



**Board Meeting
March 17, 2022
6:30 PM**

Teleconference Via Zoom

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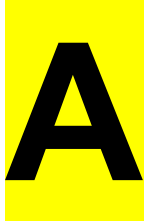
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AGENDA

1. CALL TO ORDER AND ROLL CALL – Chair Taverner **TABS**
2. WELCOME DENNIS KNEEPEL, NEW BOARD MEMBER – Chair Taverner
3. MISSION MOMENT – Dr. Bonnie Jue
4. PUBLIC COMMENTS
5. APPROVAL OF FEBRUARY BOARD MINUTES – Chair Taverner **A**
6. NEW BUSINESS
 - A. Sonrisas FY23 Outreach Strategy – Dr. Bonnie Jue
 - B. HPSM Dental Pilot Integration Update – CEO Fecher and Dr. Torrey Rothstein
 - C. CEO Leadership Training – ACTION Requested – Chair Taverner
 - D. Board Meeting Format Discussion – Chair Taverner
 - E. Board Resolution to Continue Virtual Meetings ACTION Requested – Chair Taverner
7. OLD BUSINESS
 - A. Strategic Plan Update – Chair Taverner
 - B. FQHC Contract Update – CEO Fecher
8. REPORTS
 - A. CEO Report – CEO Fecher **B**
 - B. CFO Report – CFO Fama **C**
 - a. January 2022 Profit and Loss, Balance Sheet and Dashboards
 - C. Fundraising Report – Maura LeBaron-Hsieh **D**
 - D. Outreach Report – Dr. Bonnie Jue
 - E. Board Nomination Committee – Director Young
9. SUGGESTED AGENDA ITEMS FOR NEXT MEETING – Chair Taverner
10. ADJOURN





**Board Meeting
February 17, 2022
6:30 PM**

MINUTES

1. **CALL TO ORDER AND ROLL CALL – Chair Taverner** called the meeting to order at **6:34pm**.
 - **Present:** Chair Nigel Taverner, Vice Chair Helen Galligan, Secretary Clyde Hinshelwood, CFO Cheryl Fama, Board Members: Larry Cappel, Larissa Cutler, Rick Navarro, Steve Stielstra, Sheryl Young.
 - **Also Present:** CEO Tracey Fecher, Executive Assistant Elijah Barnard, DEI Consultant Tanya Bluford

2. **MISSION MOMENT – CEO Fecher** shared an image of the recent mural “Coastside Love” which was created by artists Susan and Mark Verlander. This piece is painted on recycled wood, giving a weathered look. In addition, the posters which Susan designed for Sonrisas’ past Cooking for a Cause events are displayed throughout the Half Moon Bay clinic. Susan and Mark generously created this mural for the cost of the materials. The mural description will be displayed in Spanish and English on a permanent sign next to mural. It’s a meaningful celebration of the community that Sonrisas serves, created by patients that care about the work that Sonrisas’ staff are doing. **CEO Fecher** will share photos from the recent Paella Dinner event that Director Hinshelwood hosted.

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

4. **APPROVAL OF JANUARY BOARD MINUTES – CFO Fama** asked a recorded comment that she made be amended to reflect that she recommended “inviting community members to Sonrisas’ centers to see the work of the organization firsthand.” **Director Cappel** moved to approve the minutes with the recommended correction. The motion was seconded by **Vice Chair Galligan** and approved by roll call. **Ayes: Nigel Taverner, Helen Galligan, Clyde Hinshelwood, Larry Cappel, Larissa Cutler, Cheryl Fama, Sheryl Young, Steve Stielstra. Abstained: Rick Navarro**

5. **NEW BUSINESS**
 - **Diversity Equity Inclusion Presentation – Tanya Bluford**, of Bluford Consulting, shared a high-level overview of the results of the DEI assessment that was conducted in October and November 2021. **Methodology:** The assessment was comprised of staff and board interviews, questionnaires, and organizational documents. 229 patients, 30 staff and six board members completed questionnaires. **Findings:** Patients feel welcomed and respected, and their comments were overwhelmingly positive. Staff feel that Sonrisas has a safe and respectful environment and are on the same page about the mission of Sonrisas to provide quality dental care. Areas of concern for staff are a perceived bias and discrimination within the organization, a lack of sense of “fairness”, limited dimensions of diversity represented in the organization and a need for more knowledge, skills, tools and resources among staff. **Recommendations: Ms. Bluford** recommended that Sonrisas create an organizational



strategic plan that includes a business case for diversity, implement a DEI training plan and establish a DEI Committee that would lead the organization in creating a communications plan and DEI-related goals.

- **Board Discussion: Director Stielstra** asked for clarification on the term “fairness”? **Ms. Bluford** responded that she was unable to pull sufficient data to provide depth on the concept of “fairness,” but some staff felt that they were held to a different standard than other staff. **Director Stielstra** also asked for recommendation for low-impact next steps that would not create more work for staff who are already struggling with capacity, in addition to the measured DEI goals. **Ms. Bluford** responded that, while metric tracking and measuring outcomes is time consuming, staff need to see progress and accountability on the DEI goals that the organization agrees on. **Director Young** asked whether there is a way to gather more information on the sense of unfairness that some staff reported? **Ms. Bluford** recommended that the DEI committee focus on this topic by asking staff for feedback through a more detailed survey. Based on a couple of quotes that Ms. Bluford shared from the report and the recommendation from Sonrisas Strategic Plan Consultant, Eric Ryan, some improvements to Sonrisas management culture could be made to improve the staff sense of fairness. **CFO Fama** asked whether there was low hanging fruit that Sonrisas could act on. **Ms. Bluford** recommended starting with creating a strategic plan that incorporates DEI work and creating a DEI Committee. **Director Hinshelwood** asked whether Sonrisas’ staff should be regularly surveyed. **Ms Bluford** suggested most organizations carry out annual workplace climate surveys which should show progress. **CEO Fecher** commented that the Leadership Team would explore sending out this survey on an annual basis.
- **Update on Staffing – CEO Fecher** reported that the Sonrisas team is stressed due to the endless pandemic and the additional strains of Omicron. Several staff in January had Covid or symptoms, causing further pressure on clinical staff. A theme among staff feedback is that “there is more to do than staff have the bandwidth.” There is a lack of appointments for patients who need treatment, and it can be several weeks before there is an open hygiene appointment. In addition, the isolation of lunchtime, which used to be a time for staff to socialize, has affected morale.
 - The leadership team has discussed ways to alleviate some of this stress. California recently passed SB.114, requiring employers to provide more Covid sick leave to employees (the leadership team had discussed doing this regardless of whether California passed the bill). Staff who had to take time off because they were sick in January will be paid retroactively per this new law. The leadership team also considered whether to close the clinic on a Friday, giving staff a paid day off. The fiscal impact of a 1-day clinic closure would be ~\$20K in lost patient revenue.
 - **Board Discussion: Director Hinshelwood** raised concern about a clinic closure creating additional backlog. He suggested a gesture of additional pay, in addition to smaller ongoing gestures such as a GrubHub gift card. At the time of this meeting, the leadership team is in the process of discussing opening the conference room for staff that would like to eat lunch together. A survey has been sent out to poll staff interest. **Chair Taverner** suggested that any gesture addresses staff exhaustion. **Director Cutler** mentioned that at her husband’s work, when a staff member expresses exhaustion, that person is



encouraged by leadership to take some time off – paid - to recover. **CFO Fama** suggested that the board approve allocation of a certain amount of funds towards staff appreciation, so that leadership can do something that would mean something to staff. **Director Cappel** commented that money is not necessarily a motivator and may not address the core issues, which seem to be a lack of staff to fully meet the volume of work across the organization. He suggested spending time and resources to make sure that Sonrisas has an adequate number of staff. **CEO Fecher** responded that Sonrisas is experiencing a lack of chair space for additional providers. She also commented that the team is considering outsourcing answering phone calls. **Director Navarro** recommended that the board pre-emptively approve an additional Friday off, if the staff agree that this would be beneficial, so that the day could happen in March as Covid cases have significantly decreased.

- **Director Navarro** moved to approve the “equitable” Friday off for all staff and one day off for staff that do not work on Fridays if the staff choose this option. The motion was seconded by **Chair Taverner** and approved by roll call vote. Ayes: **Nigel Taverner, Helen Galligan, Clyde Hinshelwood, Larissa Cutler, Cheryl Fama, Rick Navarro, Steve Stielstra, Sheryl Young.** Nays: **Larry Cappel.**
- **Bylaws Revision** – Per the January 2022 board meeting discussion, **CEO Fecher** presented changes to Sonrisas’ Bylaws Section 5.2 Annual Meetings to reflect that Sonrisas will have its Annual General Meeting in January coinciding with one of the regular board meetings. An election of officers will take place on even years for a two-year term.
 - **Chair Taverner** requested a change of a word to “bi-annually” in Section 6.1. **CFO Fama** requested a typo edit to Section 4.3, which says, “the three (4).” The numbers should coincide.
 - **Director Cappel** moved to approve the changes noted above. The motion was seconded by **Director Navarro** and approved by roll call vote. Ayes: **Nigel Taverner, Helen Galligan, Clyde Hinshelwood, Larry Cappel, Larissa Cutler, Cheryl Fama, Rick Navarro, Steve Stielstra, Sheryl Young.**
- **Cooking for a Cause 2022 ACTION Requested** – The Development Team has been in conversation with The Aurora Collective on ways to increase revenue from the Annual Cooking for a Cause event. The goal is to generate \$100K gross revenue from the event with a net income of \$50K. Sonrisas staff and the Development Committee recommend hiring Aurora Collective to manage the event, allowing the Sonrisas team more time for donor and sponsorship cultivation. The Aurora Collective has successfully managed other local non-profit fundraising events and has been helping Sonrisas develop a development strategy since July 2021. **Director Hinshelwood** asked the board to participate in the process of garnering new sponsorships and donors (outlined in Slide 6). He also asked the board to approve an unbudgeted expense of \$12K to hire the Aurora Collective to manage this event. **CFO Fama** asked for addition information on the service that Aurora Collective will provide. She also asked for feedback on whether Sonrisas is prepared for a larger fundraising campaign given the current staff capacity. Aurora will provide project management, being the point of contact throughout the event, managing communications, reservations and other behind the scenes tasks prior to the event. The team will also coach Sonrisas’ development team on how to raise this event to the next level. **Director Hinshelwood** added that The Aurora Collective will



manage the multitude of details throughout the day of the event so allowing the Development Team to focus on cultivating donors. **Chair Taverner** commented that this event needs professional guidance if it is going to grow. **Director Young** added that while the cost of the event can seem high, most organizations have a larger development department, which makes external specialist help necessary. Also, a September date is good for people thinking what to do with their DAF's (Donor Advised Funds). Corporations are thinking of what to sponsor for the year now.

- **CFO Fama** moved to approve the support the recommendation to hire The Aurora Collective. The motion was seconded by **Director Cappel** and approved by roll call vote. Ayes: **Nigel Taverner, Helen Galligan, Clyde Hinshelwood, Larry Cappel, Larissa Cutler, Cheryl Fama, Rick Navarro, Steve Stielstra, Sheryl Young.**
- **Board Resolution to Continue Virtual Meetings ACTION Requested – Chair Taverner** proposed that the March 17th board meeting take place virtually. The motion was seconded by **Director Hinshelwood** and approved by roll call vote. Ayes: **Nigel Taverner, Helen Galligan, Clyde Hinshelwood, Larry Cappel, Larissa Cutler, Cheryl Fama, Rick Navarro, Steve Stielstra, Sheryl Young.**

6. OLD BUSINESS

- **Strategic Plan Update – Chair Taverner** provided an update on the Strategic Planning Task Force's actions (See slide 9).
- **FQHC Contract Update – CEO Fecher** reported that she has been in contact with Steve Russo from Wipfli to learn about FQHC contracts while Sonrisas works on its strategic plan. Steve has recommended exploring becoming an FQHC sub-recipient. She has also talked to the CEO of Dientes Community Dental and other community leaders to get advice on this matter. Since the likely sponsor of a sub-recipient is San Mateo County, the next step is to have conversations at the San Mateo County level. She asked for suggested contacts from board member that have connections to San Mateo County Health fields. **CFO Fama** suggested reaching out to Supervisor Dave Pine.

7. REPORTS

- **CEO Report –** No questions or comment.
- **CFO Report – CEO Fecher** remarked that the model has been changed to a quarterly cash report. **CFO Fama** highlighted that in the month of December, the deductions from revenue were 60%. Year to Date, which is the half year, Sonrisas is \$270K ahead of budget, due the fundraising and budgeting of the team. While Sonrisas' expenses have increased, Sonrisas' net revenue is \$330K better than last year.
- **Fundraising Report –** No questions or comment.
- **Outreach Report –** No questions or comment.
- **Board Nomination Committee –** No questions or comment.

8. NO SUGGESTED AGENDA ITEMS FOR NEXT MEETING

9. ADJOURN Meeting was adjourned at 9:00pm.

B



DATE: March 9, 2022

TO: SDH Board of Directors

FROM: Tracey Fecher, CEO

RE: CEO Report

1. Clinic Operations:

- In February, the clinics saw a recovery in visit volume. Visits were ahead of budget by 66 visits. Medi-Cal Dental (MCD) visits were ahead of budget by 100 visits, primarily in the number of pediatric visits. The budget calls for 53% of visit volume to be MCD and February was at 60%. Year to date, the percentage of MCD visits is on track to the budgeted percentage.

2. Staffing Updates:

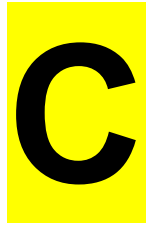
- The Clinic Director, Pat Kinniburgh, tendered her resignation, effective in early April. The team is working on a transition plan for Pat's duties. This process will also give the team the opportunity to consider if there are work tasks that should be assigned to a different position. Pat has been with the organization since 2015, was key to the successful split with Apple Tree Dental and has worked tirelessly to ensure Sonrisas delivers its mission. Our team honors Pat's commitment and dedication to Sonrisas. She will be missed.
- Staff were given the opportunity to give their input on closing the clinic one day after an incredibly stressful December and January. All staff, with one exception, felt a day off would be beneficial and rejuvenating. Other ideas that came from staff include:
 - i. Bringing in a yoga teacher or PT to show the clinical staff exercises/stretches they can do to physical, position stress the staff get while doing their jobs chairside. One person mentioned offering access to yoga classes or a gym membership.
 - ii. Providing more paid, closure days on holidays, such as President's Day, etc.
 - iii. Staff lunches and organized social activities, like bowling.
- The clinic will be closed on Friday, March 25th, to provide the staff with a long weekend and a day of rest and rejuvenation. The staff appreciate the time off and the acknowledgement of how challenging clinic operations have been. The management team would like to thank the board of directors for their support in providing this to the team.

3. FQHC and Farmworkers Contract:

- Dr. Brian Lee, who completed the residence program at the Half Moon Bay clinic in 2021, has joined the Sonrisas provider team. After being credentialed with SMMC, he will be serving farmworker patients in Pescadero and on the FQHC contract.

4. HPSM Dental Integration Pilot:

- The Sonrisas billing team is finding reconciling HPSM payments and EOBs challenging. The reports sent are difficult to read, have errors and denied claims do not always have a reason attached. We are considering hiring temporary help to assist the team with the high and tedious workload. We are also working closely with HPSM to get the information needed as well as giving HPSM feedback on how they could provide information that makes reconciliation easier.
 - The dental integration pilot with HPSM will be paying Tobacco Tax once a quarter and not providing payment on the initial EOBs for patients. We will be moving to a bulk reconciliation of Tobacco Tax. This is a step backwards for Sonrisas billing and not our preference but there is not another solution available with HPSM.
 - Net Patient Revenue for the first quarter of the HPSM contract will be estimated due to missing EOBs and waiting for Tobacco Tax to be paid.
 - When working with HPSM before January, the Sonrisas team knew that billing would present some challenges. They appear to be more complex than anticipated. We continue to work with HPSM on solutions.
5. CEO Leadership Training:
- The board has recommended the CEO attend leadership training to continue growing in management skills as well as to make connections with other nonprofit leaders. The Graduate School of Business at Stanford offers a week residential program the last week of May. The cost of the program is \$7,000. If the board approves this unbudgeted expense, an application will be completed.
6. Financial Updates:
- Sonrisas received over \$16,450 from the Federal CARES Act Provider Relief Fund Phase 4 payments. Our team is completing the reports required on earlier funding received.
 - In March, the team transferred \$120K from the Merrill Lynch account balance of \$167K to the Boston Private checking account for the HMB clinic capital improvement projects.
 - On March 9th, Sonrisas' current cash position was \$1,5674,000.





DATE: March 9th, 2022
TO: SDH Board of Directors
From: Cheryl A. Fama, CFO
 Tina Wang, Senior Accountant

RE: JANUARY UNAUDITED FINANCIALS AND YTD PERFORMANCE TO BUDGET

JANUARY PERFORMANCE:

A. Revenue: Net Patient Revenue was \$195,416, \$42K below budget due to:

- PPO below by \$29K and Farmworkers below by \$25K.
- Total visits 1,108 - 93 below budget.
- Total gross revenue - \$468,076 - \$42k below budget
- Total uncompensated care deductions - **(\$272,660)**, \$1,140 better than budget and 58% of gross revenue, which includes estimated tobacco tax of \$5,606

B. Total Expense: **(\$375,630)** – \$11,447 better than budget

- Direct Expense- \$12,084 better than budget because:
 - Salaries \$13K under budget from COVID-related staff time off; salaries will be reimbursed to employees in February in compliance with California's 2022 COVID paid-sick-leave law.
 - Dental Supplies under budget \$2.7K and PPE under \$2.8K due to lower than budget visit volume.
- Indirect Expense **\$637** over budget which is <0.1% of budgeted \$129K.

C. Donations/Grants & Other Income: \$140,000

- Grants and Donations:
 - \$58,040 released from restricted grants which includes \$20K accrued for services for Sequoia Healthcare District patients.
 - \$6,789 from individual donations
 - \$75,000 from PHCD
- Interest Income: \$171

Net Income: **(\$40,214) which is **\$25,580, under budget by 63%****



YTD PROFORMANCE:

CFO NOTES:

January had a number of Covid challenges which resulted in fewer visits and about a 10% shortfall in Gross Revenues which were offset by Deductions being close to budget, a bit of savings in staff and supply costs, and Grants/Donations being over \$4,500K. ***However, the YTD performance presents a brighter picture in this second year of a pandemic.***

VISITS are **on target**.

GROSS REVENUE **<\$106,228> below budget**

DEDUCTIONS: **\$21,128 better** than budget

GRANTS/DONATIONS/OTHER INCOME **23% better** than budget.

DIRECT COSTS **6% better** than budget.

NET INCOME: \$286,364, 522% BETTER THAN BUDGET

YTD PERFORMANCE TO BUDGET: YTD net income is **\$286,364**, better than budget. The estimated Cash-flow is **\$220K**, better than budget. PHCD grant received to date is \$525,000.

	YTD Actual	YTD Budget	Performance
<i>Visits</i>	<i>7,898</i>	<i>7,871</i>	<i>27</i>
Gross Patient Revenue	\$3,265,951	3,372,179	(-3%)
Uncompensated Care (Deductions)	\$(1,875,953)	\$(1,897,081)	1%
Grants/Donations/Other Income	\$1,428,450	\$1,164,429	23%
Direct Cost	\$(1,677,186)	\$(1,792,814)	6%
Indirect Cost	\$(909,666)	\$(901,483)	(-0%)
Net Income	\$231,595	\$(54,769)	522%
<i>Non-cash items adj.</i>			
Depreciation	\$168,412	\$177,150	5%
Capital Expenditure	\$(311,337)	\$(253,750)	(22%)
Estimated Cash Flow	\$88,670	\$(131,369)	167%

Avg. Income (Loss) per Visit		
YTD		
Net Revenue per Visit	\$	176.02
Direct Cost per Visit	\$	(212.95)
*Indirect Cost	\$	(79.91)
Net Income per Visit	\$	(116.84)

True Income (Loss) per Visit by Payer		
Payer	Avg. YTD	
Farmworker	\$	133.97
Commercial Insurance	\$	56.58
PPO	\$	(16.78)
Public Dental Insurance	\$	(220.92)
Private Pay	\$	188.73
FQHC	\$	12.59
Affordable Scale	\$	64.82

* Indirect cost represents clinic overhead cost and excludes fundraising program cost and outreach program cost

Sonrisas Dental Health Operations FY21 VS. FY20						
	Jan 22	Jan 21	Variance B(W)	YTD 22	YTD 21	Variance B(W)
Visits	1,108	870	238	7,898	5,660	2,238
San Mateo Revenue	\$164,297	\$122,313	\$41,985	\$1,149,992	\$780,574	\$369,418
Coastside Revenue	\$31,119	\$42,374	(\$11,255)	\$240,005	\$245,819	(\$5,814)
Total Net Revenue	\$195,416	\$164,686	\$30,730	\$1,389,996	\$1,026,388	\$363,609
Direct Program Cost	\$246,388	\$207,446	(\$38,942)	\$1,676,746	\$1,344,938	(\$331,809)
Indirect Program Cost	\$129,242	\$98,033	(\$31,209)	\$910,106	\$663,900	(\$246,206)
Total Cost	\$375,630	\$305,479	(\$70,151)	\$2,586,852	\$2,008,838	(\$578,014)
TOTAL	(\$180,214)	(\$140,793)	(\$39,421)	(\$1,196,856)	(\$982,450)	(\$214,406)
Dividend/Other Income	\$171	\$65,905	(\$65,734)	\$205,145	\$395,788	(\$190,643)
Donations Received	\$64,830	\$107,151	(\$42,322)	\$698,305	\$424,124	\$274,181
Grant from PHCD	\$75,000	\$0	\$75,000	\$525,000	\$100,000	\$425,000
OTHER INCOME	\$140,001	\$173,056	(\$33,056)	\$1,428,450	\$919,912	\$508,538
NET INCOME	(\$40,213)	\$32,263	(\$72,477)	\$231,595	(\$62,538)	\$294,133

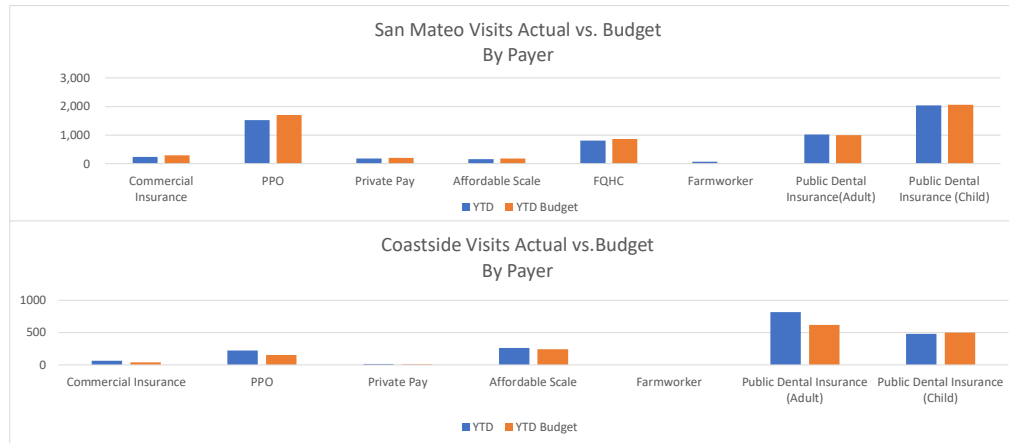
	Jul 21	Aug 21	21-Sep	21-Oct	21-Nov	21-Dec	22-Jan	YTD	Budget	Variance
San Mateo Visits	839	855	836	845	841	1,016	804	6,036	6,307	(271)
Coastside Visits	340	322	339	302	255		304	1,862	1,564	298
Total Visits	1179	1177	1175	1,147	1,096	1,016	1,108	7,898	7,871	27

Visits by Payer -San Mateo

	Jan 22	Jan Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	27	43	(16)	237	290	(53)
PPO	202	251	(49)	1,520	1,705	(185)
Private Pay	25	30	(5)	178	203	(25)
Affordable Scale	25	27	(2)	158	184	(26)
FQHC	87	127	(40)	810	862	(52)
Farmworker	21		21	68		68
Public Dental Insurance(Adult)	127	148	(21)	1,023	1,003	20
Public Dental Insurance (Child)	290	304	(14)	2,042	2,060	(18)
Total Visits	804	930	(126)	6,036	6,307	(271)

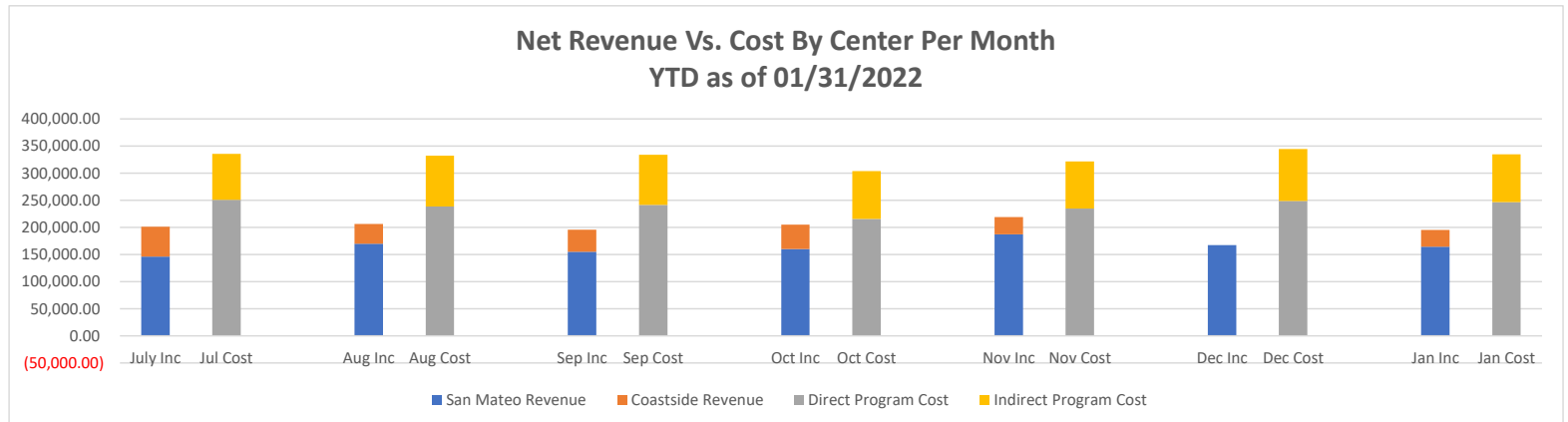
Visits by Payer -Coastside

	Jan 22	Jan Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	13	6	7	64	37	27
PPO	34	26	8	219	152	67
Private Pay	1	2	(1)	15	10	5
Affordable Scale	44	42	2	264	242	22
Farmworker						
Public Dental Insurance (Adult)	134	108	26	818	621	197
Public Dental Insurance (Child)	78	87	(9)	482	502	(20)
Total Visits	304	271	33	1862	1564	298



Sonrisas Dental Health Operations

	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Jan 22	YTD	YTD Budget	B(W)
San Mateo Revenue	146,167	169,861	154,995	160,237	187,118	167,317	164,297	1,149,992	1,282,458	(132,466)
Coastside Revenue	55,195	36,338	40,578	44,708	32,102	(35)	31,119	240,005	192,640	47,364
Total Net Revenue	201,362	206,199	195,573	204,945	219,220	167,282	195,416	1,389,996	1,475,098	(85,102)
Direct Program Cost	250,922	238,541	241,643	215,696	234,792	248,764	246,388	1,676,746	1,792,814	116,068
Indirect Program Cost	121,699	126,951	137,369	124,935	125,595	144,315	129,242	910,106	901,483	(8,623)
Total Cost	372,621	365,492	379,012	340,631	360,388	393,079	375,630	2,586,852	2,694,296	107,444
TOTAL	(171,259)	(159,293)	(183,439)	(135,686)	(141,168)	(225,797)	(180,214)	(1,196,856)	(1,219,198)	22,343
Dividend/Other Income	67,000	70,003	67,292	344	154	181	171	205,145	201,098	4,047
Donations Received	223,149	86,942	50,901	52,967	95,133	124,383	64,830	698,305	438,331	259,974
Grant from PHCD	75,000	75,000	75,000	75,000	75,000	75,000	75,000	525,000	525,000	0
OTHER INCOME	365,149	231,945	193,193	128,311	170,287	199,564	140,001	1,428,450	1,164,429	264,021
NET INCOME	193,890	72,652	9,754	(7,374)	29,119	(26,233)	(40,213)	231,595	(54,769)	286,364



Sonrisas Dental Health
Balance Sheet

As of Date:

01/31/2022

Location:

Sonrisas Dental Health

Year To Date

01/31/2022

Current Year Balance

Assets

Current Assets

Cash and Cash Equivalents

11205 - Operating - Boston Private Checking	663,954.30
11211 - Boston Private-CD 1	200,353.16
11213 - Boston Private-CD 3	500,740.18
11600 - Petty Cash	198.84

Total Cash and Cash Equivalents 1,365,246.48

Accounts Receivable, Net 371,034.91

Other Current Assets 18,206.80

Total Current Assets 1,754,488.19

Long-term Assets

Property & Equipment

17300 - Improvements	1,180,731.70
17400 - Equipment	1,250,054.65
17500 - Furniture/Fixtures	129,460.29
17600 - Vehicle	111,934.08
17999 - Accum Depreciation	(1,606,546.21)

Total Property & Equipment 1,065,634.51

Other Long-term Assets 22,520.20

Total Long-term Assets 1,088,154.71

Investments

Long Term Investments

11410 - Investment Acct. - Merrill Lynch	167,275.05
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Total Long Term Investments 167,275.05

Total Investments 167,275.05

Total Assets

3,009,917.95

Liabilities and Net Assets

Liabilities

Short-term Liabilities

Accounts Payable

21110 - Accounts Payable	58,285.42
23100 - Patient Prepayments	26,411.03
23200 - Patient Refunds Payable	4,694.34

Total Accounts Payable 89,390.79

Accrued Liabilities

22210 - Accrued Payroll	139,936.64
22220 - Accrued PTO	96,952.46
22250 - Accrued 401k Funds Payable	15,325.14
22260 - Accrued HSA Fund Payable	1,000.27

22320 - FSA Employee Account	1,296.36
Total Accrued Liabilities	254,510.87
Withholding Tax Payable	
22230 - Accrued Payroll Taxes	48,811.54
Total Withholding Tax Payable	<u>48,811.54</u>
Total Short-term Liabilities	<u>392,713.20</u>
Long Term Liabilities	
Notes Payable - Long Term	
28000 - PPP Loan	402,210.00
28001 - Estimated PPP Loan Forgiveness	(402,210.00)
Total Long Term Notes Payable	0.00
Other Long-term Liabilities	<u>8,031.83</u>
Total Long Term Liabilities	<u>8,031.83</u>
Other Liabilities	<u>44,458.88</u>
Total Liabilities	<u>445,203.91</u>
Net Assets	<u>2,564,714.04</u>
Total Liabilities and Net Assets	<u><u>3,009,917.95</u></u>

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

As of Date: 01/31/2022
Location: Sonrisas Dental Health
Restriction: Unrestricted

	Month Ending 01/31/2022			Year To Date 01/31/2022		
	Actual	2021 2022 BUDGET	Budget Diff	Actual	2021 2022 BUDGET	Budget Diff
Revenue and Expenditures						
Net Program Income						
Patient Revenue						
Patient Services						
Commercial Insurance	12,717.00	17,454.69	(4,737.69)	107,233.00	116,428.28	(9,195.28)
PPO	87,030.00	116,186.52	(29,156.52)	685,542.60	779,244.10	(93,701.50)
Public Dental Insurance	292,087.30	284,649.10	7,438.20	1,885,661.10	1,861,275.89	24,385.21
Private Pay	8,095.00	9,372.51	(1,277.51)	51,289.00	63,242.55	(11,953.55)
Affordable Scale	22,922.00	21,884.27	1,037.73	140,170.00	135,651.84	4,518.16
Farmworker	9,094.00	0.00	9,094.00	24,964.00	0.00	24,964.00
FQHC	36,131.00	61,349.89	(25,218.89)	370,841.00	416,336.70	(45,495.70)
Gross Patient Revenue	468,076.30	510,896.98	(42,820.68)	3,265,700.70	3,372,179.36	(106,478.66)
Uncompensated Care						
Prior Period Adjustment	(4,489.06)	(3,200.00)	(1,289.06)	(16,455.57)	(22,400.00)	5,944.43
Uncompensated Care - Commercial Insurance	(1,383.80)	(2,563.13)	1,179.33	(18,137.80)	(16,952.32)	(1,185.48)
Uncompensated Care - PPO	(38,008.39)	(49,945.04)	11,936.65	(302,767.27)	(334,657.80)	31,890.53
Uncompensated Care - Public Dental Insurance	(210,980.82)	(181,580.94)	(29,399.88)	(1,327,628.82)	(1,281,065.19)	(46,563.63)
Tabacco Tax	5,606.69	0.00	5,606.69	5,606.69	0.00	5,606.69
Uncompensated Care - Affordable Scale	(10,062.00)	(10,202.88)	140.88	(64,390.00)	(63,087.90)	(1,302.10)
Uncompensated Care - Farmworker	(1,774.00)	0.00	(1,774.00)	(3,614.00)	0.00	(3,614.00)
Uncompensated Care - FQHC	(9,313.00)	(24,533.82)	15,220.82	(136,258.00)	(166,493.03)	30,235.03
Fee Adjustments	(2,309.45)	(1,775.00)	(534.45)	(12,558.86)	(12,425.00)	(133.86)
Patient Account - Bad Debt Write-off	53.40	0.00	53.40	250.17	0.00	250.17
Total Uncompensated Care	(272,660.43)	(273,800.81)	1,140.38	(1,875,953.46)	(1,897,081.24)	21,127.78
Other Program Revenue						
Other Program Revenue	0.00	0.00	0.00	250.00	0.00	250.00
Total Other Program Revenue	0.00	0.00	0.00	250.00	0.00	250.00
Net Patient Revenue	195,415.87	237,096.17	(41,680.30)	1,389,997.24	1,475,098.12	(85,100.88)
Total Expenses						
Direct Expenses						

Direct Personnel Expense						
Direct Program Salaries	177,552.69	190,492.12	12,939.43	1,246,448.13	1,333,444.84	86,996.71
Payroll Taxes	17,414.75	13,486.85	(3,927.90)	93,165.17	94,407.95	1,242.78
Unemployment Taxes	2,196.58	2,285.90	89.32	10,283.15	16,001.30	5,718.15
Benefits	5,713.96	6,171.94	457.98	37,352.89	43,203.58	5,850.69
401k Match	4,884.66	5,200.43	315.77	30,230.88	36,403.01	6,172.13
Worker's Comp	829.12	662.30	(166.82)	5,803.84	4,636.10	(1,167.74)
Continuing Education	0.00	50.00	50.00	1,610.00	350.00	(1,260.00)
License and Registration	649.19	1,075.00	425.81	4,457.44	7,525.00	3,067.56
Total Direct Personnel Expense	209,240.95	219,424.54	10,183.59	1,429,351.50	1,535,971.78	106,620.28
Clinic Expenses						
Sterilization Services	793.80	756.00	(37.80)	5,584.80	5,292.00	(292.80)
Shredding	67.00	67.00	0.00	500.00	469.00	(31.00)
Dental Supplies	14,103.33	16,766.48	2,663.15	126,953.96	109,210.96	(17,743.00)
Small Dental Equipment	0.00	1,106.00	1,106.00	945.72	7,291.00	6,345.28
Dental Equipment Repair	6,815.46	1,540.00	(5,275.46)	12,999.07	12,224.00	(775.07)
Lab Fees	9,684.69	10,195.77	511.08	66,795.68	67,463.21	667.53
Uniforms	0.00	92.00	92.00	150.00	644.00	494.00
PPE& Covid Related	5,682.68	8,524.00	2,841.32	33,905.00	54,248.01	20,343.01
Total Clinic Expenses	37,146.96	39,047.25	1,900.29	247,834.23	256,842.18	9,007.95
Total Direct Expenses	246,387.91	258,471.79	12,083.88	1,677,185.73	1,792,813.96	115,628.23
Indirect Expenses						
Indirect Personnel Expenses						
Salaries/Wages	56,908.48	57,699.20	790.72	407,798.73	403,894.40	(3,904.33)
Payroll Taxes	4,497.25	4,085.11	(412.14)	30,547.57	28,595.77	(1,951.80)
Unemployment Taxes	2,006.93	761.63	(1,245.30)	4,063.97	5,331.41	1,267.44
Benefits	1,498.90	1,246.30	(252.60)	9,703.84	8,724.10	(979.74)
401k Match	2,016.05	1,730.98	(285.07)	13,023.06	12,116.86	(906.20)
Worker's Comp	352.88	519.70	166.82	2,470.16	3,637.90	1,167.74
Total Indirect Personnel Expenses	67,280.49	66,042.92	(1,237.57)	467,607.33	462,300.44	(5,306.89)
Facility Expenses						
Auto Expenses	92.75	110.00	17.25	821.34	770.00	(51.34)
Building Maintenance	980.35	899.00	(81.35)	6,751.12	6,393.00	(358.12)
Janitorial Service	1,950.00	2,260.00	310.00	16,570.00	15,820.00	(750.00)
Rent	3,484.00	3,600.00	116.00	24,020.00	24,900.00	880.00
Phone/Internet	1,660.47	1,833.00	172.53	11,745.97	12,831.00	1,085.03
Utilities	3,229.99	2,850.00	(379.99)	21,367.56	19,950.00	(1,417.56)
Total Facility Expenses	11,397.56	11,552.00	154.44	81,275.99	80,664.00	(611.99)
Office Expenses						
Claims Processing	162.64	156.00	(6.64)	1,333.46	1,092.00	(241.46)
Patient Notification	485.00	230.00	(255.00)	3,140.00	1,610.00	(1,530.00)

Office Supplies	1,172.96	1,000.00	(172.96)	7,437.73	7,000.00	(437.73)
Postage and Shipping	162.63	200.00	37.37	1,976.12	1,400.00	(576.12)
Printing Costs	0.00	255.00	255.00	641.30	1,935.00	1,293.70
Property Taxes	0.00	0.00	0.00	367.00	250.00	(117.00)
Dues, Fees & License	0.00	0.00	0.00	0.00	4.00	4.00
Employee Goodwill	117.78	530.85	413.07	3,159.05	2,635.95	(523.10)
Recruitment Expense	394.99	208.00	(186.99)	6,220.82	1,456.00	(4,764.82)
Total Office Expenses	2,496.00	2,579.85	83.85	24,275.48	17,382.95	(6,892.53)
Insurance						
Insurance - Auto	317.92	317.92	0.00	2,225.44	2,225.44	0.00
Insurance - Malpractice	514.33	514.33	0.00	3,600.31	3,600.31	0.00
Insurance - Liability & Property	761.68	761.67	(0.01)	5,331.76	5,331.69	(0.07)
Insurance - Directors & Officer Liability	498.82	345.50	(153.32)	3,553.88	2,418.50	(1,135.38)
Total Insurance	2,092.75	1,939.42	(153.33)	14,711.39	13,575.94	(1,135.45)
Fundraising Department						
Fundraising Expenses	335.00	167.00	(168.00)	10,529.37	10,199.98	(329.39)
Fundraising Consulting	7,688.50	5,261.00	(2,427.50)	46,133.75	41,554.00	(4,579.75)
Total Fundraising Department	8,023.50	5,428.00	(2,595.50)	56,663.12	51,753.98	(4,909.14)
Professional Fees						
Consultant - Professional Fees	2,972.50	2,900.00	(72.50)	30,622.50	22,800.00	(7,822.50)
Consultant - Legal	408.00	0.00	(408.00)	748.00	0.00	(748.00)
Total Professional Fees	3,380.50	2,900.00	(480.50)	31,370.50	22,800.00	(8,570.50)
General						
Depreciation Expense	24,850.58	25,708.96	858.38	168,411.54	177,150.22	8,738.68
Marketing Expense	0.00	458.00	458.00	1,191.10	5,272.00	4,080.90
Meeting & Travel Expenses	0.00	87.00	87.00	176.70	1,047.00	870.30
Fees and Interest	3,450.42	1,200.00	(2,250.42)	8,377.55	8,400.00	22.45
Merchant Processing	931.36	880.00	(51.36)	7,410.70	6,160.00	(1,250.70)
Outreach Supplies	0.00	4,346.00	4,346.00	902.57	8,815.00	7,912.43
Training & Membership	400.00	0.00	(400.00)	1,865.05	1,180.00	(685.05)
Board Expense	0.00	414.00	414.00	3,554.63	2,898.00	(656.63)
Total General	29,632.36	33,093.96	3,461.60	191,889.84	210,922.22	19,032.38
Computer expense						
Computer Support	4,194.00	4,270.00	76.00	30,728.16	30,890.00	161.84
Software Support	745.00	799.00	54.00	11,144.40	11,193.00	48.60
Total Computer expense	4,939.00	5,069.00	130.00	41,872.56	42,083.00	210.44
Total Indirect Expenses	129,242.16	128,605.15	(637.01)	909,666.21	901,482.53	(8,183.68)
Total Total Expenses	375,630.07	387,076.94	11,446.87	2,586,851.94	2,694,296.49	107,444.55
Total Net Program Income	(180,214.20)	(149,980.77)	(30,233.43)	(1,196,854.70)	(1,219,198.37)	22,343.67
Grants and Other Income						
Grants and Donations						

Fundraiser	0.00	0.00	0.00	36,140.80	15,000.00	21,140.80
Donations	6,789.03	7,000.00	(210.97)	32,678.49	49,000.00	(16,321.51)
In-Kind Donations	0.00	0.00	0.00	26,335.00	0.00	26,335.00
Incentives	0.00	0.00	0.00	690.00	1,000.00	(310.00)
Grants	58,040.70	53,333.00	4,707.70	602,460.50	373,331.00	229,129.50
PHCD Grants	75,000.00	75,000.00	0.00	525,000.00	525,000.00	0.00
Total Grants and Donations	139,829.73	135,333.00	4,496.73	1,223,304.79	963,331.00	259,973.79
Other Income						
Estimated PPP Loan Forgiveness	0.00	0.00	0.00	201,105.00	201,000.00	105.00
Interest Income	170.65	4.00	166.65	1,241.31	28.00	1,213.31
Dividends	0.00	10.00	(10.00)	13.94	70.00	(56.06)
Other Income	0.00	0.00	0.00	2,784.51	0.00	2,784.51
Total Other Income	170.65	14.00	156.65	205,144.76	201,098.00	4,046.76
Total Grants and Other Income	140,000.38	135,347.00	4,653.38	1,428,449.55	1,164,429.00	264,020.55
Net income	(40,213.82)	(14,633.77)	(25,580.05)	231,594.85	(54,769.37)	286,364.22

Total grants and donations includes \$140k which is restricted to San Mateo Build Out capital expenditures and \$23K in-kind donations which will be capitalized monthly.





DATE: March 10, 2022
TO: SDH Board of Directors
FROM: Maura LeBaron-Hsieh, MPH, Director of Development
RE: Development Update

February and early March featured a successful fundraising campaign focusing on Outreach/School Screenings, as well as the very exciting kick-off of planning for 2022's signature Cooking for a Cause (Paella) event.

As of February 28, 2022, **we have raised \$1,494,099/\$1,690,000 (88%) of our FY21-22 fundraising goal** (includes PHCD support). Please see the attached Fundraising Report for visual overview.

1. Individual Donations

- As of February 28, 2022, we have received \$79,077 in individual donations and sponsorships this fiscal year.
- Our February National Children's Dental Health Month fundraiser for screenings has raised nearly \$23,000, with \$3,000 in donations and an additional \$20,000 pledged by a major donor (more info below). At right is Emma, who desperately needed access to dental care and was identified at one of Sonrisas' screenings last fall. Her story touched donors' hearts when we shared it last month.
- In May – June 2022, our NEW Fiscal Year-End Appeal will reach our full donor base along with outreach to new potential donors on the Peninsula. The appeal will include Coastsides Gives, as well as the above-mentioned broader focus to include the Peninsula. Further details TBA.
- Our Major Donor program continues to grow in impact, with a focus on small-group donor meetings thus far.
- We have invited several donors to visit the recently refreshed Half Moon Bay center to view the clinic and art installation, along with donor cultivation meetings. One meeting has taken place already; others are scheduled later this month.
- We recently secured a pledge of \$20,000 from a major donor for Sonrisas' School Screenings program (not yet reflected in revenue, as it is a pledge). The framework, knowledge, and methods that we have gained through our Major Donor work with Glavin-Jacobson have helped our team gain the skills and confidence to identify major donors, cultivate relationships, and navigate through the donor pipeline to secure commitments for gifts. This may sound small – but is incredibly empowering!



"It's very important to support Sonrisas, for children to have regular dental care. I don't want to take my children to the ER due to toothaches."

– Susana, Emma's mother

2. Grant-seeking

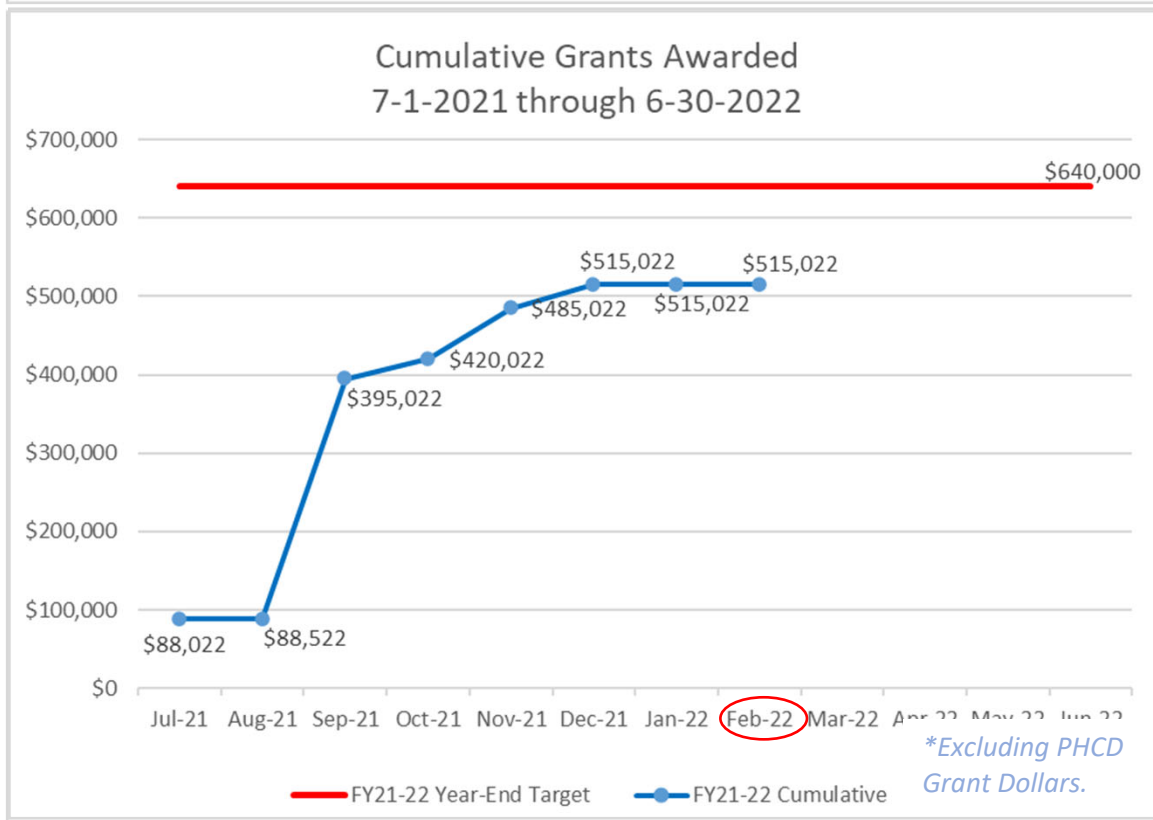
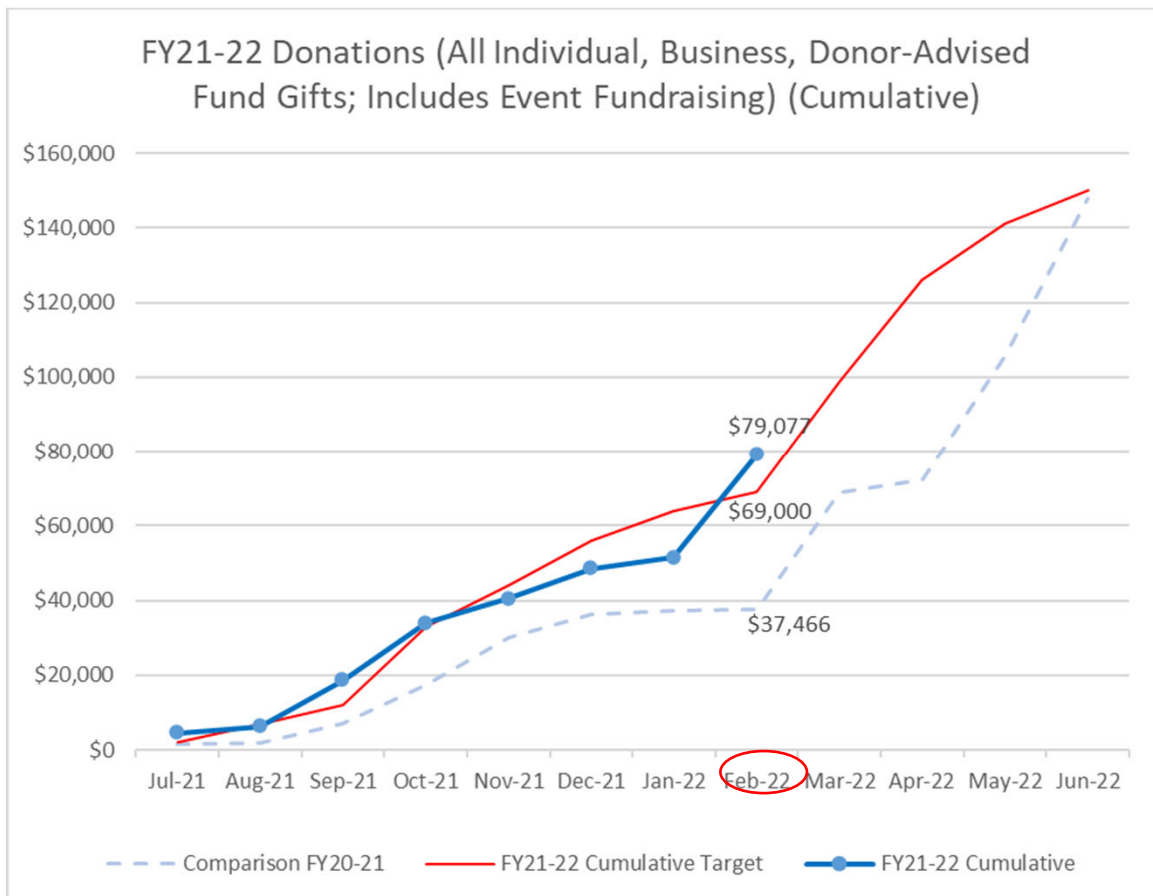
- Sonrisas has been awarded \$515,022 in grants as of February 28, 2022. We are currently in consideration for \$153,000 in grant funding and are also preparing several upcoming proposals.

3. Events

- Planning for 2022 Cooking for a Cause (Paella) kicks off this week and next. Thank you to the Sonrisas Board of Directors for your investment in reaching the next level of fundraising for Sonrisas Dental Health! Staff looks forward with great anticipation to maximizing this opportunity to grow the fundraising yield of this event, bring in new donors, and build closer relationships with our existing supporters.

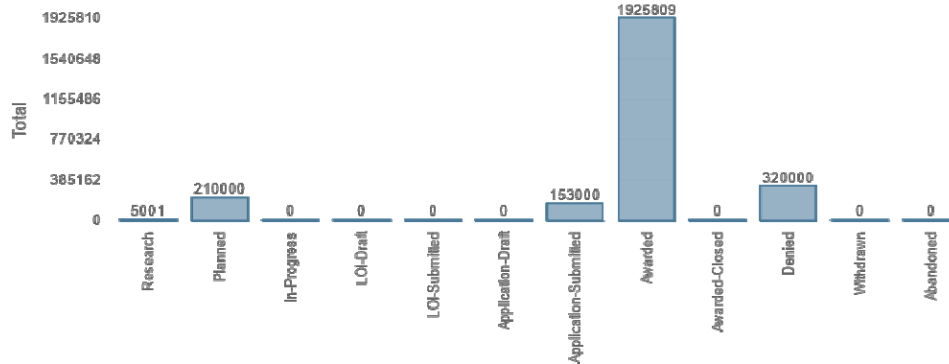


SDH Fundraising Report FY21-22 Through February 28, 2022



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	\$ -	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	\$ -	Denied
Rotary Club of San Mateo	2021 Rotary Club of San Mateo	School Screenings	3/15/2021	\$ 3,000	\$ -	Application-Submitted
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	\$ -	\$ 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	\$ -	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	\$ -	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	\$ -	Application-Submitted
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	\$ -	Denied
America's ToothFairy: National Childrens Oral Health Foundation	Closing the Smile Gap Grant	School Screenings, Materials and Supplies	12/20/2021	\$ 5,000	\$ -	Application-Submitted
Adobe Employee Community Fund	Adobe ECF 2021 Proposal	Access to Care	12/31/2021	\$ 20,000	\$ -	Application-Submitted
Sequoia Healthcare District	FY21-22 Sequoia Healthcare District ATC Q2 Invoice	General Operations	1/3/2022	\$ 60,000	\$ -	Application-Submitted
Atkinson Foundation	2022 Senior Programs Grant	Access to Care, Seniors, Outreach	2/1/2022	\$ 15,000	\$ 7,500	Awarded
Mills Peninsula Hospital (Sutter Health)	2022 RFP Mills Sutter Health	Access to Care, School Screenings	3/15/2022	\$ 20,000	\$ -	Planned
Delta Dental Community Care Foundation	FY22-23 Senior ATC Grant	Access to Care, Seniors, Outreach	3/25/2022	\$ 100,000	\$ -	Planned
Kaiser Permanente Community Health	FY22-23 Kaiser Safety Net Grant - Copy	Access to Care	3/25/2022	\$ 25,000	\$ -	Planned
COASTSIDE WOMENS CLUB	FY20 Coastside GO Grant	General Operations	4/1/2022	\$ 1	\$ -	Research
Sequoia Healthcare District	FY21-22 Sequoia Healthcare District ATC Q3 Invoice	General Operations	4/4/2022	\$ 60,000	\$ -	Planned
City of Burlingame	2022 Community Funding Information	Access to Care	4/15/2022	\$ 5,000	\$ -	Planned
Millbrae Community Foundation	MCF Community Program Grant	School Screenings, Access to Care Children	5/6/2022	\$ 5,000	\$ -	Research
Totals				\$ 2,549,010	\$ 1,925,809	43