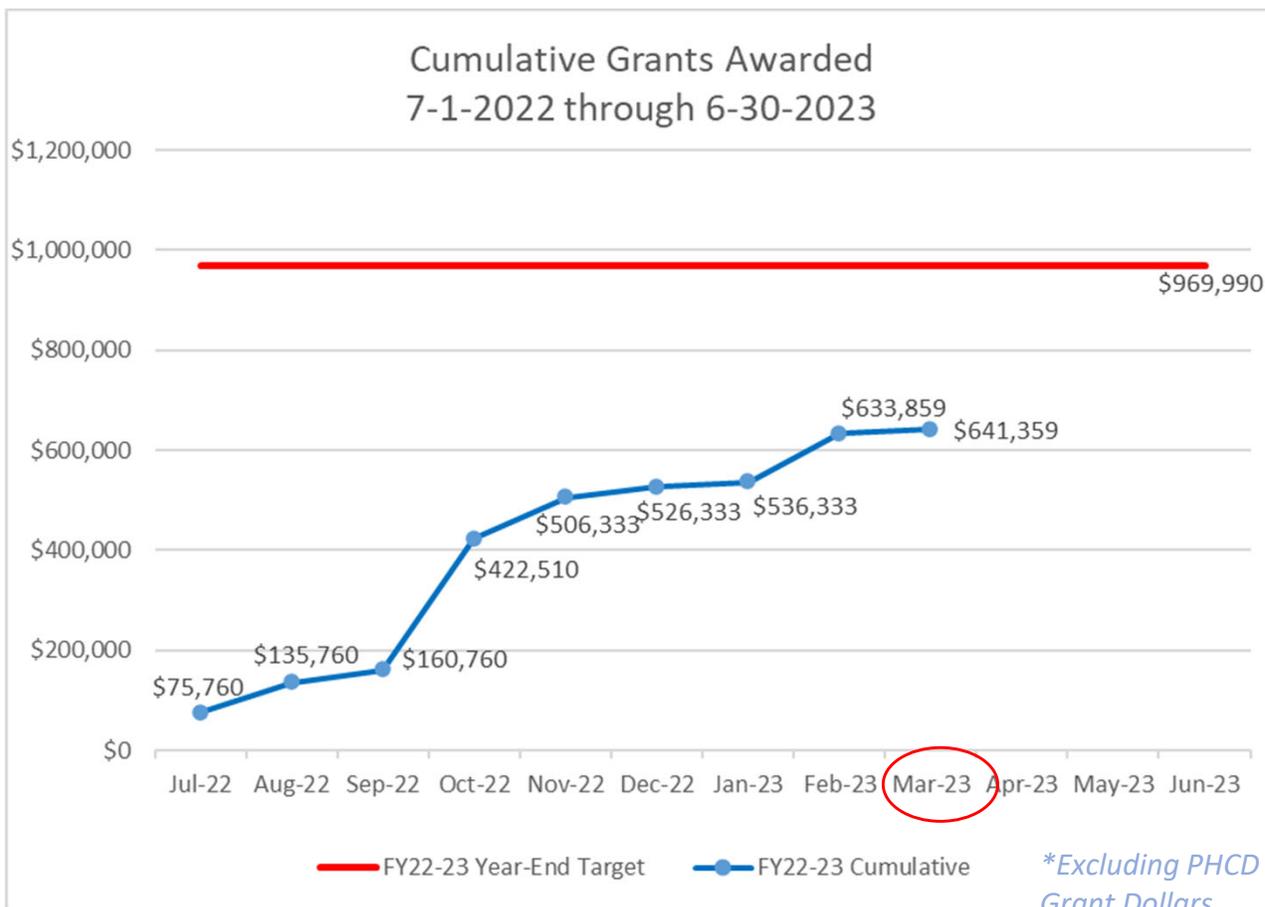
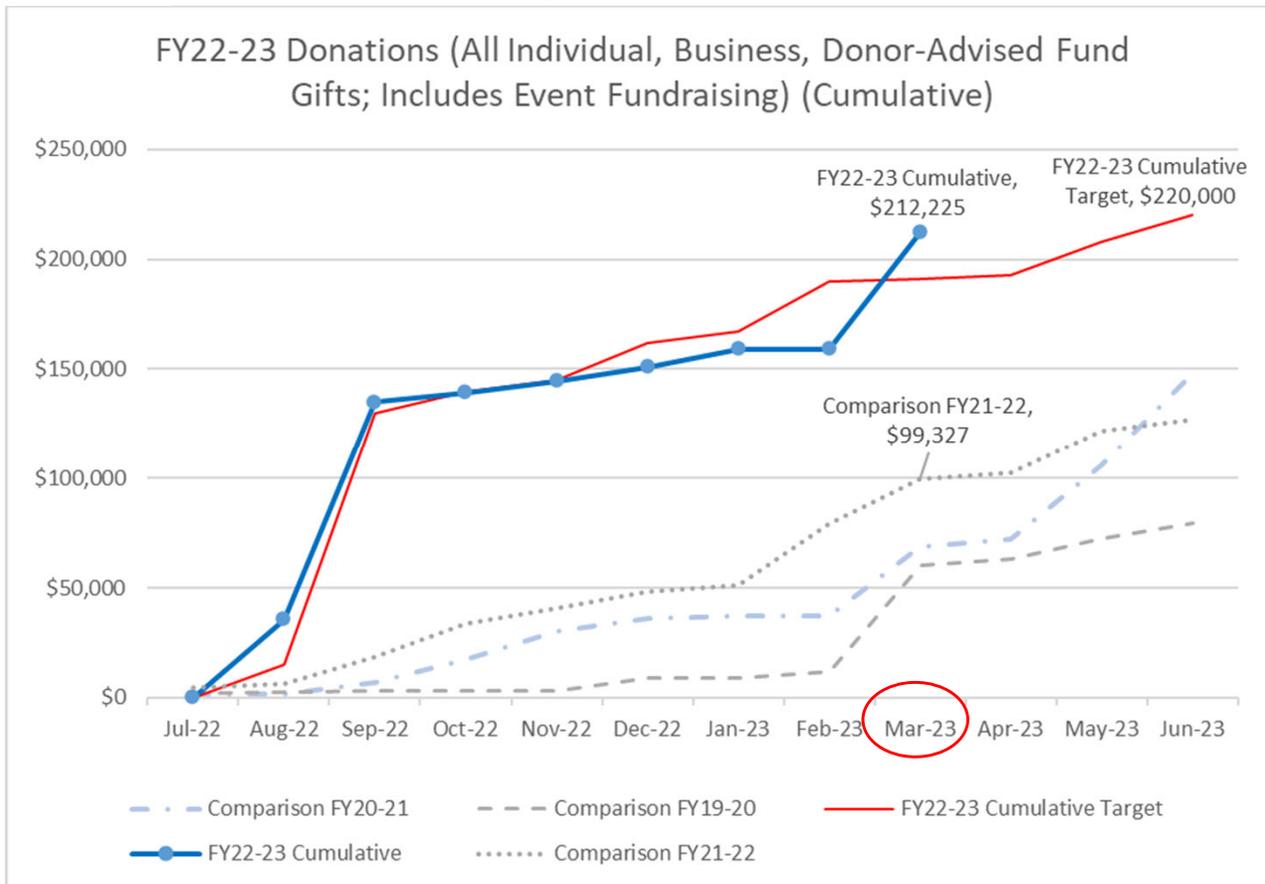
6:00 PM TO 8:00 PM

DOMENICO WINERY

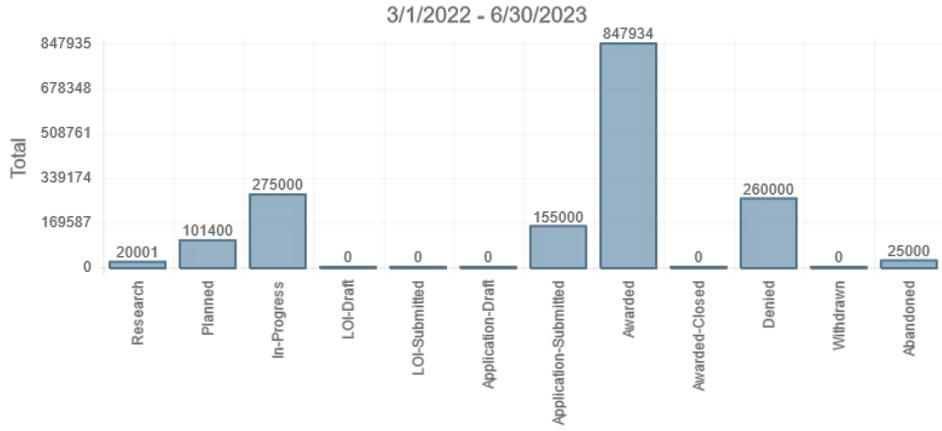
1697 INDUSTRIAL RD, SAN CARLOS

RSVP to Maura by May 1st
by email to: mhsieh@sonrisasdental.org

SDH Fundraising Report FY22-23 Through March 31, 2023



Opportunities By Status



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	\$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	\$1,760	\$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	\$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	Workforce Development	7/31/2022	\$0	\$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	General Operations	8/10/2022	\$0	\$0	Denied
Lucile Salter Packard Childrens Hospital at Stanford	2022-23 RFP LPCH	School Screenings, Access to Care Children, Outreach	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	General Operations	9/30/2022	\$18,750	\$18,750	Awarded
American Academy of Pediatric Dentistry	2022 AAPD	School Screenings, Access to Care Children	10/1/2022	\$0	\$0	Denied
Sequoia Healthcare District	FY22-23 Sequoia Healthcare District ATC Q1 Invoice	Access to Care, School Screenings, Seniors, Outreach	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	\$20,000	Awarded
Sequoia Healthcare District	FY22-23 Sequoia Healthcare District Q2 Invoice	Access to Care, School Screenings, Seniors, General Operations, Outreach	1/3/2023	\$97,526	\$97,526	Awarded
Atkinson Foundation	2023 Senior Program Atkinson Foundation	Access to Care, Seniors	2/1/2023	\$7,500	\$7,500	Awarded
Kaiser Permanente Community Health	2023 Kaiser RFP	Access to Care	2/24/2023	\$25,000		Application-Submitted
Bothin Foundation	2023 Capacity Grant- Dry Vacuum System	<i>Withdrawn due to receiving private donation for this project.</i>	3/3/2023	\$0		Withdrawn
Delta Dental Community Care Foundation	2023-24 Delta Dental	Access to Care, Seniors, Outreach	3/23/2023	\$125,000		Application-Submitted
Sequoia Healthcare District	FY22-23 Sequoia Healthcare District Q3 Invoice	Access to Care, School Screenings, Seniors, General Operations, Outreach	4/7/2023	\$71,400		In-Progress
City of Burlingame	2023 Community Funding Grant Burlingame	Access to Care	4/14/2023	\$5,000		Application-Submitted
Mills Peninsula Hospital (Sutter Health)	2023 Grant Mills Peninsula Foundation	School Screenings, Access to Care Children	4/21/2023	\$25,000		In-Progress
THE CALIFORNIA WELLNESS FOUNDATION	2023-2025 Request for Proposal	General Operations	4/28/2023	\$250,000		In-Progress
California Dental Association Foundation	2023 Henry Schein Cares	Supplies	4/30/2023	\$10,000		Planned
Silicon Valley Community Foundation	2023 Health Grants		5/1/2023	\$0		Research
City of Half Moon Bay	2023 Community Grant HMB	Access to Care	5/1/2023	\$20,000		Planned
Patterson Foundation	2023 Patterson Foundation Seniors?		5/5/2023	\$0		Research
AstraZeneca Corporate Contributions Program	2023 AstraZeneca		5/13/2023	\$20,000		Research
Cigna Foundation	2023 Cigna		5/15/2023	\$0		Research
COASTSIDE WOMENS CLUB	FY20 Coastside GO Grant	General Operations	5/15/2023	\$1		Research
Genentech	2023 Genentech Health Equity & Diversity in STEM Innovation Fund		6/1/2023	\$0		Research
Wells Fargo Foundation	FY23-24 Wells Fargo		6/15/2023	\$0		Research

Totals	\$1,399,335	\$847,934	40
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as of 4/13/2023