



July 2023 Board Reports

1. CEO Report
2. CFO Report

CEO Report

DATE: July 26, 2023

TO: SDH Board of Directors

FROM: Tracey Fecher, CEO

RE: CEO Report

1. Clinic Operations:

- June visits were under budget due to providers and patients being sick. The fiscal year ended up under budget by (453) due to the vacancy of the full-time dentist in HMB for 6 months. A full-time dentist provides approximately 950 visits in 6 months, including no shows and PTO, at the HMB clinic. The team worked hard to staff as many of those visits as possible.
- In June, the percentage of FQHC visits was 15%, just below the budgeted amount of 17%. The team expects to be on track for FQHC visits in FY24. FQHC visits began at the HMB clinic in May, instead of the planned October, due to change in dentists in HMB.

FY23: July 2022 to June 2023

	Budget	Actual	Actual vs. Budget	% of Actual Visits	% of Budgeted Visits
Comm/PPO	3,261	3,320	59	23.8%	22.6%
Private Pay	358	287	(71)	2.1%	2.5%
Medi-Cal Dental	7,521	8,238	717	59.0%	52.0%
Affordable Plan	843	618	(225)	4.4%	5.9%
FQHC and Farmworker	2,427	1,494	(933)	10.7%	16.8%
Access to Care Subtotal	10,791	10,350	(441)	74.2%	74.7%
Total Visits	14,410	13,957	(453)		

2. Staffing:

- Spandan Chakrabarti started as the Community Resources Director on July 26th. There have been two interviews for the fundraising manager position; and we hope to make an offer in August.

3. Sustainable Growth Focus Area/ Strategic Plan Update:

- FQHC Project:
 - The team has had meetings with Ravenswood, San Mateo Medical Center and North East Medical Services (NEMS) to discuss Sonrisas strategic focus on growth, which requires a pathway to a better patient revenue model for Medi-Cal fee-for-service patients. In these conversations, there has been

discussion about the pros and cons of a subrecipient contract versus a services contract, like the contract Sonrisas has with SMMC.

- The team is researching resources for FQHC compliance so that a plan for implementation can be drafted in the case a subrecipient contract is possible.
 - Meetings with County Supervisors are in progress and have been very positive.
 - Fundraising: The team has raised over \$50,000 in sponsorships towards the \$130,000 gross revenue goal for Cooking for a Cause (Visions of Valencia) on September 16, 2023. Sponsorships with tables are now closed and we are seeking sponsorships and donations for the live auction and raffle. There will be limited ticket sales due to successful sponsorship efforts. For the Fund-A-Need, \$15K has been pledged by donors, putting us over 50% of the way to the revenue targets for the event.
4. Leadership Development:
- The CEO attended a weeklong Leadership retreat in July with American Leadership Forum. The program has already provided significant learnings and networking connections with large corporations and foundations.
 - As a part of the Cal Wellness grant, the team is researching leadership and development coaches for the management team. A finalist will be presented to the management team for their input and buy-in.
5. Financial Update:
- On July 31st, Sonrisas' current cash position was \$1,950,000

CFO Report

DATE: July 23rd, 2023

TO: SDH Board of Directors

FROM: Vickie Yee, CFO
Tina Wang, Senior Accountant

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

June PERFORMANCE:

- A. **Revenue:** Net Patient Revenue was **\$242,387** - \$29k worse than budget.
- Total visits were 1,240 - 93 visits below the budget.
 - Total gross revenue was \$565,149 – \$1K better than the budget. It includes estimated tobacco tax revenue of \$23,666.
 - Total uncompensated care deduction was **(\$293,534)** – including an estimated write-off of \$16K based on our bad debt allowance policy.
 - Other Program Revenue of \$1,086 from the San Mateo County for Q4 Oral Health Screenings by Dr. Bonnie Jue.
- B. **Expenses:** **\$482,534** – \$44.5k worse than budget.
- Direct Expenses - \$11K over budget, mainly due to additional personnel expenses, including year-end bonuses and rate & FTE increases which were approved by the Board.
 - Indirect Expenses -\$33k over budget mainly due to onboarding a new project manager and recruiting fees for the development manager.
- C. **Donations/Grants & Other Income: \$252,283**
- \$51,532 individual donation, which includes a prior period reclassification of \$50,500 Schiller Family donation from grants.
 - \$3K received for Coastsides Gives.
 - \$118k released from restricted grants including an estimated \$27K grant from the Sequoia Health District and \$62.5K released from \$75K grant receivable from Stanford Medicine Children's Health.
 - \$75,000 in PHCD grant support.
 - \$4,828 in other Income

NET INCOME – \$12,137 - \$17k positive variance to budget

YTD PERFORMANCE:

- Performance continues to be favorable to budget primarily due to the following:
 - o While visits are under budget by 3%, total direct care expenses are under budget by 4%.
 - o Fundraising efforts remain strong with a net positive budget variance after fundraising expenses of \$145K.
- The current City National Bank balance is \$1,000,798 (our initial investment was \$1M). There is an unrealized loss of \$6,934 due to market fluctuations. The negative unrealized loss is temporary and will disappear once the bond matures.

YTD PERFORMANCE TO BUDGET: YTD net income is **\$129k** better than the budget. The estimated Cash-flow is \$131K, better than the budget. The PHCD grant received to date is \$900,000.

	YTD Actual	YTD Budget	Performance
<i>Visits</i>	<i>13,959</i>	<i>14,409</i>	<i>(450)</i>
Gross Patient Revenue	\$6,060,130	\$6,231,902	(3%)
Uncompensated Care (Deductions)	(3,166,776)	(\$3,204,645)	1%
Grants/Donations/Other Income	\$2,249,429	\$2,091,296	8%
Direct Cost	(3,261,748)	(\$3,400,022)	4%
Indirect Cost	(1,801,736)	(\$1,767,926)	(1%)
Net Income	\$79,299	(\$49,396)	261%
<i>Non-cash items adj.</i>			
Depreciation	\$288,027	\$319,310	10%
Capital Expenditure	\$203,481	\$237,382	14%
Estimated Cash Flow	\$163,845	\$32,532	404%

FINANCIAL OPERATIONS:

- At the end of the year, the allowance for bad debt was trued up according to policy. An estimated \$16K of additional allowance was recorded, bringing the total allowance balance to \$21K. Most of the balances are open claims and are expected to be collected.
- Public Dental Insurance Revenue Adjustment – Some procedure codes in the fee schedule relating to HPSM were not updated properly to remove the tobacco tax income, as mentioned last month. The correction was completed in June.

Sonrisas Dental Health
Revenues and Expenditures - Budget vs Actual
As of June 30, 2023

As of Date:
Location:
Restriction:

06/30/2023
Sonrisas Dental Health
Unrestricted

	Month Ending 06/30/2023			Year To Date 06/30/2023		
	Actual	Budget FY2023	Budget Diff	Actual	Budget FY2023	Budget Diff
Revenue and Expenditures						
Net Program Income						
Patient Revenue						
Patient Services						
Commercial Insurance	14,641.00	17,373.55	(2,732.55)	174,742.00	190,201.20	(15,459.20)
PPO	100,877.99	95,332.11	5,545.88	1,055,203.18	1,052,517.73	2,685.45
Private Pay	8,019.00	8,936.01	(917.01)	83,069.00	99,398.80	(16,329.80)
Public Dental Insurance	307,255.00	326,521.93	(19,266.93)	3,647,492.27	3,601,065.72	46,426.55
Tobacco Tax	23,666.00	0.00	23,666.00	167,993.90	0.00	167,993.90
Affordable Scale	25,292.00	25,876.17	(584.17)	253,369.00	273,822.70	(20,453.70)
Farmworker	11,777.00	6,576.41	5,200.59	153,526.00	102,286.12	51,239.88
FQHC	74,680.50	84,532.34	(9,851.84)	522,119.20	912,609.45	(390,490.25)
Gross Patient Revenue	566,208.49	565,148.52	1,059.97	6,057,514.55	6,231,901.72	(174,387.17)
Uncompensated Care						
Prior Period Adjustment	212.75	(2,000.00)	2,212.75	(15,490.07)	(24,000.00)	8,509.93
Uncompensated Care - Commercial Insurance	(3,332.40)	(3,978.95)	646.55	(31,244.11)	(43,608.93)	12,364.82
Uncompensated Care - PPO	(38,650.89)	(41,011.55)	2,360.66	(423,562.72)	(452,616.80)	29,054.08
Uncompensated Care - Public Dental Insurance	(226,282.94)	(197,624.06)	(28,658.88)	(2,368,336.60)	(2,230,160.06)	(138,176.54)
Uncompensated Care - Affordable Scale	(10,437.00)	(11,312.41)	875.41	(108,811.90)	(119,574.81)	10,762.91
Uncompensated Care - Farmworker	(781.00)	(2,804.79)	2,023.79	(23,044.31)	(31,445.98)	8,401.67
Uncompensated Care - FQHC	(27,533.23)	(24,133.14)	(3,400.09)	(158,659.33)	(270,569.66)	111,910.33
Fee Adjustments	1,690.43	(2,000.00)	3,690.43	(17,834.10)	(24,000.00)	6,165.90
Patient Account - Bad Debt Write-off	(19,792.89)	(8,669.00)	(11,123.89)	(19,792.89)	(8,669.00)	(11,123.89)
Total Uncompensated Care	(324,907.17)	(293,533.90)	(31,373.27)	(3,166,776.03)	(3,204,645.24)	37,869.21
Other Program Revenue						
Other Program Revenue	1,086.00	0.00	1,086.00	2,616.00	0.00	2,616.00
Total Other Program Revenue	1,086.00	0.00	1,086.00	2,616.00	0.00	2,616.00
Net Patient Revenue	242,387.32	271,614.62	(29,227.30)	2,893,354.52	3,027,256.48	(133,901.96)
Total Expenses						
Direct Expenses						
Direct Personnel Expense						
Direct Program Salaries	220,567.57	202,913.99	(17,653.58)	2,412,696.93	2,434,967.88	22,270.95
Payroll Taxes	15,154.56	15,522.92	368.36	166,249.27	186,275.04	20,025.77

Unemployment Taxes	182.55	1,634.42	1,451.87	10,322.31	19,613.04	9,290.73
Benefits	2,319.24	6,400.43	4,081.19	64,166.90	76,805.16	12,638.26
401k Match	5,803.21	4,530.06	(1,273.15)	55,897.77	54,360.72	(1,537.05)
Worker's Comp	782.37	1,249.60	467.23	9,388.44	13,972.80	4,584.36
Continuing Education	795.00	7,804.00	7,009.00	2,539.23	11,148.00	8,608.77
License and Registration	1,816.24	1,072.00	(744.24)	12,324.62	12,864.00	539.38
Total Direct Personnel Expense	247,420.74	241,127.42	(6,293.32)	2,733,585.47	2,810,006.64	76,421.17
Clinic Expenses						
Sterilization Services	1,726.29	777.00	(949.29)	9,811.38	9,324.00	(487.38)
Shredding	107.00	67.00	(40.00)	944.00	804.00	(140.00)
Dental Specialist-Claims Processing	4,533.12	6,658.37	2,125.25	54,379.30	71,770.93	17,391.63
Dental Supplies	27,813.07	22,716.77	(5,096.30)	244,190.52	247,983.28	3,792.76
Equipment Maintenance	133.11	1,430.50	1,297.39	11,220.80	17,166.00	5,945.20
Small Dental Equipment	567.78	79.00	(488.78)	5,095.45	948.00	(4,147.45)
Dental Equipment Repair	40.00	1,785.00	1,745.00	19,630.81	21,420.00	1,789.19
Lab Fees	17,790.60	12,023.33	(5,767.27)	118,388.54	130,419.73	12,031.19
Uniforms	38.01	0.00	(38.01)	467.74	300.00	(167.74)
PPE& Covid Related	5,565.76	8,311.71	2,745.95	64,034.43	89,879.80	25,845.37
Total Clinic Expenses	58,314.74	53,848.68	(4,466.06)	528,162.97	590,015.74	61,852.77
Total Direct Expenses	305,735.48	294,976.10	(10,759.38)	3,261,748.44	3,400,022.38	138,273.94
Indirect Expenses						
Indirect Personnel Expenses						
Salaries/Wages	64,122.45	64,151.79	29.34	785,816.84	769,821.48	(15,995.36)
Payroll Taxes	6,059.35	4,901.26	(1,158.09)	62,205.61	58,815.12	(3,390.49)
Unemployment Taxes	0.00	799.65	799.65	3,357.04	9,595.80	6,238.76
Benefits	2,225.12	1,380.23	(844.89)	12,950.25	16,538.68	3,588.43
401k Match	1,643.40	2,460.25	816.85	20,658.02	29,523.00	8,864.98
Worker's Comp	352.88	0.00	(352.88)	4,234.56	0.00	(4,234.56)
Total Indirect Personnel Expenses	74,403.20	73,693.18	(710.02)	889,222.32	884,294.08	(4,928.24)
Facility Expenses						
Auto Expenses	0.00	83.00	83.00	2,063.68	1,005.50	(1,058.18)
Building Maintenance	2,825.04	1,259.00	(1,566.04)	21,647.79	15,108.00	(6,539.79)
Janitorial Service	2,717.35	2,560.00	(157.35)	31,559.38	30,720.00	(839.38)
Rent	3,484.00	3,484.00	0.00	41,808.00	41,808.00	0.00
Phone/Internet	3,090.58	1,535.00	(1,555.58)	21,295.89	18,421.00	(2,874.89)
Utilities	4,478.14	4,000.00	(478.14)	45,515.31	48,000.00	2,484.69
Total Facility Expenses	16,595.11	12,921.00	(3,674.11)	163,890.05	155,062.50	(8,827.55)
Office Expenses						
Claims Processing	640.24	200.00	(440.24)	6,038.16	2,400.00	(3,638.16)
Patient Notification	2,106.00	485.00	(1,621.00)	7,862.00	5,820.00	(2,042.00)
Office Supplies	1,947.98	1,036.00	(911.98)	17,187.41	12,432.00	(4,755.41)
Postage and Shipping	330.73	250.00	(80.73)	3,472.27	3,000.00	(472.27)
Printing Costs	0.00	100.00	100.00	0.00	1,200.00	1,200.00
Property Taxes	0.00	0.00	0.00	178.99	250.00	71.01

Dues, Fees & License	0.00	0.00	0.00	(4.00)	0.00	4.00
Employee Goodwill	2,468.91	471.00	(1,997.91)	12,542.53	8,952.00	(3,590.53)
Recruitment Expense	5,210.50	300.00	(4,910.50)	25,819.55	3,600.00	(22,219.55)
Total Office Expenses	12,704.36	2,842.00	(9,862.36)	73,096.91	37,654.00	(35,442.91)
Insurance						
Insurance - Auto	0.00	0.00	0.00	3,004.00	2,250.00	(754.00)
Insurance - Malpractice	(874.29)	1,021.90	1,896.19	9,067.18	11,426.70	2,359.52
Insurance - Liability & Property	804.00	884.00	80.00	9,648.00	9,968.00	320.00
Insurance - Directors & Officer Liability	551.00	550.00	(1.00)	6,142.37	6,150.00	7.63
Total Insurance	480.71	2,455.90	1,975.19	27,861.55	29,794.70	1,933.15
Fundraising Department						
Fundraising Expenses	1,071.32	2,434.67	1,363.35	63,262.91	51,960.04	(11,302.87)
Fundraising Consulting	9,659.00	7,625.00	(2,034.00)	90,273.78	90,050.00	(223.78)
Total Fundraising Department	10,730.32	10,059.67	(670.65)	153,536.69	142,010.04	(11,526.65)
Professional fee						
Consultant - General	7,825.00	1,668.00	(6,157.00)	27,175.00	19,994.00	(7,181.00)
Consultant - HR Professionals	5,200.00	2,915.00	(2,285.00)	32,168.63	33,125.00	956.37
Consultant - Legal	0.00	0.00	0.00	0.00	0.00	0.00
Total Professional fee	13,025.00	4,583.00	(8,442.00)	59,343.63	53,119.00	(6,224.63)
General						
Depreciation Expense	23,764.64	25,899.16	2,134.52	288,027.01	319,309.92	31,282.91
Donation Expense	5,071.54	0.00	(5,071.54)	5,071.54	0.00	(5,071.54)
Marketing Expense	0.00	32.00	32.00	1,358.09	884.00	(474.09)
Meeting & Travel Expenses	1,148.38	1,330.00	181.62	8,925.47	20,485.00	11,559.53
Fees and Interest	2,691.20	1,958.00	(733.20)	22,759.66	23,496.00	736.34
Merchant Processing	0.00	0.00	0.00	0.00	0.00	0.00
Outreach Supplies	3,339.52	2,000.00	(1,339.52)	11,505.99	19,000.00	7,494.01
Training & Membership	30.00	0.00	(30.00)	19,627.26	0.00	(19,627.26)
Board Expense	3,886.58	0.00	(3,886.58)	5,360.90	10,560.00	5,199.10
Total General	39,931.86	31,219.16	(8,712.70)	362,635.92	393,734.92	31,099.00
Computer expense						
Computer Support	6,542.00	4,659.75	(1,882.25)	56,004.04	55,917.00	(87.04)
Software Support	2,385.60	619.00	(1,766.60)	16,144.80	16,340.00	195.20
Total Computer expense	8,927.60	5,278.75	(3,648.85)	72,148.84	72,257.00	108.16
Total Indirect Expenses	176,798.16	143,052.66	(33,745.50)	1,801,735.91	1,767,926.24	(33,809.67)
Total Total Expenses	482,533.64	438,028.76	(44,504.88)	5,063,484.35	5,167,948.62	104,464.27
Total Net Program Income	(240,146.32)	(166,414.14)	(73,732.18)	(2,170,129.83)	(2,140,692.14)	(29,437.69)
Grants and Other Income						
Grants and Donations						
Fundraiser	3,000.00	0.00	3,000.00	125,562.53	100,000.00	25,562.53
Donations	51,532.00	12,000.00	39,532.00	138,732.92	120,000.00	18,732.92
Grants	117,923.31	73,749.00	44,174.31	1,082,273.15	969,988.00	112,285.15
PHCD Grants	75,000.00	75,000.00	0.00	900,000.00	900,000.00	0.00
Total Grants and Donations	247,455.31	160,749.00	86,706.31	2,246,568.60	2,089,988.00	156,580.60

Other Income						
Interest Income-Heritage	43.96	40.00	3.96	5,906.29	1,260.00	4,646.29
Dividends	0.00	4.00	(4.00)	0.00	48.00	(48.00)
Other Income	1,690.41	0.00	1,690.41	3,089.98	0.00	3,089.98
Unrealized gain(loss)-CityNational	(3,769.30)	0.00	(3,769.30)	(6,933.72)	0.00	(6,933.72)
Investment Income	1,791.48	0.00	1,791.48	797.88	0.00	797.88
Sale of Fixed Asset	5,071.54	0.00	5,071.54	0.00	0.00	0.00
Total Other Income	4,828.09	44.00	4,784.09	2,860.43	1,308.00	1,552.43
Total Grants and Other Income	252,283.40	160,793.00	91,490.40	2,249,429.03	2,091,296.00	158,133.03
Net income	12,137.08	(5,621.14)	17,758.22	79,299.20	(49,396.14)	128,695.34

Sonrisas Dental Health
Balance Sheet

As of Date:

06/30/2023

Location:

Sonrisas Dental Health

Year To Date

06/30/2023

Current Year Balance**Assets**

Current Assets

Cash and Cash Equivalents

11218 - Heritage -Operating 600,997.15

11600 - Petty Cash 198.84

Total Cash and Cash Equivalents 601,195.99

Accounts Receivable, Net

Accounts Receivable

12100 - Accounts Receivable 326,507.48

12210 - Accounts Receivable - Grants 326,819.00

12218 - Contra Acct - Allowance for Bad Debt (50,643.79)

12220 - Accounts Receivable - Other Agencies 122,341.28

Total Accounts Receivable 725,023.97

Total Accounts Receivable, Net 725,023.97

Other Current Assets 43,945.87

Total Current Assets 1,370,165.83

Long-term Assets

Property & Equipment

17300 - Improvements 1,195,404.68

17400 - Equipment 1,484,532.01

17500 - Furniture/Fixtures 134,795.71

17999 - Accum Depreciation (1,908,939.05)

Total Property & Equipment 905,793.35

Other Long-term Assets 16,297.00

Total Long-term Assets 922,090.35

Investments

Long Term Investments

11410 - Investment Acct. - Merrill Lynch 22,060.43

11412 - Investment Acct. - City National 1,000,797.88

11415 - Unrealized Gain(loss) on Investment (6,933.72)

Total Long Term Investments 1,015,924.59

Total Investments 1,015,924.59

Total Assets

3,308,180.77**Liabilities and Net Assets**

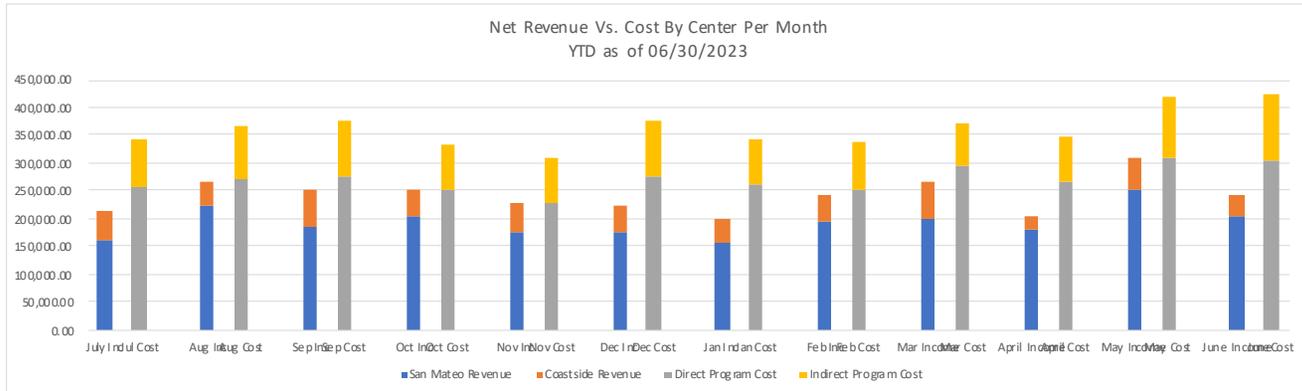
Liabilities

Short-term Liabilities

Accounts Payable	
21110 - Accounts Payable	113,068.85
23100 - Patient Prepayments	24,621.85
23200 - Patient Refunds Payable	4,643.78
Total Accounts Payable	142,334.48
Accrued Liabilities	
22210 - Accrued Payroll	159,623.84
22220 - Accrued PTO	82,466.02
22250 - Accrued 401k Funds Payable	15,937.56
22260 - Accrued HSA Fund Payable	819.73
22320 - FSA Employee Account	3,453.40
Total Accrued Liabilities	262,300.55
Withholding Tax Payable	
22230 - Accrued Payroll Taxes	59,401.03
Total Withholding Tax Payable	59,401.03
Total Short-term Liabilities	464,036.06
Long Term Liabilities	
Other Long-term Liabilities	5,602.93
Total Long Term Liabilities	5,602.93
Total Liabilities	469,638.99
Net Assets	2,838,541.78
Total Liabilities and Net Assets	3,308,180.77

Created on : 07/26/2023 3:50 PM PDT

	Sonrisas Dental Health Operatio												Total	Budget	B(W)
	Jul 22	Aug 22	Sept 22	Oct 22	Nov 22	Dec 22	Jan 23	Feb 23	Mar 23	Apr 23	May 23	Jun 23			
San Mateo Revenue	163,278	223,898	184,183	201,870	174,626	176,515	155,554	193,228	198,049	182,038	254,205	204,962	2,312,405	2,418,512	(106,107)
Coastside Revenue	49,769	43,060	66,935	49,675	51,302	47,872	42,385	47,843	68,816	22,717	53,150	37,425	580,948	608,745	(27,796)
Total Net Revenue	213,047	266,958	251,118	251,545	225,928	224,387	197,938	241,071	266,865	204,755	307,355	242,387	2,893,354	3,027,257	(133,903)
Direct Program Cost	256,183	281,658	277,006	251,924	227,190	274,632	262,018	254,246	294,453	265,197	311,506	305,735	3,261,748	3,400,022	138,274
Indirect Program Cost	154,266	156,155	179,031	127,737	135,832	157,122	135,931	135,133	134,074	133,333	176,324	176,798	1,801,736	1,767,926	(33,810)
Total Cost	410,449	437,813	456,037	379,661	363,022	431,754	397,949	389,379	428,527	398,530	487,830	482,534	5,063,484	5,167,948	104,464
TOTAL	(197,402)	(170,855)	(204,919)	(128,116)	(137,094)	(207,367)	(200,011)	(148,308)	(161,662)	(193,775)	(180,475)	(240,147)	(2,170,130)	(2,140,691)	(29,439)
Dividend/Other Income	177	897	704	79	163	1,221	177	1,710	(1,230)	(536)	(5,328)	4,828	2,860	1,308	1,552
Donations Received	72,463	158,009	131,839	108,870	86,106	96,420	131,416	67,904	103,080	97,243	120,764	172,455	1,346,569	1,189,988	156,581
Grant from PHCD	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	900,000	900,000	0
OTHER INCOME	147,640	233,906	207,543	183,949	161,269	172,641	206,593	144,614	176,844	171,707	190,434	252,283	2,249,428	2,091,296	158,132
NET INCOME	(49,762)	63,050	2,624	55,833	24,175	(34,726)	6,582	(3,694)	15,188	(22,068)	9,961	12,137	79,299	(49,395)	128,694



	22-Jul	22-Aug	22-Sep	22-Oct	22-Nov	22-Dec	23-Jan	23-Feb	23-Mar	23-Apr	23-May	23-Jun	Total	Budugel	Variance
San Mateo Visits	789	991	802	859	777	694	783	812	915	889	1003	932	10,246	10,675	(429)
Coastside Visits	242	332	310	305	308	335	257	285	343	324	364	308	3,713	3,734	(21)
Total Visits	1031	1323	1112	1164	1085	1029	1040	1097	1258	1213	1367	1240	13,959	14,409	(450)

23-Jun

Visits by Payer -San Mateo

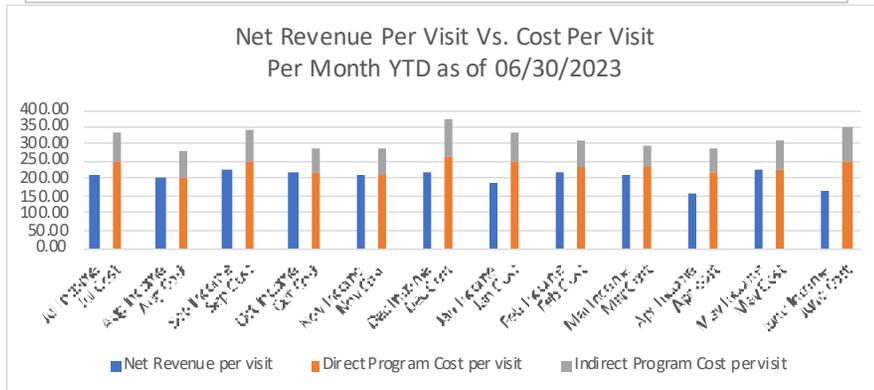
	30-Jun	Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	27	38	(11)	355	427	(72)
PPO	205	209	(4)	2317	2348	(31)
Private Pay	15	29	(14)	255	320	(65)
Affordable Scale	20	29	(9)	212	320	(108)
FQHC	133	171	(38)	1114	1922	(808)
Farmworker	26	19	7	309	213	96
Public Dental Insurance(Ac	191	114	77	2234	1281	953
Public Dental Insurance (C	315	343	(28)	3450	3844	(394)
Total Visits	932	952	(20)	10246	10675	(429)

Visits by Payer -Coastside

	30-Jun	Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	11	11	0	105	112	(7)
PPO	73	37	36	534	374	160
Private Pay	2	4	(2)	31	37	(6)
Affordable Scale	32	52	(20)	406	523	(117)
FQHC	21	37	(16)	69	292	(223)
Farmworker			0	8	0	8
Public Dental Insurance (A	102	122	(20)	1717	1313	404
Public Dental Insurance (C	67	107	(40)	843	1083	(240)
	308	370	(73)	3713	3734	(21)

Avg. Income (Loss) per Visit			
	YTD	Budget YTD [†]	FY22
Net Revenue per Visit	\$ 204.01	\$ 216.87	\$ 185.47
Direct Cost per Visit	\$ (234.27)	\$ (243.57)	\$ (210.98)
Indirect Cost per	\$ (79.46)	\$ (74.60)	\$ (79.73)
Net Income per Visit	\$ (109.72)	\$ (101.31)	\$ (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 May 23 VS. May 22			
	Jun-23	June 22	Variance B(W)
Visits	1240	1175	65
San Mateo Revenue	204,962	166,554	38,408
Coastside Revenue	37,425	39,635	(2,210)
Total Net Revenue	242,387	206,189	36,198
*Direct Program Cost	305,735	311,066	5,331
*Indirect Program Cost	176,798	152,112	(24,687)
Total Cost	482,534	463,178	(19,356)
TOTAL	(240,147)	(256,989)	16,843
Dividend/Other Income	4,828	175	4,653
Donations Received	172,455	270,458	(98,002)
Grant from PHCD	75,000	75,000	0
Grants and Donations	252,283	345,633	(93,349)
NET INCOME	12,137	88,644	(76,507)