

**Board Meeting
February 16, 2023
6:30 PM**

Teleconference Via Zoom

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AGENDA

1. 6:30 CALL TO ORDER AND ROLL CALL –Chair Taverner
2. 6:35 MISSION MOMENT – CEO Fecher
3. 6:40 PUBLIC COMMENTS
4. 6:40-6:45 APPROVAL OF JANUARY BOARD MINUTES – Chair Taverner
5. 6:45-7:45 Board of Directors D/E/I Training – Tanya Bluford
 - A. Introductions
 - B. Common D/E/I Terms
 - C. Unconscious Bias
 - D. D/E/I Business Case
 - E. Q&A and Next Steps
6. 8:10-8:20 CONTINUING BUSINESS
 - A. Development Director Recruitment – ACTION Requested – CEO Fecher
 - B. Board Workshop in April or May – Chair Taverner
7. 7:45-8:10 STRATEGIC PLAN FY23-FY25
 - A. Sonrisas Culture
 - B. Sustainable Growth
 - a. FQHC Subrecipient Contract Update – CEO Fecher
 - b. Update on Peninsula Donor Event – CEO Fecher
 - C. Community and Patient Engagement
 - a. Patient Engagement Update – CEO Fecher
8. 8:20-8:30 REPORTS
 - A. CEO Report – CEO Fecher
 - B. CFO Report – CFO Fama
 - a. January 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
9. 8:30-8:35 SUGGESTED AGENDA ITEMS FOR NEXT MEETING – Chair Taverner
10. ADJOURN

TABS
A

B
C
D
E



**Board Meeting
January 19, 2023
6:30 PM**

Teleconference Via Zoom

MINUTES

1. **CALL TO ORDER AND ROLL CALL** – **Chair Taverner** called the meeting to order at 6:32 pm.
 - A. **Present:** Chair Nigel Taverner, Vice Chair Helen Galligan, Secretary Clyde Hinshelwood, Board Members: Larry Cappel, Larissa Cutler, Dennis Kneoppel, Steve Stielstra, Sheryl Young
 - B. **Also Present:** CEO Tracey Fecher, Administrative Assistant Veronica Le, PHCD CFO Vickie Yee, San Bruno Community Foundation (SBCF) Program Manager Jessica Carrillo
 - C. **Absent:** Rick Navarro, CFO Cheryl Fama

2. **BOARD RESOLUTION ADDING AGENDA ITEM ACTION REQUESTED**
 - A. **Chair Nigel Taverner** moved to approve adding an action item to Section 7 of January 19th's agenda. **Director Sheryl Young** seconded the motion and was approved by roll call. Ayes: **Nigel Taverner, Helen Galligan, Clyde Hinshelwood, Larry Cappel, Larissa Cutler, Dennis Kneoppel, Steve Stielstra, Sheryl Young.**

3. **MISSION MOMENT** – Last Fall, Sonrisas applied for a grant for Access to Care and school screenings from the San Bruno Community Foundation and was successful amongst a competitive pool of applicants. At the meeting, SBCF's Program Manager, Jessica Carrillo, presented a check for Sonrisas to fund access to dental care for low-income children in the San Bruno School District.
Due to the sinkhole on HWY 92, **CEO Fecher** expressed gratitude for Sonrisas staff, who experience challenging commutes to and from the Coastside clinic. Despite HWY 92 being partially reopened, there are still extensive delays; nevertheless, staff members remain dedicated to serving and providing dental care to the Half Moon Bay community.

4. **PUBLIC COMMENTS** - No public in attendance.

5. **APPROVAL OF NOVEMBER BOARD MINUTES**
 - A. **Chair Nigel Taverner** moved to approve the minutes of November 17th's meeting. **Director Dennis Kneoppel** seconded the motion and was approved by roll call. Ayes: **Helen Galligan, Clyde Hinshelwood, Larry Cappel, Larissa Cutler, Dennis Kneoppel, Steve Stielstra, Sheryl Young.**
Abstained: Nigel Taverner.

6. **ANNUAL MEETING**
 - A. **Election of Slate of Officers**
 - a. The bylaws of Sonrisas were changed in 2022 so that officers are elected on even years, therefore no officers are up for reelection this year.
 - B. **Appointment of Directors**

- a. This year, none of the directors' terms have ended, therefore there is no need to appoint or reappoint directors.

C. Conflict of Interest Forms

- a. Ms. Le emailed the Board, Conflict of Interest forms to be filled out, signed and returned.

D. CFO Transition ACTION Requested

- a. **Director Larry Cappel** moved to approve appointing Vickie Yee as CFO of Sonrisas Dental Health succeeding Cheryl Fama. **Vice Chair Helen Galligan** seconded the motion and was approved by roll call. Ayes: **Nigel Taverner, Helen Galligan, Clyde Hinshelwood, Larry Cappel, Larissa Cutler, Dennis Kneoppel, Steve Stielstra, Sheryl Young.**

E. Approval of FY21-22 Audit ACTION Requested

- a. A clean audit was received this year with new auditors, JWT & Associates.
 - i. JWT & Associates work with numerous hospital clients and they provided healthcare related footnotes
- b. Because this was the first year working with new auditors, preparation took a bit longer gathering all the necessary information, but it went smoothly.
- c. There was only one minor adjustment on payroll in the Sonrisas audit.
- d. **Director Kneoppel**—how much does the annual audit cost?
 - i. \$0 since Sonrisas is a component unit of PHCD, who pay for the required audit.
- e. **Director Larry Cappel** moved to approve the FY21-22 Audit. **Vice Chair Helen Galligan** seconded the motion and was approved by roll call. Ayes: **Nigel Taverner, Helen Galligan, Clyde Hinshelwood, Larry Cappel, Larissa Cutler, Dennis Kneoppel, Steve Stielstra, Sheryl Young.**

7. STRATEGIC PLAN FY23-FY25

A. Sustainable Growth

- a. **FQHC Subrecipient Contract Update – CEO Fecher** reported that we are currently in discussions with SMMC.
 - i. Dientes, located in Santa Cruz, has a subrecipient FQHC contract with Santa Cruz County.
 - Dientes' CEO is willing to consult with Sonrisas and SMMC and can help connect San Mateo County with representatives in Santa Cruz County
 - ii. **Chair Taverner** and **CEO Fecher** will meet with Jim Beaumont, HCH/FH Program Director, to discuss the possibility of a meeting with Dientes to hear about how the program works in Santa Cruz County.
 - iii. Are there ways Sonrisas can deliver the current contract with the county without using eCW?
 - Working in two electronic health records is found to be cumbersome.
 - Rescheduling FQHC patients is challenging.
 - Research is underway to see if there is a more efficient workflow.
- b. **Additional Unbudgeted Providers and Staff ACTION Requested**
 - i. The strategic plan has a goal of exploring diverse patient revenue streams and finding ways of utilizing the clinic space better by expanding capacity to weekends or evenings.
 - ii. When planning for the current fiscal year, a decision was made not to build growth into the budget due to COVID and staffing constraints at the time.
 - iii. The team now has the staffing to add two additional hygiene days a week and a Saturday dentist in San Mateo's clinic.
 - The Saturday dentist would need to be hired before hiring a Saturday hygienist.

- An additional dental assistant and support staff on Saturdays would also be needed.
- iv. This growth can generate another 100 visits a month and have a positive net revenue monthly.
- v. The budgeted salary year to date is less than the actual year to date.
- vi. **CEO Fecher** requested the approval of 1.8 FTE unbudgeted positions.
- **Director Cappel** - Why is the net revenue relatively small for the 1.8 FTE positions per month?
 - There is a 1 FTE position for a Care Coordinator with multiple goals, including reducing the patients' no-show rate at both clinics. This would improve monthly revenue but was not included in the revenue forecasts (to be conservative).
 - While a Care Coordinator was on maternity leave, the team temporarily hired a Spanish-speaking Care Coordinator. The team would like to retain this individual in a permanent position. The additional staffing will allow a focus on FQHC visits and can be available for new opportunities that come up.
 - **CEO Fecher** affirmed with **Director Kneoppel** the salary costs include benefits and taxes. **CFO Yee** agreed that the increase in visit volume should generate extra revenue.
- vii. **Director Dennis Kneoppel** moved to approve the unbudgeted 1.8 FTE positions. **Director Steve Stielstra** seconded the motion and was approved by roll call. Ayes: **Nigel Taverner, Helen Galligan, Clyde Hinshelwood, Larry Cappel, Larissa Cutler, Dennis Kneoppel, Steve Stielstra, Sheryl Young.**

B. Sonrisas Culture

- i. **Sonrisas Compensation Overview** – **CEO Fecher** thanked **Director Stielstra** for meeting earlier in the week to review all the components of compensation. **CEO Fecher** asked if there were any questions from the information she had shared with board members earlier in the week. **CEO Fecher** then promoted a discussion with the Board about compensation and items that might be considered in the FY24 budget process that will begin in the March and April timeframe.
- There are 10 different elements which make up total compensation, some of which could be increased to improve it.
 - **CEO Fecher** recommends reviewing two elements that would have the greatest impact for employees - and Sonrisas would be able to afford - salary scales and the number of paid holidays.
 - We could work out how to make salaries as competitive as possible and base the scale on years of experience.
 - Sonrisas could offer loan forgiveness to providers through the State of California – making the process easier for them.
 - At the last board meeting, **CEO Fecher** presented to the Board a comparison of compensation for dentists by Sonrisas, a government agency, private dental office, or other dental service organizations.
 - Sonrisas has a relatively low number of paid holidays
 - A challenge in competing with organizations offering more numerous paid holidays, like SMMC.

Government positions also have more paid vacation.

- During the budget process, the team will consider which holidays the clinic can be closed as a paid holiday and the impact on clinic revenue.
 - **Director Kneepel** - work-life balance is very important, emphasizing the increasing need for PTO so consider the impact on revenues while looking at next year's budget proposal.
 - **CFO Yee** - for some patients, a holiday or federal holiday may be the only time they can come in. Taking the day after Thanksgiving and one floater holiday would not result in loss of revenue or visit volume.
- **Director Hinshelwood**—have we ever considered having unlimited paid time off?
 - The concept is interesting but could create a challenge for clinic staffing.
 - **Director Kneepel** said he worked that way at Kaiser. The result was that he was never away.
 - **CEO Fecher** wants to continue changing the culture so that staff do not work while on PTO.
 - **Director Cappel** pointed out the difficulty in knowing the potential liability without specific PTO tracking.
 - He also confirmed that everybody in healthcare is having difficulty with staffing.
- Employees are eligible for medical and dental insurance if they work 30 hours a week as required by the insurance company.
- To be eligible for the 401k plan, staff have to work 1,000 hours or more per year.
- PTO includes sick days, unless employees work less than 15 hours a week, then California requires three sick days, annually.
- FSA and HSA are offered but Sonrisas does not contribute to the plans other than paying administrative fees
- Medical insurance can be expensive for some employees due to having a small group rate, with contributions based on age.
 - A single mom in their fifties pays significantly more than a provider in their thirties
 - Sonrisas could research joining a PEO to access large group insurance rates - not based on age.
- Unlike private dental services organizations, Sonrisas provides vision, life insurance and short/long term disability coverage.
- Sonrisas has a solid 401k plan, matching 4% for employees.
- Private dental and dental service organizations pay dentists based on the provider's production.
 - Some FQHCs require providers to see a high number of patients each day.
- **Director Young** suggested researching more short- and long-term solutions for medical insurance to help maintain affordable costs on top of high cost of living in San Mateo County.

- **Director Cappel** - It's difficult for nonprofits to pick from a normal health insurance market, especially with high deductibles and significant coinsurance.
- ii. Beginning 2023, a new law in California requires employers to post salary ranges when posting for a position and provide that salary scale to staff, upon request.
- iii. Hiring trends for 2023 from Indeed.com report:
 - Salary transparency
 - Younger workers expect remote work positions and will not apply if that is not an option - possibly not feasible for Sonrisas running clinics
 - Happiness on the job was highlighted
 - One of Sonrisas' strategic plan priorities is strengthening the culture. Initiatives include the following: social events, employee wellness and D/E/I.

b. Board DEI Training

- i. Unconscious Bias: In February's board meeting, Tanya Bluford, a DEI Consultant, will lead a one hour conversation on DEI with an emphasis on Unconscious Bias and the implications for Sonrisas:
 - Board members were asked to read Biased by Jennifer Eberhardt.

C. Community and Patient Engagement

a. Partnership Update

- i. The Leadership Team submitted a RFI bid to run the dental office in the County's new Navigation Center. The County chose the University of the Pacific, who can provide a specialist to perform root canals and oral surgery once a week.
- ii. **CEO Fecher** is working closely with the Sequoia Healthcare District and recently met with Kim Griffin, Sequoia's Board Chair.
 - A \$97,000 invoice for the services from last quarter was submitted based on the number of children screened in the district area.
 - Ravenswood is interested in operating a dental clinic if Sequoia can open one in their office on Veterans Boulevard.
- iii. **CEO Fecher** and Dr. Bonnie met with San Mateo County's Epidemiology Department to conduct a mapping project of the screenings Dr. Bonnie's Outreach Team accomplished from the past three years.
 - **CEO Fecher** or Dr. Bonnie will present this project in a report or at a board meeting in a few months.
- iv. Dr. Bonnie is working closely with Peninsula Health Care District representatives to connect to schools for oral health screenings.
 - The Outreach Team has been providing oral health screenings to newcomers at elementary schools in San Bruno Park School District and Redwood City School District.
- v. Sonrisas' grant with Peninsula Healthcare District ends June 30,2023.
 - **CEO Fecher** and **CFO Fama** are discussing what types of services are the focus for the next three-year grant cycle.
 - **CEO Fecher** will also work with staff and board members on a proposal.

8. CONTINUING BUSINESS

A. Banking: Insured Sweep Account ACTION Requested

- a. An Insured Cash Sweep (ICS) Account is a banking product which ensures that our bank account balances never exceed \$250,000 – the maximum amount insured by the FDIC. Once any account balance surpasses \$250,000, the excess funds will be swept out and transferred to other accounts.

- i. The auditors noticed the bank account contains a balance higher than \$250,000.
- ii. Creating an ICS Account will cost \$2,300 annually. The downside is that all account fees are currently waived since our checking account balance is higher than \$750,000.

- The interest rate on the ICS funds will be .2%

- b. Currently, we have \$800,000 in the Heritage checking account. We need \$600,000 in liquidity to maintain regular operations and recommend putting the balance in an investment account along with other liquid assets to achieve a much better return than .2%
- c. **Director Larry Cappel** moved to approve opening an Insured Cash Sweep Account at Heritage Bank of Commerce. **Director Dennis Kneoppel** seconded the motion and was approved by roll call. Ayes: **Nigel Taverner, Helen Galligan, Clyde Hinshelwood, Larry Cappel, Larissa Cutler, Dennis Kneoppel, Steve Stielstra, Sheryl Young.**

B. Investment Portfolio Management ACTION Requested

- a. As of this meeting, \$200,000 is invested in CDs at Boston Private, \$500,000 recently matured and was moved into the checking account.
 - i. Boston Private's CDs are generating a low interest rate
- b. City National Bank has offered Sonrisas an account that follows PHCD's investment policies. As a government agency, they must follow a conservative investment strategy.
 - i. Allowed to invest treasuries, CDs, money markets, etc.
 - ii. Offering discounted fees of 15 basis points, or .15%, to manage Sonrisas' funds. This is a very low fee.
 - Fees on \$1.2M, the estimated investment balance, would be around \$1,800 annually.
 - Based on the investment strategy for PHCD, the Portfolio Manager expects to make 4.72% annually.
 - Current investment strategies are short term; if interest rates go up, can reinvest
 - iii. It is recommended that \$1.2M moved into an investment account to have it be professionally managed for low fees.
- c. **Director Larry Cappel** moved to approve opening an Investment Account at City National Bank. **Director Dennis Kneoppel** seconded the motion and was approved by roll call. Ayes: **Nigel Taverner, Helen Galligan, Clyde Hinshelwood, Larry Cappel, Larissa Cutler, Dennis Kneoppel, Steve Stielstra, Sheryl Young.**
- d. **Director Larry Cappel** moved to approve on behalf of the Board, Secretary Clyde Hinshelwood will sign the resolution to appoint City National Bank as Investment Manager. **Chair Nigel Taverner** seconded the motion and was approved by roll call. Ayes: **Nigel Taverner, Helen Galligan, Clyde Hinshelwood, Larry Cappel, Larissa Cutler, Dennis Kneoppel, Steve Stielstra, Sheryl Young.**

C. May 2023 Board Meeting

- a. **CEO Fecher** is not available for the May meeting. Although the May board meeting is designated to approve the operating and capital budget, the approval historically has been pushed back to June's board meeting. Board members recommended that the May meeting be cancelled.
 - i. **CEO Fecher** offered to schedule time for Board members to meet with the Leadership Team to host budget walk through meetings, in late May or early June.
- b. **Chair Nigel Taverner** moved to approve the cancellation of May's board meeting. **Secretary Clyde Hinshelwood** seconded the motion and was approved by roll call. Ayes: **Nigel Taverner, Helen Galligan, Clyde Hinshelwood, Larry Cappel, Larissa Cutler, Dennis Kneoppel, Steve Stielstra, Sheryl Young.**

D. Board Resolution to Continue Virtual Meetings ACTION Requested

- a. **Director Larry Cappel** moved to approve authorizing remote teleconference meetings for the period of January 19, 2023 to February 16, 2023. **Vice Chair Helen Galligan** seconded the motion and was approved by roll call. Ayes: **Nigel Taverner, Helen Galligan, Clyde Hinshelwood, Larry Cappel, Larissa Cutler, Dennis Kneepel, Steve Stielstra, Sheryl Young.**

9. REPORTS

- A. CEO Report** – The beginning of January visit volume was affected due to the stormy weather and the road closure on HWY 92.
- B. CFO Report** – The reports and year-to-date for December 2022 were presented to the Board.
- a. Low visit volume, mainly from San Mateo, due to staff shortage.
 - b. December had a timing difference on a grant from HPSM.
 - i. The grant was initially received in December 2021, but due to supply chain issues, the equipment was back ordered before it was installed in December 2022 and will be paid for in January, when the funds will be released.
 - c. The payoff of the deferred Social Security tax payment occurred in December 2022.
- C. Fundraising Report – Secretary Hinshelwood** cooked paella for the auction winners from Cooking for a Cause. Guests reported that it was an excellent evening.
- D. Outreach Report** – No comments or questions.
- E. Board Nomination Committee**
- a. The Board Nominating Committee met in early January. **Director Young** resigned as Chair of Board Nominating Committee and recommended **Secretary Hinshelwood** for Chair.
 - i. **Director Young** will remain on the committee
 - ii. There are several candidates to approach to engage with Sonrisas in some capacity for potential future board service.
 - iii. **Secretary Hinshelwood** welcomes all comments or suggestions from the Board for potential board candidates.
 - b. **Director Larry Cappel** moved to approve the recommendation of Clyde Hinshelwood as Chair of Board Nominating Committee. **Secretary Clyde Hinshelwood** seconded the motion and was approved by roll call. Ayes: **Nigel Taverner, Helen Galligan, Clyde Hinshelwood, Larry Cappel, Larissa Cutler, Dennis Kneepel, Steve Stielstra, Sheryl Young.**

10. SUGGESTED AGENDA ITEMS FOR NEXT MEETING

- A. Update on donor cultivation event for Spring
- B. Board Retreat in April or May
 - a. Choosing a topic and deciding a location to meet
 - b. Shifting Sonrisas from a Charity Mindset to an Equity Mindset?

11. ADJOURN - Chair Taverner adjourned the meeting at 8:26 pm.



DATE: February 10, 2023

TO: SDH Board of Directors

FROM: Tracey Fecher, CEO

RE: CEO Report

1. Clinic Operations:

- January visits were off by (147) visits to budget but ahead by 65 visits to the forecast. The January forecast was adjusted for the number of providers as well as an increased cancellation rate due to trends the team is seeing.
- February visits are forecasted to be off budget by 145 visits due to less dentist and hygienist days.
- The full time HMB dentist begins on March 6th, which will help visit volume. The team is recruiting a Wednesday/Saturday Dentist and Hygienist to increase visit volume. The forecast will be adjusted (increased) when those unbudgeted positions are added to the team.

2. Staffing:

- The Development Director gave notice that she will be leaving Sonrisas by the end of May. She loves her work at Sonrisas but needs something more flexible for her family life. The new Development Associate left this month due to a family situation that required her to relocate outside of California. At the board meeting, the Development Committee will have a proposal for changes to the Fundraising Team as well as the plan for recruiting the next Development Director.
 - While we are still refining the skills desired in the next Development Director, the focus for the position will be our major donor program.
 - The team is proposing scoping the budgeted Development Associate as a Development Manager to support the administrative side of Fundraising as well as Annual Campaigns and collecting patient stories about the impact of Sonrisas' work. We believe this will support the Development Director spending the majority of their time with major donors.

3. Operations Updates:

- After receiving input from the board about developing short and long term plans to improve the cost of medical benefits for the Sonrisas Team, we are talking to Professional Employer Organizations (PEO) to research how they would affect the cost of benefits. We are in process of looking at ADP, which is our current payroll provider. There is an advantage to using the same organization for all HR and payroll systems for improved integration of information. After working with ADP, the team will look at other organizations that can provide payroll, 401K, and all other benefits Sonrisas provides employees. If the costs and services with a PEO are an improvement, it could

also change the HR outsourced services Sonrisas uses as well as streamline business operations.

4. Financial Update:

- On February 10th, Sonrisas' current cash position was \$1,805,000



DATE: February 10th, 2023

TO: SDH Board of Directors

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

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

January PERFORMANCE:

A. Revenue: Net Patient Revenue was \$197,938, \$59k below the budget.

- Total visits were 1040, 147 visits below the budget.
- Total gross revenue was \$465,066 – \$50K below the budget due to fewer visits. The total tobacco tax revenue was estimated to be \$23,666.
- Total uncompensated care deductions of **(\$267,128)** - 57% of gross revenue.

B. Total Expenses: \$397,949 – \$23K better than the budget.

- Total Direct Expenses - \$20K better than budget because of savings in personnel cost and clinic expenses due to fewer patient visits.
- Total Indirect Expenses -\$3k better than the budget.

B. Donations/Grants & Other Income: \$206,592

- \$119,668 released from restricted grants including \$85K HPSM grant to cover laboratory build-out and equipment purchases.
- \$11,748 individual donations from the year-end campaign.
- \$75,000 in PHCD grant support.
- \$176 interest income.

NET INCOME-- \$6,581, \$15K better than the budget.

YTD PERFORMANCE:

- Performance continues to be positive to budget primarily due to:
 - While visits are under budget by 5%, total direct care expenses are under budget by 7%.
 - Fundraising efforts remains strong with a 23K positive variance.
- The truck was donated last month to Samaritan House and was taken off the balance sheet. There were no gains or losses for the disposal as the truck was fully depreciated.

YTD PERFORMANCE TO BUDGET: YTD net income is **\$108k** better than the budget. The estimated Cash-flow **\$111k** better than budget. PHCD grant received to date is \$525,000.

	YTD Actual	YTD Budget	Performance
<i>Visits</i>	<i>7784</i>	<i>8175</i>	<i>(391)</i>
Gross Patient Revenue	\$ 3,373,209.84	\$3,561,210.46	(5%)
Uncompensated Care (Deductions)	(1,742,288.57)	\$(1,848,753.29)	6%
Grants/Donations/Other Income	\$1,313,540.11	\$1,269,751.00	3%
Direct Cost	\$(1,830,799.50)	\$(1,969,271.15)	7%
Indirect Cost	\$(1,045,679.40)	\$(1,052,539.74)	0%
Net Income	\$67,982	(\$39,603)	272%
<i>Non-cash items adj.</i>			
Depreciation	\$169,276	\$189,814	11%
Capital Expenditure	\$118,264	\$142,570	17%
Estimated Cash Flow	\$118,994	\$7,641	1457%

FINANCIAL OPERATIONS:

- Last month the Board approved the recommendation to open an investment account at City National Bank. The paperwork for the account is almost complete, and we expect the account to be ready by the end of February.
- We noticed that the Tobacco Tax receivables are accumulating. We will begin auditing any outstanding tobacco tax receivables for five or more months and report to the Board with our findings next month.

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

As of Date: 01/31/2023
Location: Sonrisas Dental Health
Restriction: Unrestricted

	Month Ending 01/31/2023			Year To Date 01/31/2023		
	Actual	Budget FY2023	Budget Diff	Actual	Budget FY2023	Budget Diff
Revenue and Expenditures						
Net Program Income						
Patient Revenue						
Patient Services						
Commercial Insurance	12,099.00	15,670.06	(3,571.06)	92,865.00	108,132.94	(15,267.94)
PPO	87,341.17	86,693.28	647.89	622,128.67	601,312.47	20,816.20
Public Dental Insurance	274,002.00	294,297.90	(20,295.90)	2,069,934.27	2,058,917.34	11,016.93
Private Pay	7,403.00	8,185.54	(782.54)	47,719.00	57,031.13	(9,312.13)
Tobacco Tax	23,666.30	0.00	23,666.30	49,663.90	0.00	49,663.90
Affordable Scale	17,493.00	22,581.06	(5,088.06)	150,879.00	152,531.99	(1,652.99)
Farmworker	11,272.00	10,149.74	1,122.26	91,448.00	71,048.18	20,399.82
FQHC	31,790.00	77,099.85	(45,309.85)	248,572.00	512,236.41	(263,664.41)
Gross Patient Revenue	465,066.47	514,677.43	(49,610.96)	3,373,209.84	3,561,210.46	(188,000.62)
Uncompensated Care						
Prior Period Adjustment	(6,271.56)	(2,000.00)	(4,271.56)	(9,788.53)	(14,000.00)	4,211.47
Uncompensated Care - Commercial Insurance	(1,955.70)	(3,592.68)	1,636.98	(15,651.50)	(24,808.57)	9,157.07
Uncompensated Care - PPO	(37,237.89)	(37,281.28)	43.39	(256,652.23)	(258,527.06)	1,874.83
Uncompensated Care - Public Dental Insurance	(192,153.70)	(178,117.75)	(14,035.95)	(1,280,300.05)	(1,296,794.30)	16,494.25
Uncompensated Care - Affordable Scale	(7,979.00)	(9,861.17)	1,882.17	(64,077.90)	(66,562.86)	2,484.96
Uncompensated Care - Farmworker	(2,758.00)	(2,589.04)	(168.96)	(17,194.60)	(18,123.27)	928.67
Uncompensated Care - FQHC	(17,041.40)	(22,276.75)	5,235.35	(82,953.20)	(155,937.23)	72,984.03
Fee Adjustments	(1,731.11)	(2,000.00)	268.89	(15,670.56)	(14,000.00)	(1,670.56)
Total Uncompensated Care	(267,128.36)	(257,718.67)	(9,409.69)	(1,742,288.57)	(1,848,753.29)	106,464.72
Net Patient Revenue	197,938.11	256,958.76	(59,020.65)	1,630,921.27	1,712,457.17	(81,535.90)
Total Expenses						
Direct Expenses						

Direct Personnel Expense						
Direct Program Salaries	193,405.23	202,913.99	9,508.76	1,352,953.75	1,420,397.93	67,444.18
Payroll Taxes	13,192.79	15,522.92	2,330.13	89,662.00	108,660.44	18,998.44
Unemployment Taxes	2,496.39	1,634.42	(861.97)	10,146.83	11,440.94	1,294.11
Benefits	5,612.98	6,400.43	787.45	40,783.69	44,803.01	4,019.32
401k Match	4,745.16	4,530.06	(215.10)	31,013.01	31,710.42	697.41
Worker's Comp	782.37	1,136.00	353.63	5,476.59	7,952.00	2,475.41
Continuing Education	0.00	304.00	304.00	826.36	2,128.00	1,301.64
License and Registration	455.75	1,072.00	616.25	7,810.40	7,504.00	(306.40)
Total Direct Personnel Expense	220,690.67	233,513.82	12,823.15	1,538,672.63	1,634,596.74	95,924.11
Clinic Expenses						
Sterilization Services	841.43	777.00	(64.43)	5,604.23	5,439.00	(165.23)
Shredding	146.00	67.00	(79.00)	545.00	469.00	(76.00)
Dental Specialist-Claims Processing	5,268.42	6,031.91	763.49	30,778.36	40,285.68	9,507.32
Dental Supplies	17,625.05	20,432.17	2,807.12	128,414.41	140,746.08	12,331.67
Equipment Maintenance	772.00	1,430.50	658.50	8,691.25	10,013.50	1,322.25
Small Dental Equipment	960.31	79.00	(881.31)	2,955.93	553.00	(2,402.93)
Dental Equipment Repair	1,273.71	1,785.00	511.29	11,701.76	12,495.00	793.24
Lab Fees	6,459.73	10,747.62	4,287.89	65,716.37	73,744.83	8,028.46
Uniforms	50.00	50.00	0.00	269.73	200.00	(69.73)
PPE& Covid Related	7,735.69	7,407.46	(328.23)	37,449.83	50,728.32	13,278.49
Total Clinic Expenses	41,132.34	48,807.66	7,675.32	292,126.87	334,674.41	42,547.54
Total Direct Expenses	261,823.01	282,321.48	20,498.47	1,830,799.50	1,969,271.15	138,471.65
Indirect Expenses						
Indirect Personnel Expenses						
Salaries/Wages	64,550.76	64,151.79	(398.97)	466,441.00	449,062.53	(17,378.47)
Payroll Taxes	5,485.11	4,901.26	(583.85)	36,234.02	34,308.82	(1,925.20)
Unemployment Taxes	1,460.85	799.65	(661.20)	4,115.31	5,597.55	1,482.24
Benefits	1,497.31	1,380.23	(117.08)	2,904.70	9,637.53	6,732.83
401k Match	2,159.75	2,460.25	300.50	10,795.33	17,221.75	6,426.42
Worker's Comp	352.88	0.00	(352.88)	2,470.16	0.00	(2,470.16)
Total Indirect Personnel Expenses	75,506.66	73,693.18	(1,813.48)	522,960.52	515,828.18	(7,132.34)
Facility Expenses						
Auto Expenses	92.75	83.00	(9.75)	1,774.93	590.50	(1,184.43)
Building Maintenance	831.99	1,259.00	427.01	9,897.43	8,813.00	(1,084.43)
Janitorial Service	2,060.82	2,560.00	499.18	17,010.68	17,920.00	909.32
Rent	3,484.00	3,484.00	0.00	24,388.00	24,388.00	0.00

Phone/Internet	1,299.85	1,535.00	235.15	11,892.96	10,745.00	(1,147.96)
Utilities	3,758.94	4,000.00	241.06	25,834.86	28,000.00	2,165.14
Total Facility Expenses	11,528.35	12,921.00	1,392.65	90,798.86	90,456.50	(342.36)
Office Expenses						
Claims Processing	413.48	200.00	(213.48)	3,143.24	1,400.00	(1,743.24)
Patient Notification	485.00	485.00	0.00	3,395.00	3,395.00	0.00
Office Supplies	2,315.58	1,036.00	(1,279.58)	9,470.42	7,252.00	(2,218.42)
Postage and Shipping	217.20	250.00	32.80	2,140.91	1,750.00	(390.91)
Printing Costs	0.00	100.00	100.00	0.00	700.00	700.00
Property Taxes	0.00	0.00	0.00	178.99	0.00	(178.99)
Employee Goodwill	252.82	571.00	318.18	6,113.90	6,497.00	383.10
Recruitment Expense	596.00	300.00	(296.00)	2,725.23	2,100.00	(625.23)
Total Office Expenses	4,280.08	2,942.00	(1,338.08)	27,167.69	23,094.00	(4,073.69)
Insurance						
Insurance - Auto	375.00	0.00	(375.00)	2,625.00	2,250.00	(375.00)
Insurance - Malpractice	928.83	929.00	0.17	6,501.81	6,503.00	1.19
Insurance - Liability & Property	804.00	804.00	0.00	5,628.00	5,628.00	0.00
Insurance - Directors & Officer Liability	498.82	500.00	1.18	3,491.74	3,500.00	8.26
Total Insurance	2,606.65	2,233.00	(373.65)	18,246.55	17,881.00	(365.55)
Fundraising Department						
Fundraising Expenses	710.55	417.67	(292.88)	52,741.59	38,040.69	(14,700.90)
Fundraising Consulting	4,059.00	5,500.00	1,441.00	53,631.78	53,850.00	218.22
Total Fundraising Department	4,769.55	5,917.67	1,148.12	106,373.37	91,890.69	(14,482.68)
Professional fee						
Consultant - General	2,600.00	1,666.00	(934.00)	9,350.00	11,662.00	2,312.00
Consultant - Professional Fees	3,170.00	2,650.00	(520.00)	16,568.63	18,550.00	1,981.37
Consultant - Legal	0.00	0.00	0.00	0.00	0.00	0.00
Total Professional fee	5,770.00	4,316.00	(1,454.00)	25,918.63	30,212.00	4,293.37
General						
Depreciation Expense	23,353.72	25,899.16	2,545.44	169,275.79	189,814.12	20,538.33
Marketing Expense	545.00	32.00	(513.00)	1,258.09	524.00	(734.09)
Meeting & Travel Expenses	192.28	1,530.00	1,337.72	5,440.01	11,210.00	5,769.99
Fees and Interest	1,750.90	1,958.00	207.10	12,515.14	13,706.00	1,190.86
Merchant Processing	0.00	0.00	0.00	0.00	0.00	0.00
Outreach Supplies	346.11	2,000.00	1,653.89	3,285.19	11,500.00	8,214.81
Training & Membership	500.00	0.00	(500.00)	18,891.43	0.00	(18,891.43)
Board Expense	13.14	0.00	(13.14)	1,235.01	10,560.00	9,324.99

Total General	26,701.15	31,419.16	4,718.01	211,900.66	237,314.12	25,413.46
Computer expense						
Computer Support	4,377.00	4,659.75	282.75	31,446.92	32,618.25	1,171.33
Software Support	587.00	619.00	32.00	10,866.20	13,245.00	2,378.80
Total Computer expense	4,964.00	5,278.75	314.75	42,313.12	45,863.25	3,550.13
Total Indirect Expenses	136,126.44	138,720.76	2,594.32	1,045,679.40	1,052,539.74	6,860.34
Total Total Expenses	397,949.45	421,042.24	23,092.79	2,876,478.90	3,021,810.89	145,331.99
Total Net Program Income	(200,011.34)	(164,083.48)	(35,927.86)	(1,245,557.63)	(1,309,353.72)	63,796.09
Grants and Other Income						
Grants and Donations						
Fundraiser	0.00	0.00	0.00	122,562.53	100,000.00	22,562.53
Donations	11,748.23	6,000.00	5,748.23	51,521.38	42,500.00	9,021.38
Grants	119,667.75	73,749.00	45,918.75	611,039.21	601,243.00	9,796.21
PHCD Grants	75,000.00	75,000.00	0.00	525,000.00	525,000.00	0.00
Total Grants and Donations	206,415.98	154,749.00	51,666.98	1,310,123.12	1,268,743.00	41,380.12
Other Income						
Interest Income	176.53	80.00	96.53	3,416.99	980.00	2,436.99
Dividends	0.00	4.00	(4.00)	0.00	28.00	(28.00)
Sale of Fixed Asset	0.00	0.00	0.00	0.00	0.00	0.00
Total Other Income	176.53	84.00	92.53	3,416.99	1,008.00	2,408.99
Total Grants and Other Income	206,592.51	154,833.00	51,759.51	1,313,540.11	1,269,751.00	43,789.11
Net income	6,581.17	(9,250.48)	15,831.65	67,982.48	(39,602.72)	107,585.20

Sonrisas Dental Health Balance Sheet

As of Date:

01/31/2023

Location:

Sonrisas Dental Health

Year To Date

01/31/2023

 Current Year Balance

Assets

Current Assets

Cash and Cash Equivalents

11205 - Operating - Boston Private Checking	43,961.74
11211 - Boston Private-CD 1	200,933.15
11218 - Heritage -Operating	1,482,218.47
11600 - Petty Cash	198.84

Total Cash and Cash Equivalents	1,727,312.20
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Accounts Receivable, Net

Accounts Receivable

12100 - Accounts Receivable	337,753.73
12210 - Accounts Receivable - Grants	197,228.57
12218 - Contra Acct - Allowance for Bad Debt	(5,675.96)
12220 - Accounts Receivable - Other Agencies	75,081.28

Total Accounts Receivable	604,387.62
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Total Accounts Receivable, Net	604,387.62
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Other Current Assets

15,029.73

Total Current Assets

2,346,729.55

Long-term Assets

Property & Equipment

17000 - Fixed Asset Clearing	5,471.00
17300 - Improvements	1,193,823.68
17400 - Equipment	1,415,574.22
17500 - Furniture/Fixtures	133,439.00
17999 - Accum Depreciation	(1,791,556.29)

Total Property & Equipment	956,751.61
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Other Long-term Assets

16,297.00

Total Long-term Assets

973,048.61

Investments

Long Term Investments

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

45,760.43

Total Assets

3,365,538.59

Liabilities and Net Assets

Liabilities

Short-term Liabilities

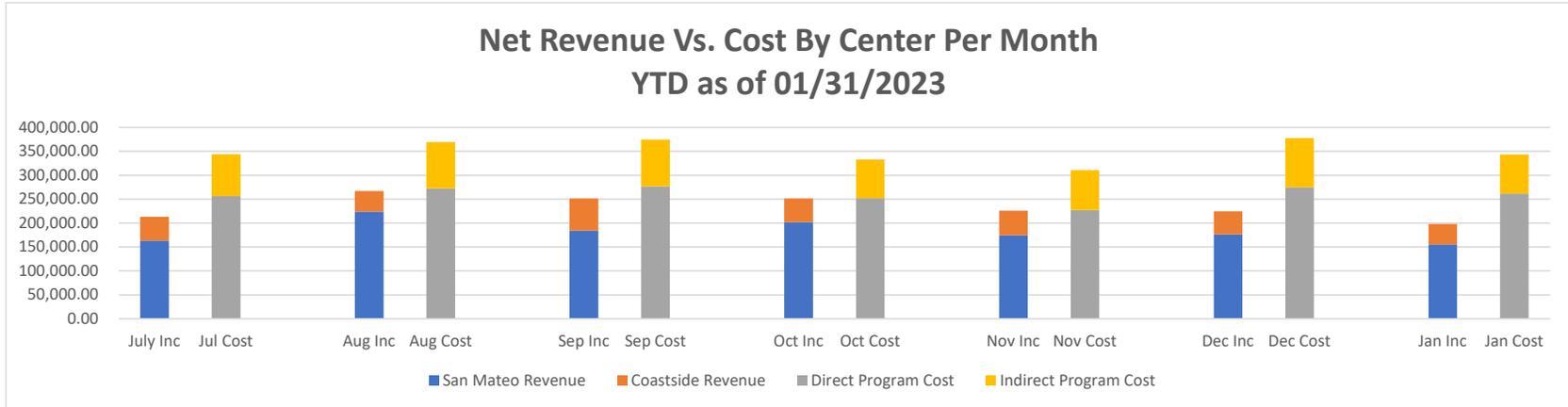
Accounts Payable

21110 - Accounts Payable	39,274.58
23100 - Patient Prepayments	37,646.16

23200 - Patient Refunds Payable	7,830.32
Total Accounts Payable	84,751.06
Accrued Liabilities	
22210 - Accrued Payroll	159,843.75
22220 - Accrued PTO	102,396.72
22250 - Accrued 401k Funds Payable	16,572.05
22260 - Accrued HSA Fund Payable	823.09
22320 - FSA Employee Account	5,246.57
Total Accrued Liabilities	284,882.18
Withholding Tax Payable	
22230 - Accrued Payroll Taxes	57,599.19
Total Withholding Tax Payable	57,599.19
Total Short-term Liabilities	427,232.43
Long Term Liabilities	
Other Long-term Liabilities	5,549.26
Total Long Term Liabilities	5,549.26
Total Liabilities	432,781.69
Net Assets	2,932,756.90
Total Liabilities and Net Assets	3,365,538.59

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Sonrisas Dental Health Operations										
	Jul 22	Aug 22	Sept 22	Oct 22	Nov 22	Dec 22	Jan 23	Total	Budget	B(W)
San Mateo Revenue	163,278	223,898	184,183	201,870	174,626	176,515	155,554	1,279,923	1,394,211	(114,288)
Coastside Revenue	49,769	43,060	66,935	49,675	51,302	47,872	42,385	350,998	318,246	32,752
Total Net Revenue	213,047	266,958	251,118	251,545	225,928	224,387	197,938	1,630,921	1,712,457	(81,536)
Direct Program Cost	256,183	282,233	277,006	251,733	227,190	274,632	261,823	1,830,800	1,969,271	138,471
Indirect Program Cost	154,232	155,632	179,014	127,766	135,832	157,076	136,126	1,045,679	1,052,540	6,861
Total Cost	410,415	437,865	456,020	379,499	363,022	431,708	397,949	2,876,479	3,021,811	145,332
TOTAL	(197,368)	(170,907)	(204,902)	(127,954)	(137,094)	(207,321)	(200,011)	(1,245,558)	(1,309,354)	63,796
Dividend/Other Income	177	665	704	311	163	1,221	177	3,417	1,008	2,409
Donations Received	72,463	158,009	131,839	108,870	86,106	96,420	131,416	785,123	743,743	41,380
Grant from PHCD	75,000	75,000	75,000	75,000	75,000	75,000	75,000	525,000	525,000	0
OTHER INCOME	147,640	233,674	207,543	184,181	161,269	172,641	206,593	1,313,541	1,269,751	43,790
NET INCOME	(49,728)	62,766	2,641	56,227	24,175	(34,680)	6,581	67,983	(39,603)	107,586



	22-Jul	22-Aug	22-Sep	22-Oct	22-Nov	22-Dec	Jan-23	Total	Budget	Variance
San Mateo Visits	789	991	802	859	777	694	783	5695	6153	(458)
Coastside Visits	242	332	310	305	308	335	257	2089	2022	67
Total Visits	1031	1323	1112	1164	1085	1029	1040	7784	8175	(391)

Jan-23

Visits by Payer -San Mateo

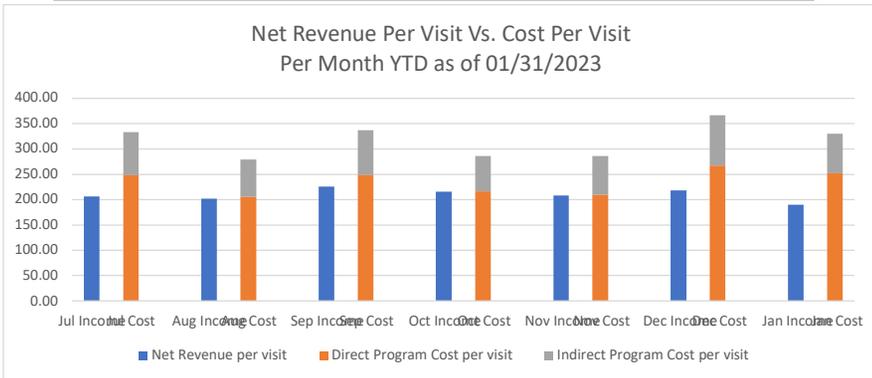
	31-Jan	Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	28	35	(7)	204	246	(42)
PPO	188	193	(5)	1325	1353	(28)
Private Pay	18	26	(8)	154	184	(30)
Affordable Scale	23	26	(3)	127	184	(57)
FQHC	57	158	(101)	525	1107	(582)
Farmworker	17	18	(1)	182	123	59
Public Dental Insurance(Adult)	142	107	35	1015	741	274
Public Dental Insurance (Child)	310	316	(6)	2163	2215	(52)
Total Visits	783	879	(96)	5695	6153	(458)

Visits by Payer -Coastside

	31-Jan	Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	6	9	(3)	61	60	1
PPO	46	31	15	302	202	100
Private Pay	1	3	(2)	11	20	(9)
Affordable Scale	34	43	(9)	236	283	(47)
FQHC	0	31	(31)	3	121	(118)
Farmworker	2		2			0
Public Dental Insurance (Adult)	114	102	12	930	750	180
Public Dental Insurance (Child)	54	89	(35)	546	586	(40)
Total Visits	257	308	(51)	2089	2022	67

Avg. Income (Loss) per Visit			
	YTD	Budget YTD*	FY22
Net Revenue per Visit	\$ 209.57	\$ 209.47	\$ 185.47
Direct Cost per Visit	\$ (235.40)	\$ (240.89)	\$ (210.98)
Indirect Cost per Visit*	\$ (81.48)	\$ (82.45)	\$ (79.73)
Net Income per Visit	\$ (107.31)	\$ (113.86)	\$ (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 Jan 23 VS. Jan 22			
	Jan-23	Jan 22	Variance B(W)
Visits	1040	1108	(68)
San Mateo Revenue	155,554	164,297	(8,744)
Coastside Revenue	42,385	31,119	11,266
Total Net Revenue	197,938	195,416	2,522
Direct Program Cost	261,823	246,388	(15,435)
Indirect Program Cost	136,126	129,242	(6,884)
Total Cost	397,949	375,630	(22,319)
TOTAL	(200,011)	(180,214)	(19,797)
Dividend/Other Income	177	171	6
Donations Received	131,416	64,830	66,586
Grant from PHCD	75,000	75,000	0
Grants and Donations	206,593	140,001	66,592
NET INCOME	6,581	(40,213)	46,795





Sonrisas Dental Health



DATE: February 9, 2023
TO: SDH Board of Directors
FROM: Maura LeBaron-Hsieh, MPH, Director of Development
RE: **Development Update**

In late January and early February 2023, the Development Team worked on a substantial number of mid-year grant reports and proposals, continued early planning for our Spring 2023 Peninsula donor networking event, and began planning for Cooking for a Cause 2023.

As of January 31, 2023, we have raised \$1,593,826 (76%) 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 January 31, 2023, we have received \$157,493 in individual donations and sponsorships in FY22-23.
- This month, the team's top priority in Individual Donations is preparing a spring donor cultivation event on the peninsula, to increase awareness of Sonrisas on the Peninsula.
- We have also registered as a participating organization in Coastside Gives 2023, the annual day of giving on the Coast, scheduled for Thursday, May 4th, 2023.

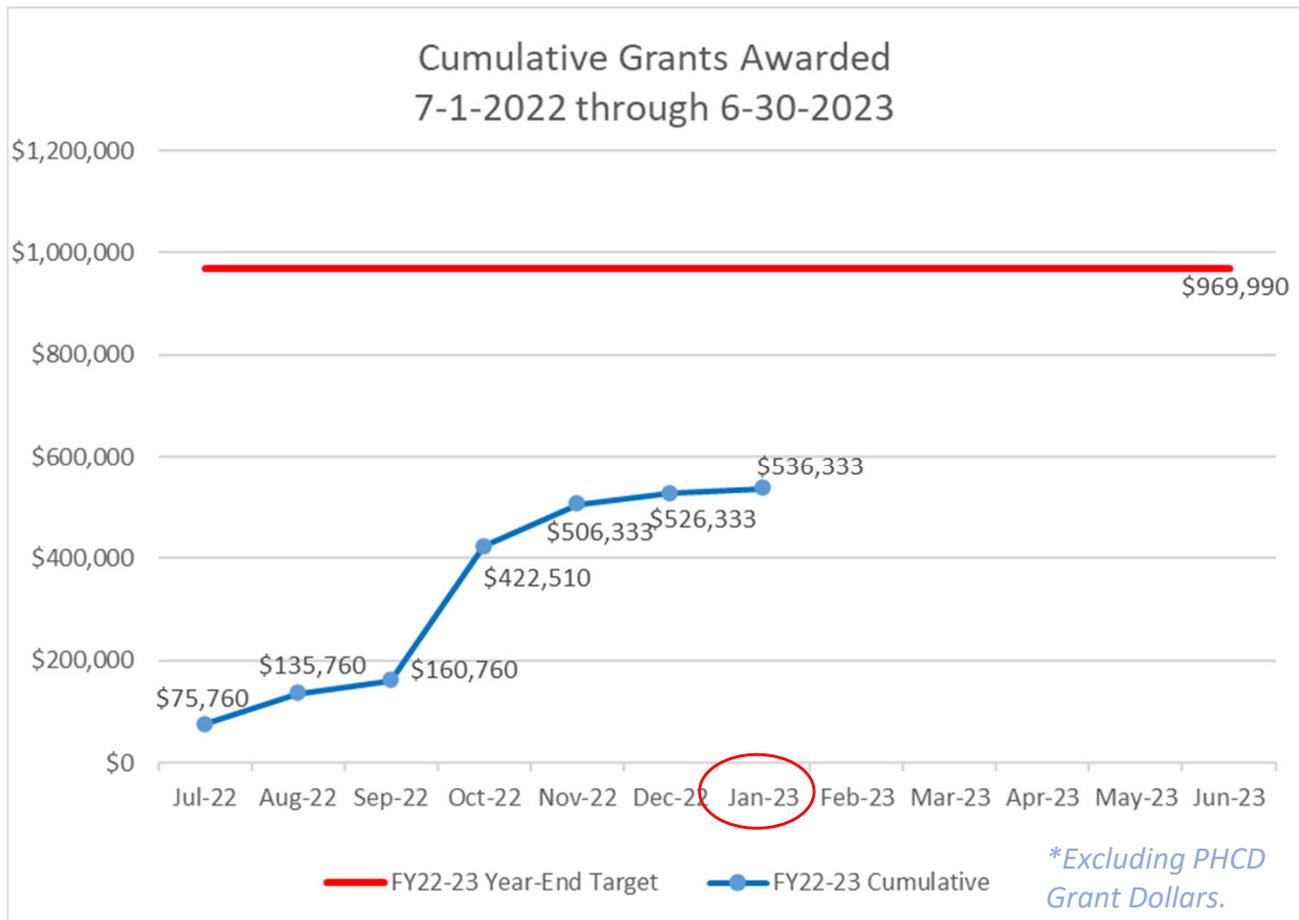
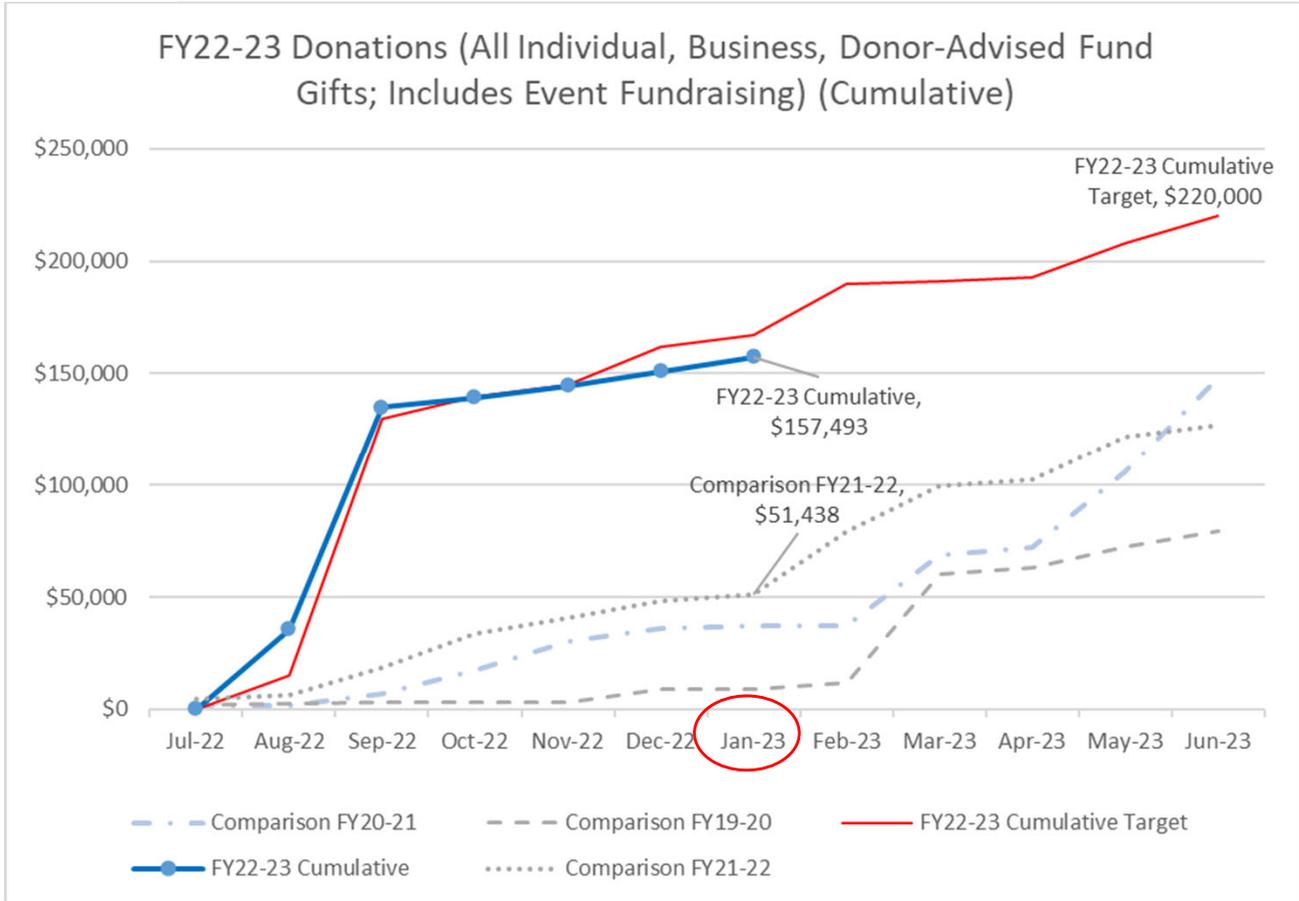
2. Grant Seeking

- Sonrisas has been awarded \$536,333 in grants as of January 31, 2023, representing 55% of our annual grant target. We are currently in consideration for \$207,526 in grant funding, and we are also preparing multiple grant proposals due in the next weeks.

3. Events

- Spring cultivation event:
 - The Development Team has continued planning our spring Donor Cultivation event with guidance from the Board Development Committee. You will recall this important event format from our discussion at the November 2022 SDH Board Meeting.
 - Current Focus: Seeking event sponsorship and network connections (goal: set a location and date based on sponsor)
 - We are seeking a sponsor or sponsors to provide \$5,000 - \$7,500 to offset the expenses of hosting the event.
 - Thank you to those Board members who have already sent leads and connections our way. We greatly appreciate your warm introductions to community members who may be interested in learning more about Sonrisas and perhaps engaging in networking on our behalf.
- Cooking for a Cause 2023:
 - As a reminder, please save the date of Saturday, September 16, 2023 for our annual gala fundraiser.
 - More exciting details are forthcoming!

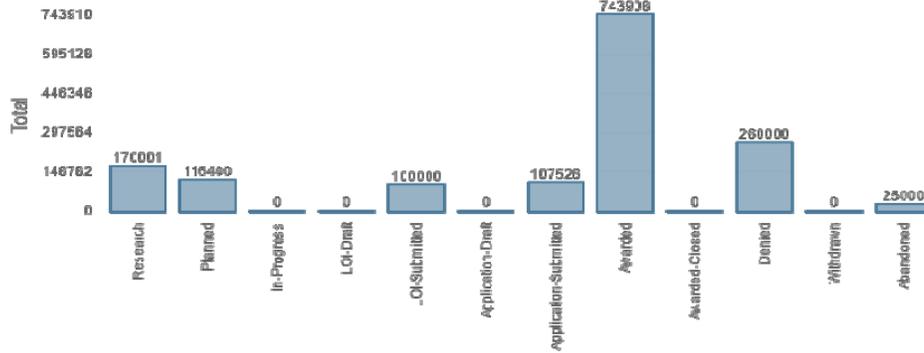
SDH Fundraising Report FY22-23 Through Jan 31, 2023





Opportunities By Status

3/1/2022 - 6/30/2023



Funder	Funding Opportunity	Funding Category	Deadline	Amount Projected	Amount Awarded	Status
2022 Senior Programs Grant	Atkinson Foundation	Access to Care, Seniors, Outreach	2/1/2022	\$7,500	\$7,500	Awarded
FY22-23 Senior ATC Grant	Delta Dental Community Care Foundation	Access to Care, Seniors, Outreach	3/25/2022	\$100,000	\$100,000	Awarded
2022 Project Innovation	The Comcast Nbcuniversal Foundation	School Screenings	3/25/2022	\$0	\$0	Denied
FY22-23 Kaiser Safety Net Grant	Kaiser Permanente Community Health	Access to Care	3/25/2022	\$25,000	\$25,000	Awarded
FY21-22 Sequoia Healthcare District ATC Q3 Invoice	Sequoia Healthcare District	General Operations	4/4/2022	\$60,000	\$60,000	Awarded
2022 Community Funding Information	City of Burlingame	Access to Care	4/15/2022	\$1,760	\$1,760	Awarded
2022 RFP Mills Sutter Health	Mills Peninsula Hospital (Sutter Health)	Access to Care, School Screenings	4/29/2022	\$20,000	\$20,000	Awarded
2022 First Five Oral Health Extension	First 5 San Mateo County	School Screenings, Access to Care Children	4/30/2022	\$54,075	\$54,075	Awarded
2022 RFP AstraZeneca	AstraZeneca Corporate Contributions Program	School Screenings, Access to Care Children	5/13/2022	\$0	\$0	Denied
FY22-23 CSFA Grant	City of Half Moon Bay	Access to Care	5/15/2022	\$14,000	\$14,000	Awarded
2022-2024 CZI Community Fund	Chan Zuckerberg Initiative Foundation	General Operations	6/30/2022	\$100,000	\$100,000	Awarded
FY21-22 Sequoia Healthcare District ATC Q4 Invoice and Final Report	Sequoia Healthcare District	General Operations	7/5/2022	\$60,000	\$60,000	Awarded
https://www.granthonline.com/2022 Workforce Equity Fund Grant	Workforce Matters		7/31/2022	\$0	\$0	Denied
2022 Woodlawn Foundation Grant	Woodlawn Foundation	Access to Care, Seniors	8/4/2022	\$25,000	\$25,000	Awarded
2022 Golden Pear	AmFund (American Fundraising Foundation, Inc.)		8/10/2022	\$0	\$0	Denied
2022-23 RFP LPCH	Lucile Salter Packard Childrens Hospital at Stanford	School Screenings, Access to Care Children, Outreach	9/15/2022	\$75,000	\$75,000	Awarded
2023 San Bruno Community Foundation	The San Bruno Community Foundation	School Screenings, Access to Care Children	9/22/2022	\$10,000	\$10,000	Awarded
2022-23 Stanford RFP	Stanford Health Care	Access to Care	9/23/2022	\$68,000	\$68,000	Awarded
SVCF Leadership Investment Application	Silicon Valley Community Foundation		9/30/2022	\$18,750	\$18,750	Awarded
2022 AAPD	American Academy of Pediatric Dentistry	School Screenings, Access to Care Children	10/1/2022	\$0	\$0	Denied
FY22-23 Sequoia Healthcare District ATC Q1 Invoice	Sequoia Healthcare District	Access to Care, School Screenings, Seniors, Outreach	10/1/2022	\$83,823	\$83,823	Awarded
2023 Dignity Health Grant	Dignity Health-Sequoia Hospital	School Screenings, Access to Care Children	10/7/2022	\$20,000	\$20,000	Awarded
FY22-23 Sequoia Healthcare District Q2 Invoice	Sequoia Healthcare District	Access to Care, School Screenings, Seniors, General Operations, Outreach	1/3/2023	\$97,526		Application-Submitted
Advancing Equity in Oral Health Fund: Community Voice	CareQuest Institute for Oral Health		1/12/2023	\$100,000		LOI-Submitted
2023 Senior Program Atkinson Foundation	Atkinson Foundation	Access to Care, Seniors	2/1/2023	\$10,000		Application-Submitted
2023 Project Innovation	The Comcast Nbcuniversal Foundation		2/15/2023	\$40,000		Research
2023 Health	Bank of America Charitable Foundation, Inc.		2/17/2023	\$0		Research
2023 Kaiser RFP	Kaiser Permanente Community Health		2/24/2023	\$25,000		Planned
2023-24 Delta Dental	Delta Dental Community Care Foundation		3/1/2023	\$100,000		Planned
2023 Grant Mills Peninsula Foundation	Mills Peninsula Hospital (Sutter Health)		3/1/2023	\$20,000		Planned
2023 Capacity Grant- Water Free System?	Bothin Foundation		3/3/2023	\$0		Research
2023 Health Grants	Silicon Valley Community Foundation		3/15/2023	\$0		Research
FY20 Coastside GO Grant	COASTSIDE WOMENS CLUB	General Operations	3/15/2023	\$1		Research
2021 RFP	Oral Health Foundation of the Pierre Fauchard Academy	Access to Care	3/15/2023	\$5,000		Research
MCF Community Program Grant	Millbrae Community Foundation	School Screenings, Access to Care Children	3/31/2023	\$5,000		Research
2023 Patterson Foundation Seniors?	Patterson Foundation		4/1/2023	\$0		Research
2023 Henry Schein Cares	California Dental Association Foundation		4/3/2023	\$0		Research
FY22-23 Sequoia Healthcare District Q3 Invoice	Sequoia Healthcare District	Access to Care, School Screenings, Seniors, General Operations, Outreach	4/4/2023	\$71,400		Planned
2023 Community Funding Grant Burlingame	City of Burlingame		4/14/2023	\$2,000		Research
2023 Community Grant HMB	City of Half Moon Bay		4/14/2023	\$20,000		Planned
2023 AstraZeneca	AstraZeneca Corporate Contributions Program		4/14/2023	\$20,000		Research
2023 Cigna	Cigna Foundation		5/15/2023	\$0		Research
2023 Genentech Health Equity & Diversity in STEM Innovation Fund	Genentech		6/1/2023	\$0		Research
FY23-24 Wells Fargo	Wells Fargo Foundation		6/15/2023	\$0		Research
Totals				\$1,258,835	\$742,908	44
				as of 2/9/2023		



DATE: February 10, 2023
TO: SDH Board of Directors
FROM: Bonnie Jue, DDS
RE: **Community Engagement Director Report – February 2023**

Sonrisas Dental Health's Community Outreach Programs has a lot to celebrate this month, including a newly awarded contract with San Mateo County's Oral Public Health Program (OPHP) in partnership with California's Office of Oral Health to provide dental screenings to the county's Kindergarten students in order to meet the state's Kindergarten Oral Health Assessment (KOHA) initiative!

Stipends paid to SDH and our community partner, Ravenswood Family Health Center, will focus on children from priority schools (defined as schools in which 50% or more of the student body qualifies for the Free/Reduced Lunch Program), with a long-term goal of assessing over 4,000 Kindergarten students in the county within the next few years. This collaboration with the county and the state is a very exciting opportunity for Sonrisas made possible by the hard work of SDH's entire team and OPHP's coordinator, Claire Bleymaier.

So, it's safe to say that even though February is officially National Children's Dental Health Month, Sonrisas raises awareness about the importance of oral health in children every single day!

To date, SDH has completed 1089 dental screenings for children in San Mateo County, with our busiest months still ahead. Establishing new partnerships with more school districts, such as Millbrae Elementary, San Mateo Foster City, and South San Francisco Unified School Districts this year has been driving us towards our annual goal of 2,000 screenings.

SDH's Community Outreach Programs continues to forge new relationships with key stakeholders to expand our impact and scope of dental services and oral health education to those in our community.



