



## **July 2022 Board Reports**

1. CEO Report
2. Development Report
3. Outreach Report

# CEO Report



**DATE:** July 22, 2022

**TO:** SDH Board of Directors

**FROM:** Tracey Fecher, CEO

**RE: CEO Report**

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1. Clinic Operations:

- Due to Covid-19 protocols, there were cancelled patient appointments due to staff being out of the office.
- June had 1,175 visits, 104 visits less than budget. FY22's visit volume will be reported with the end of the fiscal year financials and August CEO report.

2. FQHC and Farmworkers Contract:

- The SMMC FQHC contract will go before the San Mateo County Board of Supervisors on August 2<sup>nd</sup>. The three-year contract renewal is for \$1,000,000 and includes a 6.9% rate increase in the per visit rate, from \$290 to \$310/visit.

3. Financial Update:

- May Financial Reports:
  - i. May financial reports will be provided to the board during the August board meeting. The HPSM Dental Integration Pilot, outsourcing of insurance billing, the resignation of long tenured employees and workflow changes has required a review of open insurance claims to ensure that Accounts Receivable Revenue is accurately reported.
  - ii. The Board Chair, CFO and CEO made the decision to delay May financial reports.
- On July 22nd, Sonrisas' current cash position was \$1,652,000.

# Development Report

**DATE:** July 20, 2022  
**TO:** SDH Board of Directors  
**FROM:** Maura LeBaron-Hsieh, MPH, Director of Development  
**RE:** Development Update



In June 2022, the Development team completed our Fiscal Year-End fundraising campaign; began intensive preparation for Sonrisas' 2022 Cooking for a Cause; and submitted several major grant proposals.

As of June 30, 2022, **we raised \$1,829,452 (108%) of our \$1,690,000 FY21-22 fundraising goal** (includes PHCD support). Please see the attached Fundraising Report for visual overview.

### 1. Individual Donations

- As of June 30, 2022, we received \$126,727 in individual donations and sponsorships in FY21-22.
- Our *Healthy Smiles Plant the Seeds for Healthy Lives* first-ever Fiscal Year End fundraising campaign raised \$7,720.23. Thank you to those of you who donated!

### 2. Grant Seeking

- Sonrisas was awarded \$781,597 in grants as of June 30, 2022, exceeding our annual grant award target for FY21-22. We are currently in consideration for \$244,000 in grant funding with decisions expected in FY22-23.
- New areas in which we seek funding include workforce equity and Dental Assistant pipeline programming.

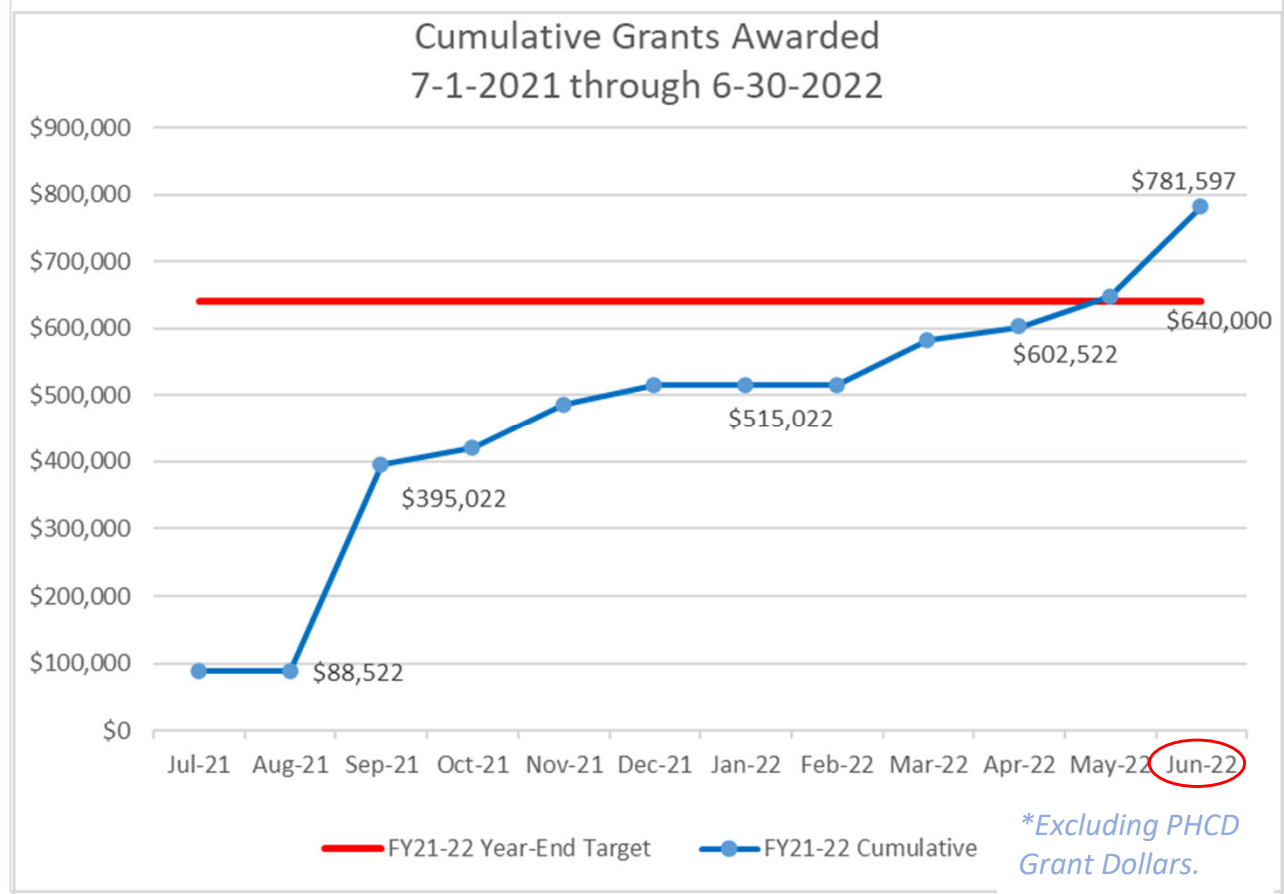
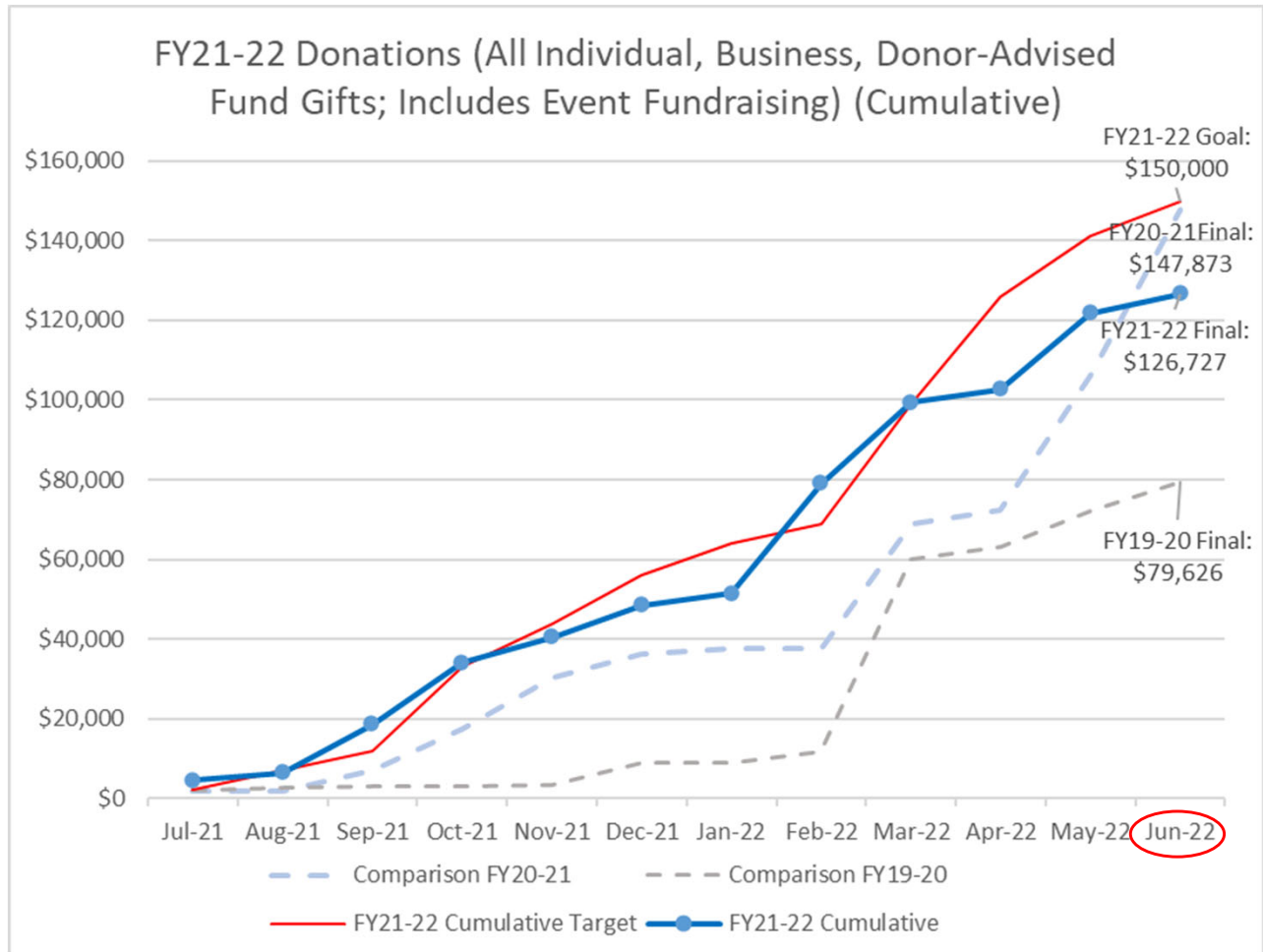
### 3. Events

- Ticket sales are now live for Sonrisas' **8<sup>th</sup> Annual Cooking for a Cause: *Visions of Valencia*** to be held **Saturday, September 17<sup>th</sup>, 2022.**
- **Event Tickets:** Please book your tickets and tables soon. We expect the event to sell out! The URL for ticket purchase is: <https://www.sonrisasdental.org/news/cooking-for-a-cause-visions-of-valencia/>. If you have questions or need help, please reach out to Maura at [mhsieh@sonrisasdental.org](mailto:mhsieh@sonrisasdental.org) or 650-727-3487.
- **Auction Ideas:** Our Auction Team is hard at work securing incredible auction packages for the event, and we need your help! Do you (or anyone you know) have a vacation rental, season tickets to arts or sports series, behind-the-scenes access to something unique, or any idea that could be part of a special experience? Please let us know, and we will take it from there! Email Maura at [mhsieh@sonrisasdental.org](mailto:mhsieh@sonrisasdental.org) with ideas. Thank you!

*Thank you for embracing your Board Member role in maximizing the impact of Sonrisas' signature event!*

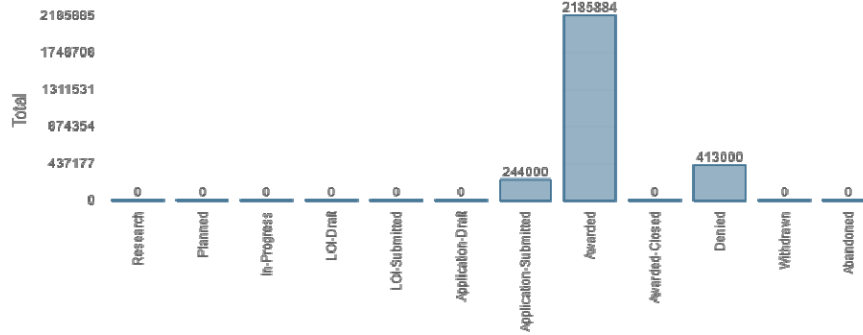


# SDH Fundraising Report FY21-22 Through June 30, 2022



## Opportunities By Status

3/1/2021 - 6/30/2022



Funder	Funding Opportunity	Funding Category	Deadline	Amount Requested	Amount Awarded	Status
William G Irwin Charity Foundation	2020 William G Irwin Charity Foundation Grant	Capital Project	8/14/2020	\$30,000	\$30,000	Awarded
Patterson Foundation	2021 Patterson Application	School Screenings, Access to Care Children	1/8/2021	\$35,000	\$0	Denied
Sequoia Healthcare District	FY 20-21 Sequoia Healthcare District Q2 Grant	Access to Care	1/8/2021	\$45,648	\$45,648	Awarded
Atkinson Foundation	2021 Senior Programs Grant	Access to Care, Seniors, Outreach	2/1/2021	\$12,500	\$12,500	Awarded
The Comcast Nbcuniversal Foundation	2021 Community Impact Grant - Program Innovation	School Screenings, Access to Care Children	2/12/2021	\$40,000	\$0	Denied
Rotary Club of San Mateo	2021 Rotary Club of San Mateo	School Screenings	3/15/2021	\$3,000	\$0	Denied
Sobrato Family Foundation	2021-2022 Sobrato Essential Human Services Grant	Access to Care, General Operations, Capital Project	3/19/2021	\$50,000	\$123,000	Awarded
America's ToothFairy: National Childrens Oral Health Foundation	March 2021 Tooth Fairy In The Gap	Access to Care Children	3/31/2021	\$500	\$500	Awarded
Sand Hill Foundation	2021 Sand Hill Foundation	Access to Care	4/1/2021	\$50,000	\$25,000	Awarded
Sequoia Healthcare District	FY 20-21 Sequoia Healthcare District Q3 Grant	Access to Care	4/9/2021	\$64,839	\$64,839	Awarded
First 5 San Mateo County	2021 First Five Oral Health RFP	School Screenings, Access to Care Children	4/13/2021	\$70,000	\$70,000	Awarded
City of Burlingame	2021 Community Funding Information	Access to Care	4/16/2021	\$5,000	\$1,800	Awarded
City of Half Moon Bay	FY21-22 CSFA Grant	Access to Care, Covid 19	4/16/2021	\$20,000	\$20,000	Awarded
Stanford Health Care	FY21 Capital Grant for SM Operatory Build-Out	Capital Project	5/14/2021	\$75,000	\$110,000	Awarded
Delta Dental Community Care Foundation	2021 Delta Dental Community Care Grant	Access to Care, Seniors, Outreach	5/31/2021	\$130,000	\$100,000	Awarded
Peninsula Health Care District	FY 20 PHCD 3-Year Grant, Year 2	Access to Care, General Operations	6/30/2021	\$900,000	\$900,000	Awarded
Sunlight Giving	FY21-22 Sunlight Giving COVID-19 Recovery Grant	General Operations, Covid 19	7/6/2021	\$0	\$25,000	Awarded
Sequoia Healthcare District	FY 20-21 Sequoia Healthcare District Q4 Grant	Access to Care	7/9/2021	\$63,022	\$63,022	Awarded
AstraZeneca Corporate Contributions Program	2021 Health Equity Community Solutions Challenge	Access to Care	7/16/2021	\$25,000	\$0	Denied
America's ToothFairy: National Childrens Oral Health Foundation	July 2021 Tooth Fairy In The Gap	Access to Care Children	7/30/2021	\$500	\$500	Awarded
Kaiser Permanente Community Health	2022 Kaiser Safety Net Grant	Access to Care	8/5/2021	\$25,000	\$25,000	Awarded
Children's Health Initiative / HPSM	San Mateo Children's Health Initiative FY22-24 Dental Capacity Grant	School Screenings, Access to Care Children, Capital Project, Outreach	8/19/2021	\$105,000	\$105,000	Awarded
Stanford Health Care	2021-22 Stanford RFP	Access to Care	8/20/2021	\$61,000	\$61,000	Awarded
Chan Zuckerberg Initiative Foundation	FY21-22 CZI Community Fund	General Operations	8/27/2021	\$200,000	\$0	Denied
Lucile Salter Packard Childrens Hospital at Stanford	2021-22 LPH RFP	School Screenings, Access to Care Children	9/8/2021	\$40,000	\$40,000	Awarded
Network for Good, Inc.	FY 21-22 Network For Good RFP	General Operations	9/15/2021	\$5,000	\$500	Awarded
The San Bruno Community Foundation	2022 San Bruno Community Foundation	School Screenings, Access to Care Children	9/22/2021	\$10,000	\$10,000	Awarded
Cigna Foundation	FY21-22 Health and Well-Being Grant	Access to Care	9/24/2021	\$65,000	\$0	Denied
Touchpoint Foundation	2021-22 Touchpoint Foundation	Access to Care, Seniors, Outreach	9/30/2021	\$3,000	\$5,000	Awarded
Dignity Health-Sequoia Hospital	2022 Dignity Health Grant	School Screenings, Access to Care Children	9/30/2021	\$20,000	\$20,000	Awarded
Sequoia Healthcare District	FY21-22 Sequoia Healthcare District ATC Q1 Invoice	Access to Care, General Operations	10/1/2021	\$60,000	\$60,000	Awarded
American Academy of Pediatric Dentistry	AAPD 2021-2022 RFP	School Screenings, Access to Care Children	10/1/2021	\$20,000	\$0	Denied
Nicos Chinese Health Coalition	Chinatown Task Force on Children's Oral Health Mini-Grant		11/30/2021	\$1,000	\$1,000	Awarded
America's ToothFairy: National Childrens Oral Health Foundation	Closing the Smile Gap Grant	School Screenings, Materials and Supplies	12/20/2021	\$5,000	\$0	Denied
Adobe Employee Community Fund	Adobe ECF 2021 Proposal	Access to Care	12/31/2021	\$20,000	\$0	Denied
Sequoia Healthcare District	FY21-22 Sequoia Healthcare District ATC Q2 Invoice	General Operations	1/3/2022	\$60,000	\$60,000	Awarded
Atkinson Foundation	2022 Senior Programs Grant	Access to Care, Seniors, Outreach	2/1/2022	\$15,000	\$7,500	Awarded
Delta Dental Community Care Foundation	FY22-23 Senior ATC Grant	Access to Care, Seniors, Outreach	3/25/2022	\$100,000	\$100,000	Awarded
Kaiser Permanente Community Health	FY22-23 Kaiser Safety Net Grant	Access to Care	3/25/2022	\$25,000	\$25,000	Awarded
City of Burlingame	2022 Community Funding Information	Access to Care	4/15/2022	\$5,000		Application-Submitted
Mills Peninsula Hospital (Sutter Health)	2022 RFP Mills Sutter Health	Access to Care, School Screenings	4/29/2022	\$20,000	\$20,000	Awarded
First 5 San Mateo County	2022 First Five Oral Health Extension	School Screenings, Access to Care Children	4/30/2022	\$50,000	\$54,075	Awarded
AstraZeneca Corporate Contributions Program	2022 RFP AstraZeneca	School Screenings, Access to Care Children	5/13/2022	\$25,000		Application-Submitted
City of Half Moon Bay	FY22-23 CSFA Grant	Access to Care	5/15/2022	\$20,000	\$14,000	Awarded
Chan Zuckerberg Initiative Foundation	2022-2024 CZI Community Fund	School Screenings, General Operations, Access to Care Children	6/30/2022	\$200,000		Application-Submitted
Totals				\$ 2,580,009	\$ 2,199,884	44

# Outreach Report





**DATE:** July 22, 2022  
**TO:** SDH Board of Directors  
**FROM:** Bonnie Jue, DDS  
**RE:** **Community Engagement Director Report – July 2022**

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Summer has been an exciting season for Sonrisas' Older Adult Community Programs! Due to the collaborative efforts of Sonrisas' development, community, and clinical teams, Sonrisas Dental Health has been awarded \$100,000 by Delta Dental Community Care Foundation to continue our development and implementation of both community-based and clinical Access to Care programs in FY22-23. This second year of funding will enable Sonrisas to provide the following services to people 65 and older to help improve their access to dental care:

- **Community Screenings for seniors**
  - Using portable equipment, Sonrisas' Community Outreach team will provide dental assessments and customized oral health maintenance recommendations onsite at assisted living facilities, senior day centers, low-income senior housing facilities, etc.
- **Aging Adult Care Coordinator (AACC)**
  - A Care Coordinator focused specifically on serving aging and older adults will assist senior patients (new and existing) with filling out paperwork, scheduling appointments, arranging transportation, and acting as a dedicated point of contact
- **Senior ATC visit goal**
  - Funding for uncompensated care of 154 clinical visits for 40 seniors in FY22-23
- **Senior Oral Health Care Internal Task Force**
  - Community and Clinical Team members will meet monthly to discuss senior patients' urgency of treatment needs and clinical capacity
- **Senior Care Advisory Team**
  - Community members from our Year 1 Advisory Board will continue to serve as a source of information and inspiration (these members include community members aged 65 and older, caregivers, and health care providers and administrators who serve older adults)
- **Geriatric Dental Expert Consultation**
  - On-call consultation from Dr. Peter Kawamura (geriatric specialist) to review complex patient treatment needs and advise Sonrisas clinicians
  - Guidance from Dr. Kawamura on community-based dental services
- **Staff in-service trainings**
  - Trainings about specific needs of older adults in accessing dental care, including concerns like treating patients with memory loss and common health conditions faced by seniors
- **Transportation funding**
  - For patients who do not have access to transportation, the AACC can use funding from this grant to help patients get to Sonrisas Centers

With financial support from the ongoing first year of funding from Delta, SDH has been providing oral health education presentations and mobile dental visits (x-rays and dental cleanings) for patients in facilities throughout Burlingame, Menlo Park, Millbrae, San Mateo, and Redwood City. Special thanks to staff and administrators of Self Help for the Elderly, Peninsula Family Service, Crane Place Senior Housing, PVI Little House, Coastside Hope, and Senior Coastsiders for helping Sonrisas coordinate this care for their participants.

