



May 2023 Board Reports

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

CEO Report



DATE: May 26, 2023

TO: SDH Board of Directors

FROM: Tracey Fecher, CEO

RE: CEO Report

1. Clinic Operations:

- April visits were ahead of budget by 40 visits and 2 visits ahead of the forecast with the additional providers approved by the board in January.
- HPSM is implementing CalAIM incentive payments for their members who receive a preventative visit for a second year (indicating a dental home). The first year of the HPSM program was 2022, so any second-year preventative visits in 2023 will result in a \$55 payment per patient, which can be given one time per year per HPSM patient. Our team estimates from January to May, the incentive will be approximately \$62K. HPSM has shared they will pay the incentive in the second half of 2023. There is the opportunity for another \$80K if Sonrisas provides preventative care for the remaining HPSM patients seen in 2022. We will be exploring ways to identify and reach out to HPSM patients who have not had preventative care in 2023.
- An offer has been made to a temporary pediatric dentist to cover for maternity leave of one of our pediatric dentists.

2. Staffing:

- We continue to recruit for the two fundraising positions that are open. Consultants have been engaged to cover basic fundraising duties and Cooking for a Cause event tasks in the interim. There are three candidates moving to the next step in the Fundraising Director interview process. The team has been pleased with the recruiter's process and support for the hiring committee.

3. Operations Updates:

- The team continues to research Professional Employer Organization (PEO) to provide improved benefits and HR support to the Sonrisas' team.

4. Financial Update:

- On May 26th, Sonrisas' current cash position was \$1,641,000

CFO Report



DATE: May 24th, 2023

TO: SDH Board of Directors

FROM: Vickie Yee, CFO
Tina Wang, Senior Accountant

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

APRIL PERFORMANCE:

A. Revenue: Net Patient Revenue was **\$193,049** - \$56K below the budget.

- Total visits were 1,213 - 40 visits better than the budget.
- Total gross revenue was \$507,884 – \$5K below the budget. Estimated revenue for tobacco tax revenue was \$23,666.
- Total uncompensated care deduction was **(\$316,365)** - 62% of gross revenue; This includes a **(\$41K)** prior period adjustment on HPSM and an estimated **(\$25K)** adjustment on HPSM for April.
- Revenue of \$1,530 from Kindergarten Oral Assessment Screening Project.

B. Total Expenses: **\$397,903** – \$27k better than the budget.

- Total Direct Expenses - \$17K better than budget because of savings in clinic expenses for less lab works and PPE purchases.
- Total Indirect Expenses - \$10k better than the budget for savings in depreciation expense and personnel cost due to the vacancy of development assistant.

B. Donations/Grants & Other Income: **\$171,707**

- \$5,064 individual donation
- \$92,179 released from restricted grants includes an estimated \$32K grant from the Sequoia Health District and \$25K (out of \$50.5K) from the Schiller Family Foundation (The remainder of the \$50.5K was restricted for DryVac system purchase in Half Moon Bay)
- \$75,000 in PHCD grant support.
- **(\$536)** in interest income includes **(\$713)** loss in the investment account.

NET INCOME – (\$33,147), \$26K below the budget



YTD PERFORMANCE:

- Performance continues to be favorable to budget primarily due to the following:
 - o While visits are under budget by 4%, total direct care expenses are under budget by 6%.
 - o Fundraising efforts remain strong with a net positive budget variance after fundraising expenses of \$35K.
- YTD investment income at City National Bank is -\$2,756. Funds were used to purchase bonds in the market, which includes payment for accrued interest and bond premiums. The negative return is temporary and will be recovered once the bond matures.

YTD PERFORMANCE TO BUDGET: YTD net income is **\$98k** better than the budget. The estimated Cash-flow is **\$124K** better than the budget. The PHCD grant received to date is \$750,000.

	YTD Actual	YTD Budget	Performance
<i>Visits</i>	<i>11,352</i>	<i>11,804</i>	<i>-452</i>
Gross Patient Revenue	\$4,882,194	\$5,118,442	5%
Uncompensated Care (Deductions)	(\$2,550,289)	(\$2,634,598)	3%
Grants/Donations/Other Income	\$1,806,501	\$1,761,710	3%
Direct Cost	(\$2,642,453)	(\$2,818,872)	6%
Indirect Cost	(\$1,448,620)	(\$1,477,889)	2%
Net Income	\$47,334	(\$51,207)	192%
<i>Non-cash items adj.</i>			
Depreciation	\$240,167	\$267,512	10%
Capital Expenditure	\$145,553	\$198,650	27%
Estimated Cash Flow	\$141,948	\$17,655	704%

FINANCIAL OPERATIONS:

- Public Dental Insurance Revenue Adjustment – In January, the team pulled the recording of the tobacco tax receivables from Open Dental to the accounting system. Unfortunately, some procedure codes in the fee schedule were not updated properly to remove the tobacco tax income. Therefore, this error created an overstatement of revenue of \$41K for February and March. In addition, an estimated adjustment of \$25K was made for April to true up the numbers. The fee schedule was corrected in May. However, there will be additional small adjustments in May and June as we receive the rest of the payment for services through May and make the necessary corrections.

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

As of Date: 04/30/2023
Location: Sonrisas Dental Health
Restriction: Unrestricted

	Month Ending 04/30/2023			Year To Date 04/30/2023		
	Actual	Budget FY2023	Budget Diff	Actual	Budget FY2023	Budget Diff
Revenue and Expenditures						
Net Program Income						
Patient Revenue						
Patient Services						
Commercial Insurance	14,524.00	15,472.21	(948.21)	139,375.00	155,959.98	(16,584.98)
PPO	86,528.00	84,699.71	1,828.29	863,461.00	864,942.71	(1,481.71)
Public Dental Insurance	306,746.00	290,846.49	15,899.51	2,996,582.27	2,957,437.27	39,145.00
Private Pay	7,404.00	7,922.69	(518.69)	65,511.00	81,842.57	(16,331.57)
Tobacco Tax	23,666.00	0.00	23,666.00	120,661.90	0.00	120,661.90
Affordable Scale	13,686.00	23,257.63	(9,571.63)	203,846.00	222,488.61	(18,642.61)
Farmworker	10,368.00	5,817.59	4,550.41	126,414.00	89,386.24	37,027.76
FQHC	44,962.00	75,040.35	(30,078.35)	364,813.00	746,384.71	(381,571.71)
Gross Patient Revenue	507,884.00	503,056.67	4,827.33	4,880,664.17	5,118,442.09	(237,777.92)
Uncompensated Care						
Prior Period Adjustment	(6,801.34)	(2,000.00)	(4,801.34)	(20,391.57)	(20,000.00)	(391.57)
Uncompensated Care - Commercial Insurance	(2,920.00)	(3,542.41)	622.41	(25,154.16)	(35,768.61)	10,614.45
Uncompensated Care - PPO	(32,551.50)	(36,441.43)	3,889.93	(350,081.84)	(371,916.53)	21,834.69
Uncompensated Care - Public Dental Insurance	(254,660.80)	(176,032.73)	(78,628.07)	(1,922,577.64)	(1,840,609.17)	(81,968.47)
Uncompensated Care - Affordable Scale	(5,547.00)	(10,170.66)	4,623.66	(87,214.90)	(97,128.11)	9,913.21
Uncompensated Care - Farmworker	(9.10)	(2,481.16)	2,472.06	(22,137.31)	(25,944.28)	3,806.97
Uncompensated Care - FQHC	(13,298.00)	(21,348.55)	8,050.55	(104,642.90)	(223,231.57)	118,588.67
Fee Adjustments	(577.66)	(2,000.00)	1,422.34	(18,088.48)	(20,000.00)	1,911.52
Total Uncompensated Care	(316,365.40)	(254,016.94)	(62,348.46)	(2,550,288.80)	(2,634,598.27)	84,309.47
Other Program Revenue						
Other Program Revenue	1,530.00	0.00	1,530.00	1,530.00	0.00	1,530.00
Total Other Program Revenue	1,530.00	0.00	1,530.00	1,530.00	0.00	1,530.00

Net Patient Revenue	193,048.60	249,039.73	(55,991.13)	2,331,905.37	2,483,843.82	(151,938.45)
Total Expenses						
Direct Expenses						
Direct Personnel Expense						
Direct Program Salaries	199,765.49	202,913.99	3,148.50	1,959,595.80	2,029,139.90	69,544.10
Payroll Taxes	14,561.96	15,522.92	960.96	134,279.17	155,229.20	20,950.03
Unemployment Taxes	223.65	1,634.42	1,410.77	9,948.81	16,344.20	6,395.39
Benefits	4,360.02	6,400.43	2,040.41	55,820.49	64,004.30	8,183.81
401k Match	4,517.09	4,530.06	12.97	44,752.66	45,300.60	547.94
Worker's Comp	782.37	1,249.60	467.23	7,823.70	11,473.60	3,649.90
Continuing Education	67.87	304.00	236.13	1,744.23	3,040.00	1,295.77
License and Registration	630.41	1,072.00	441.59	9,347.97	10,720.00	1,372.03
Total Direct Personnel Expense	224,908.86	233,627.42	8,718.56	2,223,312.83	2,335,251.80	111,938.97
Clinic Expenses						
Sterilization Services	798.00	777.00	(21.00)	8,085.09	7,770.00	(315.09)
Shredding	73.00	67.00	(6.00)	764.00	670.00	(94.00)
Dental Specialist-Claims Processing	5,057.89	5,922.26	864.37	45,247.79	58,659.74	13,411.95
Dental Supplies	20,701.81	20,246.78	(455.03)	193,717.78	203,185.90	9,468.12
Equipment Maintenance	742.93	1,430.50	687.57	10,185.29	14,305.00	4,119.71
Small Dental Equipment	0.00	79.00	79.00	3,875.68	790.00	(3,085.68)
Dental Equipment Repair	1,602.82	1,785.00	182.18	15,640.01	17,850.00	2,209.99
Lab Fees	6,048.40	10,734.77	4,686.37	88,830.91	106,680.34	17,849.43
Uniforms	520.49	0.00	(520.49)	890.22	250.00	(640.22)
PPE& Covid Related	4,110.05	7,427.22	3,317.17	51,903.47	73,458.91	21,555.44
Total Clinic Expenses	39,655.39	48,469.53	8,814.14	419,140.24	483,619.89	64,479.65
Total Direct Expenses	264,564.25	282,096.95	17,532.70	2,642,453.07	2,818,871.69	176,418.62
Indirect Expenses						
Indirect Personnel Expenses						
Salaries/Wages	58,890.67	64,151.79	5,261.12	651,586.53	641,517.90	(10,068.63)
Payroll Taxes	4,614.49	4,901.26	286.77	50,784.31	49,012.60	(1,771.71)
Unemployment Taxes	106.29	799.65	693.36	3,357.04	7,996.50	4,639.46
Benefits	871.70	1,380.23	508.53	8,475.07	13,778.22	5,303.15
401k Match	1,921.62	2,460.25	538.63	16,754.52	24,602.50	7,847.98
Worker's Comp	352.88	0.00	(352.88)	3,528.80	0.00	(3,528.80)
Total Indirect Personnel Expenses	66,757.65	73,693.18	6,935.53	734,486.27	736,907.72	2,421.45
Facility Expenses						
Auto Expenses	0.00	83.00	83.00	2,063.68	839.50	(1,224.18)

Building Maintenance	3,722.89	1,259.00	(2,463.89)	16,483.31	12,590.00	(3,893.31)
Janitorial Service	3,317.35	2,560.00	(757.35)	26,214.03	25,600.00	(614.03)
Rent	3,484.00	3,484.00	0.00	34,840.00	34,840.00	0.00
Phone/Internet	1,548.48	1,536.00	(12.48)	16,081.37	15,351.00	(730.37)
Utilities	3,715.41	4,000.00	284.59	37,242.35	40,000.00	2,757.65
Total Facility Expenses	15,788.13	12,922.00	(2,866.13)	132,924.74	129,220.50	(3,704.24)
Office Expenses						
Claims Processing	599.75	200.00	(399.75)	4,811.39	2,000.00	(2,811.39)
Patient Notification	798.00	485.00	(313.00)	4,958.00	4,850.00	(108.00)
Office Supplies	2,246.41	1,036.00	(1,210.41)	13,398.90	10,360.00	(3,038.90)
Postage and Shipping	254.55	250.00	(4.55)	2,934.54	2,500.00	(434.54)
Printing Costs	0.00	100.00	100.00	0.00	1,000.00	1,000.00
Property Taxes	0.00	0.00	0.00	178.99	250.00	71.01
Dues, Fees & License	(4.00)	0.00	4.00	(4.00)	0.00	4.00
Employee Goodwill	739.87	471.00	(268.87)	9,065.97	8,010.00	(1,055.97)
Recruitment Expense	1,628.82	300.00	(1,328.82)	4,758.55	3,000.00	(1,758.55)
Total Office Expenses	6,263.40	2,842.00	(3,421.40)	40,102.34	31,970.00	(8,132.34)
Insurance						
Insurance - Auto	0.00	0.00	0.00	3,004.00	2,250.00	(754.00)
Insurance - Malpractice	779.00	1,021.90	242.90	9,162.47	9,382.90	220.43
Insurance - Liability & Property	804.00	884.00	80.00	8,040.00	8,200.00	160.00
Insurance - Directors & Officer Liability	551.00	550.00	(1.00)	5,040.37	5,050.00	9.63
Total Insurance	2,134.00	2,455.90	321.90	25,246.84	24,882.90	(363.94)
Fundraising Department						
Fundraising Expenses	2,084.08	1,417.67	(666.41)	56,664.30	43,106.70	(13,557.60)
Fundraising Consulting	5,259.00	8,500.00	3,241.00	69,494.78	75,050.00	5,555.22
Total Fundraising Department	7,343.08	9,917.67	2,574.59	126,159.08	118,156.70	(8,002.38)
Professional fee						
Consultant - General	0.00	1,666.00	1,666.00	11,950.00	16,660.00	4,710.00
Consultant - Professional Fees	2,600.00	2,915.00	315.00	26,518.63	27,295.00	776.37
Consultant - Legal	0.00	0.00	0.00	0.00	0.00	0.00
Total Professional fee	2,600.00	4,581.00	1,981.00	38,468.63	43,955.00	5,486.37
General						
Depreciation Expense	23,737.39	25,899.16	2,161.77	240,166.93	267,511.60	27,344.67
Marketing Expense	0.00	132.00	132.00	1,258.09	820.00	(438.09)
Meeting & Travel Expenses	655.08	1,530.00	874.92	6,663.15	17,625.00	10,961.85
Fees and Interest	1,486.38	1,958.00	471.62	17,953.58	19,580.00	1,626.42

Merchant Processing	0.00	0.00	0.00	0.00	0.00	0.00
Outreach Supplies	735.86	1,500.00	764.14	6,539.78	15,000.00	8,460.22
Training & Membership	71.40	0.00	(71.40)	19,262.83	0.00	(19,262.83)
Board Expense	191.79	0.00	(191.79)	1,474.32	10,560.00	9,085.68
Total General	26,877.90	31,019.16	4,141.26	293,318.68	331,096.60	37,777.92
Computer expense						
Computer Support	4,878.57	4,659.75	(218.82)	44,850.04	46,597.50	1,747.46
Software Support	696.00	619.00	(77.00)	13,063.20	15,102.00	2,038.80
Total Computer expense	5,574.57	5,278.75	(295.82)	57,913.24	61,699.50	3,786.26
Total Indirect Expenses	133,338.73	142,709.66	9,370.93	1,448,619.82	1,477,888.92	29,269.10
Total Total Expenses	397,902.98	424,806.61	26,903.63	4,091,072.89	4,296,760.61	205,687.72
Total Net Program Income	(204,854.38)	(175,766.88)	(29,087.50)	(1,759,167.52)	(1,812,916.79)	53,749.27
Grants and Other Income						
Grants and Donations						
Fundraiser	0.00	0.00	0.00	122,562.53	100,000.00	22,562.53
Donations	5,063.98	20,000.00	(14,936.02)	59,210.26	88,000.00	(28,789.74)
Grants	92,178.75	73,749.00	18,429.75	871,576.75	822,490.00	49,086.75
PHCD Grants	75,000.00	75,000.00	0.00	750,000.00	750,000.00	0.00
Total Grants and Donations	172,242.73	168,749.00	3,493.73	1,803,349.54	1,760,490.00	42,859.54
Other Income						
Interest Income-Heritage	176.56	40.00	136.56	5,481.67	1,180.00	4,301.67
Dividends	0.00	4.00	(4.00)	0.00	40.00	(40.00)
Other Income	0.00	0.00	0.00	30.93	0.00	30.93
Unrealized gain(loss)-CityNational	(77.64)	0.00	(77.64)	394.93	0.00	394.93
Investment Income	(635.03)	0.00	(635.03)	(2,755.69)	0.00	(2,755.69)
Total Other Income	(536.11)	44.00	(580.11)	3,151.84	1,220.00	1,931.84
Total Grants and Other Income	171,706.62	168,793.00	2,913.62	1,806,501.38	1,761,710.00	44,791.38
Net income	(33,147.76)	(6,973.88)	(26,173.88)	47,333.86	(51,206.79)	98,540.65

Sonrisas Dental Health**Balance Sheet**

As of Date:

04/30/2023

Location:

Sonrisas Dental Health

Year To Date

04/30/2023

Current Year Balance**Assets**

Current Assets

Cash and Cash Equivalents

11218 - Heritage -Operating 792,214.56

11600 - Petty Cash 198.84

Total Cash and Cash Equivalents 792,413.40

Accounts Receivable, Net

Accounts Receivable

12100 - Accounts Receivable 307,806.03

12210 - Accounts Receivable - Grants 194,953.99

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

12220 - Accounts Receivable - Other Agencies 52,631.28

Total Accounts Receivable 549,715.34

Total Accounts Receivable, Net 549,715.34

Other Current Assets 27,081.07

Total Current Assets 1,369,209.81

Long-term Assets

Property & Equipment

17300 - Improvements 1,195,404.68

17400 - Equipment 1,447,128.03

17500 - Furniture/Fixtures 134,795.71

17999 - Accum Depreciation (1,862,447.43)

Total Property & Equipment 914,880.99

Other Long-term Assets 16,623.30

Total Long-term Assets 931,504.29

Investments

Long Term Investments

11410 - Investment Acct. - Merrill Lynch 22,040.86

11412 - Investment Acct. - City National 997,244.31

11415 - Unrealized Gain(loss) on Investment 394.93

Total Long Term Investments 1,019,680.10

Total Investments 1,019,680.10

Total Assets**3,320,394.20****Liabilities and Net Assets**

Liabilities

Short-term Liabilities

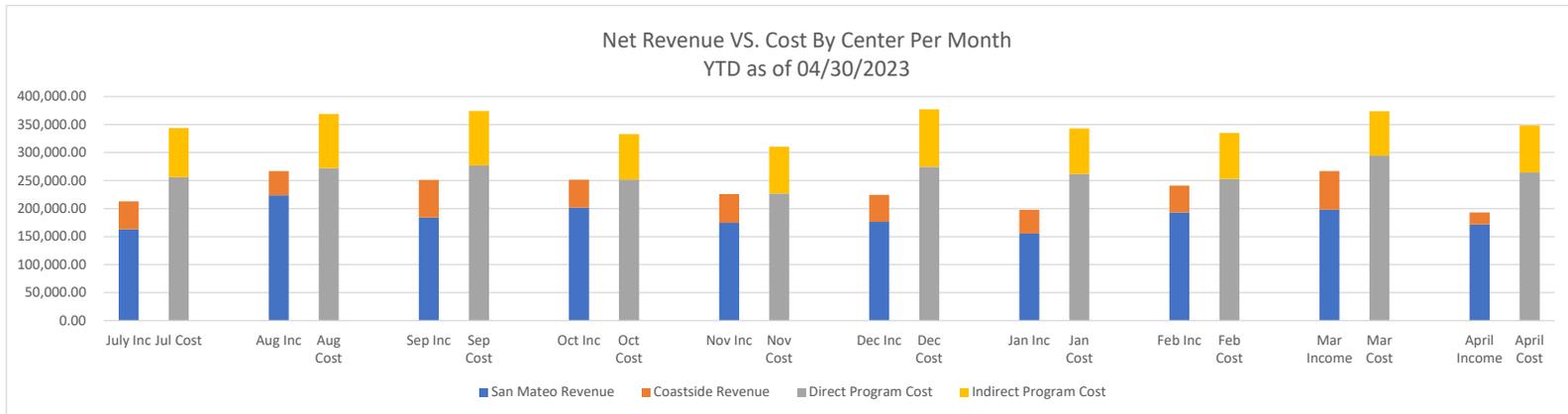
Accounts Payable

21110 - Accounts Payable 60,791.42

21212 - Credit Card Payable	632.88
23100 - Patient Prepayments	36,404.46
23200 - Patient Refunds Payable	6,030.81
Total Accounts Payable	103,859.57
Accrued Liabilities	
22210 - Accrued Payroll	78,675.14
22220 - Accrued PTO	102,396.72
22250 - Accrued 401k Funds Payable	32,387.86
22260 - Accrued HSA Fund Payable	819.73
22320 - FSA Employee Account	4,840.79
Total Accrued Liabilities	219,120.24
Withholding Tax Payable	
22230 - Accrued Payroll Taxes	51,843.52
Total Withholding Tax Payable	51,843.52
Total Short-term Liabilities	374,823.33
Long Term Liabilities	
Other Long-term Liabilities	5,227.81
Total Long Term Liabilities	5,227.81
Total Liabilities	380,051.14
Net Assets	2,940,343.06
Total Liabilities and Net Assets	3,320,394.20

Created on : 05/26/2023 11:51 AM PDT

Sonrisas Dental Health Operations													
	Jul 22	Aug 22	Sept 22	Oct 22	Nov 22	Dec 22	Jan 23	Feb 23	Mar 23	Apr 23	Total	Budget	B(W)
San Mateo Revenue	163,278	223,898	184,183	201,870	174,626	176,515	155,554	193,228	198,049	171,861	1,843,061	2,000,416	(157,355)
Coastside Revenue	49,769	43,060	66,935	49,675	51,302	47,872	42,385	47,843	68,816	21,187	488,843	483,428	5,415
Total Net Revenue	213,047	266,958	251,118	251,545	225,928	224,387	197,938	241,071	266,865	193,048	2,331,904	2,483,844	(151,940)
Direct Program Cost	256,183	282,233	277,006	251,733	227,190	274,632	261,823	253,031	294,453	264,564	2,642,848	2,818,872	176,023
Indirect Program Cost	154,232	155,632	179,014	127,766	135,832	157,076	136,126	135,133	134,074	133,339	1,448,224	1,477,889	29,664
Total Cost	410,415	437,865	456,020	379,499	363,022	431,708	397,949	388,165	428,527	397,903	4,091,073	4,296,761	205,688
TOTAL	(197,368)	(170,907)	(204,902)	(127,954)	(137,094)	(207,321)	(200,011)	(147,094)	(161,662)	(204,855)	(1,759,168)	(1,812,917)	53,748
Dividend/Other Income	177	665	704	311	163	1,221	177	1,710	(1,440)	(536)	3,152	1,220	1,932
Donations Received	72,463	158,009	131,839	108,870	86,106	96,420	131,416	67,904	103,080	97,243	1,053,350	1,010,490	42,860
Grant from PHCD	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	750,000	750,000	0
OTHER INCOME	147,640	233,674	207,543	184,181	161,269	172,641	206,593	144,614	176,640	171,707	1,806,502	1,761,710	44,792
NET INCOME	(49,728)	62,766	2,641	56,227	24,175	(34,680)	6,581	(2,480)	14,978	(33,148)	47,333	(51,207)	98,540



	22-Jul	22-Aug	22-Sep	22-Oct	22-Nov	22-Dec	Jan-23	Feb-23	Mar-23	Apr-23	Total	Budget	Variance
San Mateo Visits	789	991	802	859	777	694	783	812	915	889	8311	8,808	(497)
Coastside Visits	242	332	310	305	308	335	257	285	343	324	3041	2,996	45
Total Visits	1031	1323	1112	1164	1085	1029	1040	1097	1258	1213	11352	11,804	(452)

Apr-23

Visits by Payer -San Mateo

	30-Apr	Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	34	34	0	299	352	(53)
PPO	193	185	8	1919	1938	(19)
Private Pay	23	25	(2)	217	264	(47)
Affordable Scale	18	17	1	175	264	(89)
FQHC	97	152	(55)	836	1585	(749)
Farmworker	32	17	15	256	176	80
Public Dental Insurance(Adult)	163	101	62	1826	1057	769
Public Dental Insurance (Child)	329	303	26	2783	3171	(388)
Total Visits	889	834	55	8311	8807	(496)

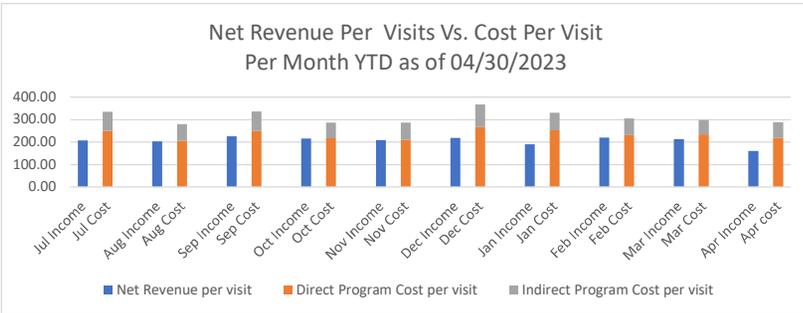
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Visits by Payer -Coastside

	30-Apr	Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	5	10	(5)	79	90	(11)
PPO	50	37	13	403	300	103
Private Pay	6	3	3	22	30	(8)
Affordable Scale	26	47	(21)	332	419	(87)
FQHC		34	(34)	13	219	(206)
Farmworker			0	3	0	3
Public Dental Insurance (Adult)	153	111	42	1486	1070	416
Public Dental Insurance (Child)	84	97	(13)	703	869	(166)
Total Visits	324	339	(15)	3041	2997	44

Avg. Income (Loss) per Visit				
	YTD	Budget YTD*	FY22	
Net Revenue per Visit	\$ 205.80	\$ 210.42	\$	185.47
Direct Cost per Visit	\$ (233.06)	\$ (238.81)	\$	(210.98)
Indirect Cost per Visit*	\$ (77.73)	\$ (80.43)	\$	(79.73)
Net Income per Visit	\$ (104.99)	\$ (108.82)	\$	(105.24)

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



Sonrisas Dental Health Operations Feb 23 VS. Feb 22			
	Apr-23	April 22	Variance B(W)
Visits	1258	1195	63
San Mateo Revenue	171,861	195,767	(23,906)
Coastside Revenue	21,187	51,814	(30,627)
Total Net Revenue	218,048	247,581	(29,533)
Direct Program Cost	264,455	242,108	(22,347)
Indirect Program Cost	133,339	139,341	6,002
Total Cost	397,794	381,450	(16,344)
TOTAL	(179,746)	(133,869)	(45,877)
Dividend/Other Income	(536)	128	(664)
Donations Received	97,243	74,750	22,493
Grant from PHCD	75,000	75,000	0
Grants and Donations	171,707	149,878	21,829
NET INCOME	(33,039)	16,010	(24,049)

Development Report



DATE: May 24, 2023
TO: SDH Board of Directors
FROM: Maura LeBaron-Hsieh, MPH, Director of Development
RE: **Development Update**

In late April and early May 2023, the Development Team has been hard at work finalizing our FY24 budget, hiring for incoming Development Team staffing, preparing several major grant proposals, participating in 2023 Coastsides Gives, hosting Sonrisas' Spring 2023 Peninsula donor networking event, and continuing to plan for Cooking for a Cause 2023.

As of April 30, 2023, we have raised \$1,789,584 (86%) of our \$2,089,990 FY22-23 fundraising goal (includes \$900K PHCD support). Please see the attached Fundraising Report for visual overview.

A Special Note of Gratitude:

As my tenure as Director of Development rapidly winds down, I would like to express my gratitude for these past 3.5 years, watching and contributing to incredible change, growth, and progress at Sonrisas. When I joined Sonrisas in late 2019, we raised about \$450,000/year from grants and donations beyond support from PHCD. This year, we will raise roughly \$1,200,000 in grants and donations beyond the support we receive from PHCD. Our service to the community (clinic visits and screenings) has increased dramatically, we have an ambitious strategic plan, and our vision is one that places us in a pivotal role among health organizations in San Mateo County. I am so proud to be a part of this work, having helped to make it possible, and to be part of a team that truly puts our hearts into everything we do. I am so excited to see what comes next for fundraising at Sonrisas! Thank you for the opportunity, for your collaboration along the way, and for putting YOUR hearts into the work of this incredible organization! I look forward to the next chapter of our work together. -Maura

1. Individual Donations

- As of April 30, 2023, we have received \$218,382 (99% of FY22-23 goal) in individual donations and sponsorships.
- Additional individual giving revenue this spring during Coastsides Gives and otherwise will be reported in the June Board report reflecting activities in May.
- Sonrisas participated in Coastsides Gives on May 4th, raising \$14,591 toward school screenings, with a boost in fundraising from a generous matching donation. These funds will reflect in our June Board report.

2. Grant Seeking

- Sonrisas has been awarded \$670,706 in grants as of April 30, 2023, or 69% of our annual target.
- We are currently in consideration for \$637,846 in grant funding, with several decisions expected by June 30th, and will submit an additional long-shot proposal for \$1,000,000 in June.
- On May 25th, the PHCD Board wholeheartedly approved 3 years' funding at \$800K/yr to help provide services to District residents during FY24-26, affirming our partnership in service to the community.
- Sonrisas recently hosted site visits from the Sobrato Family Foundation and The California Wellness Foundation in conjunction with our funding proposals currently under consideration. Both teams expressed that they were very impressed by how well Sonrisas has weathered the pandemic and by the energy and knowledge we bring to our work. They were enthusiastic about the active leadership of staff in our strategic planning process. As anticipated, deep questioning and discussion took place around staff and board diversity and how Sonrisas is maturing to increasingly involve the voices of communities we serve in guiding our work.

3. Events

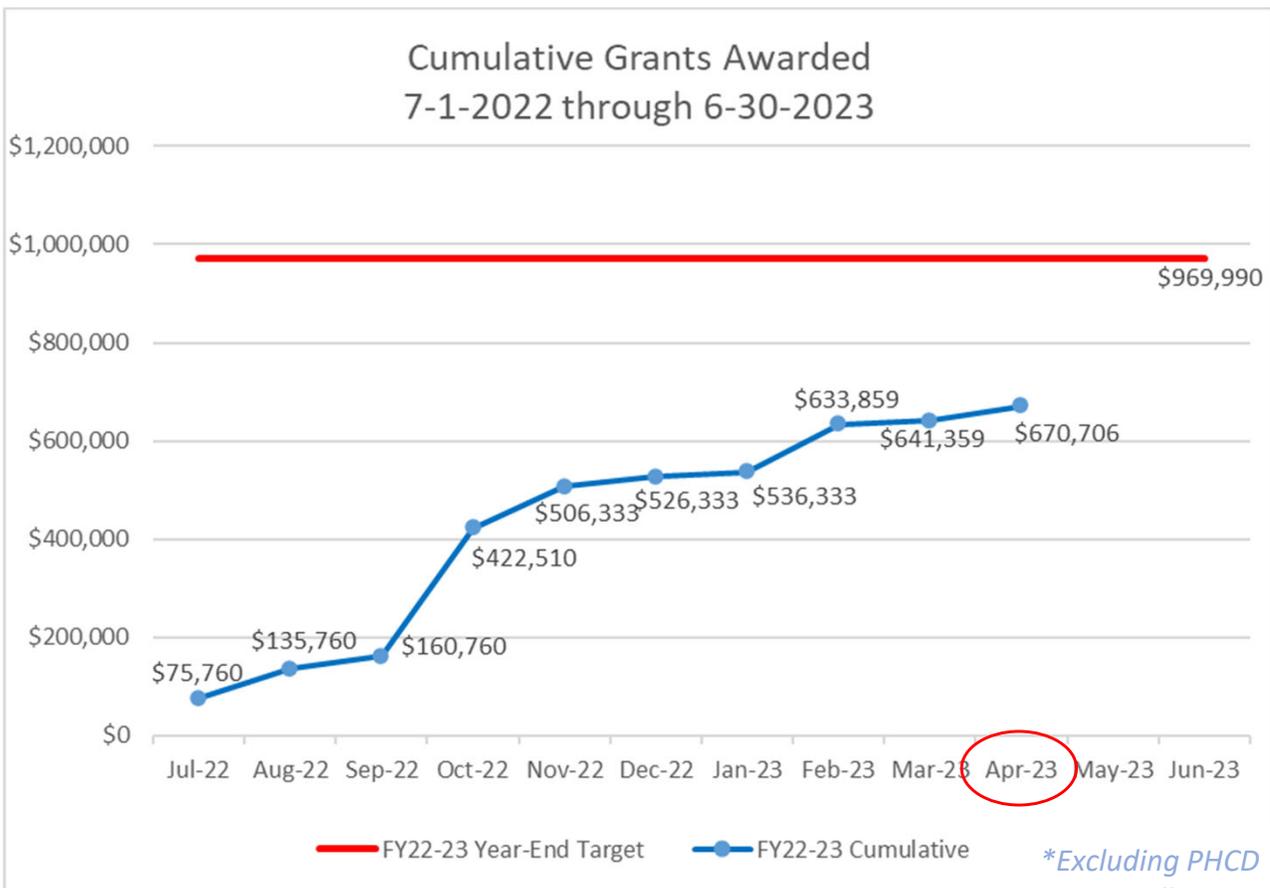
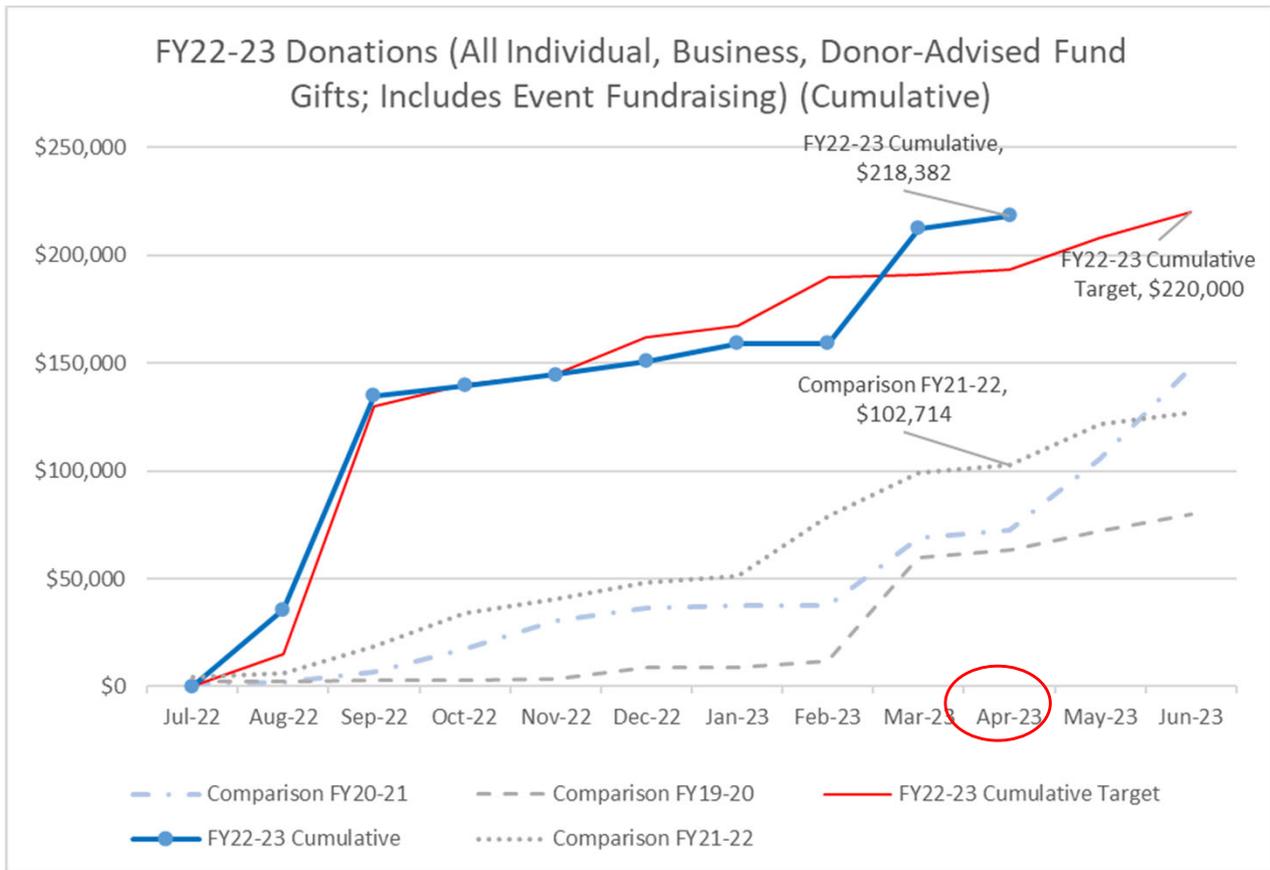
- Donor Cultivation Event: Thank you to the Board members who attended our May 9th Peninsula Donor Cultivation Event at Domenico Winery in San Carlos. 35 guests attended, and there was ample time for mingling as well as a brief program about Sonrisas' work in the community. Following the event, Sonrisas will cultivate these new connections in several ways, including offering clinic tours, extending invites to Cooking for a Cause, offering meetings with Board members, etc.



- Visions of Valencia/Cooking for a Cause: We are gearing up for 2023 Visions of Valencia and we will be reaching out to each Board member to discuss your interest in table sponsorship for this year's event. Please stay tuned – and in the meantime, please save the date: September 16, 2023.

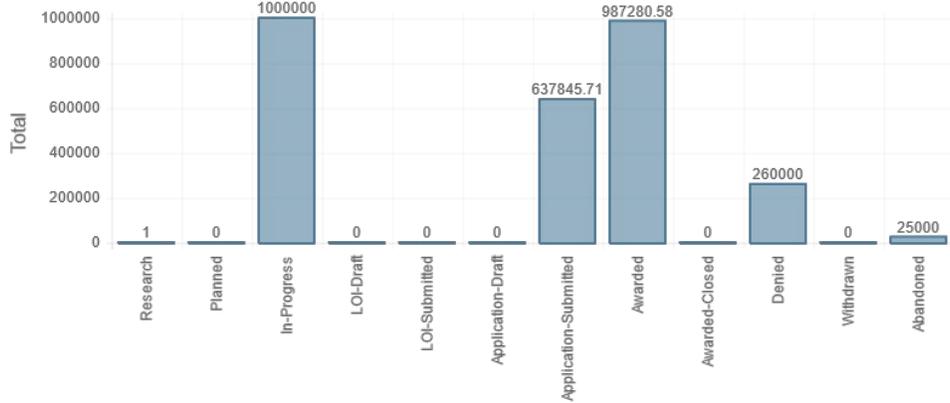


SDH Fundraising Report FY22-23 Through April 30, 2023



Opportunities By Status

3/1/2022 - 6/30/2023



Funder	Funding Opportunity	Funding Category	Deadline	Amount Projected	Amount Awarded	Status
Atkinson Foundation	2022 Senior Programs Grant	Access to Care, Seniors, Outreach	2/1/2022	\$7,500	\$7,500	Awarded
Delta Dental Community Care Foundation	FY22-23 Senior ATC Grant	Access to Care, Seniors, Outreach	3/25/2022	\$100,000	\$100,000	Awarded
The Comcast Nbcuniversal Foundation	2022 Project Innovation	School Screenings	3/25/2022	\$0	\$0	Denied
Kaiser Permanente Community Health	FY21-23 Kaiser Safety Net Grant	Access to Care	3/25/2022	\$25,000	\$25,000	Awarded
Sequoia Healthcare District	FY21-22 Sequoia Healthcare District ATC Q3 Invoice	General Operations	4/4/2022	\$60,000	\$60,000	Awarded
City of Burlingame	2022 Community Funding Information	Access to Care	4/15/2022	\$1,760	\$1,760	Awarded
Mills Peninsula Hospital (Sutter Health)	2022 RFP Mills Sutter Health	Access to Care, School Screenings	4/29/2022	\$20,000	\$20,000	Awarded
First 5 San Mateo County	2022 First Five Oral Health Extension	School Screenings, Access to Care Children	4/30/2022	\$54,075	\$54,075	Awarded
AstraZeneca Corporate Contributions Program	2022 RFP AstraZeneca	School Screenings, Access to Care Children	5/13/2022	\$0	\$0	Denied
City of Half Moon Bay	FY22-23 CSFA Grant	Access to Care	5/15/2022	\$14,000	\$14,000	Awarded
Chan Zuckerberg Initiative Foundation	2022-2024 CZI Community Fund	General Operations	6/30/2022	\$100,000	\$100,000	Awarded
Sequoia Healthcare District	FY21-22 Sequoia Healthcare District ATC Q4 Invoice and Final Report	General Operations	7/5/2022	\$60,000	\$60,000	Awarded
Workforce Matters	https://www.granthonline.com/2022 Workforce Equity Fund Grant		7/31/2022	\$0	\$0	Denied
Woodlawn Foundation	2022 Woodlawn Foundation Grant	Access to Care, Seniors	8/4/2022	\$25,000	\$25,000	Awarded
AmFund (American Fundraising Foundation, Inc.)	2022 Golden Pear		8/10/2022	\$0	\$0	Denied
Lucile Salter Packard Childrens Hospital at Stanford	2022-23 RFP LPCH	School Screenings, Access to Care Children, Outreach	9/15/2022	\$75,000	\$75,000	Awarded
The San Bruno Community Foundation	2023 San Bruno Community Foundation	School Screenings, Access to Care Children	9/22/2022	\$10,000	\$10,000	Awarded
Stanford Health Care	2022-23 Stanford RFP	Access to Care	9/23/2022	\$68,000	\$68,000	Awarded
Silicon Valley Community Foundation	SVCF Leadership Investment Application	Capacity Building	9/30/2022	\$18,750	\$18,750	Awarded
American Academy of Pediatric Dentistry	2022 AAPD	School Screenings, Access to Care Children	10/1/2022	\$0	\$0	Denied
Sequoia Healthcare District	FY22-23 Sequoia Healthcare District ATC Q1 Invoice	Access to Care, School Screenings, Seniors, Outreach	10/1/2022	\$83,823	\$83,823	Awarded
Dignity Health-Sequoia Hospital	2023 Dignity Health Grant	School Screenings, Access to Care Children	10/7/2022	\$20,000	\$20,000	Awarded
Sequoia Healthcare District	FY22-23 Sequoia Healthcare District Q2 Invoice	Access to Care, School Screenings, Seniors, General Operations, Outreach	1/3/2023	\$97,526	\$97,526	Awarded
Atkinson Foundation	2023 Senior Program Atkinson Foundation	Access to Care, Seniors	2/1/2023	\$7,500	\$7,500	Awarded
Kaiser Permanente Community Health	2023 Kaiser RFP	Access to Care	2/24/2023	\$25,000		Application-Submitted
Bothin Foundation	2023 Capacity Grant- Water Free System?		3/3/2023	\$0	\$0	Withdrawn
Delta Dental Community Care Foundation	2023-24 Delta Dental	Access to Care, Seniors, Outreach	3/23/2023	\$125,000		Application-Submitted
Sequoia Healthcare District	FY22-23 Sequoia Healthcare District Q3 Invoice	Access to Care, School Screenings, Seniors, General Operations, Outreach	4/7/2023	\$87,846		Application-Submitted
City of Burlingame	2023 Community Funding Grant Burlingame	Access to Care	4/14/2023	\$5,000		Application-Submitted
Sobrato Family Foundation	2023 RFP Renewal	General Operations	4/28/2023	\$125,000		Application-Submitted
THE CALIFORNIA WELLNESS FOUNDATION	2023-2025 Request for Proposal	General Operations	4/28/2023	\$250,000		Application-Submitted
California Dental Association Foundation	2023 Henry Schein Cares	School Screenings, Seniors, Outreach	4/30/2023	\$4,347	\$4,347	Awarded
Mills Peninsula Hospital (Sutter Health)	2023 Grant Mills Peninsula Foundation	School Screenings, Access to Care Children	5/2/2023	\$25,000	\$25,000	Awarded
First 5 San Mateo County	FY24 First Five Oral Health Extension	School Screenings, Access to Care Children	5/10/2023	\$55,000	\$55,000	Awarded
City of Half Moon Bay	2023 Community Grant HMB	Access to Care, Coastside	5/12/2023	\$20,000		Application-Submitted
COASTSIDE WOMENS CLUB	FY20 Coastside GO Grant	General Operations	5/15/2023	\$1		Research
Yield Giving	2023 Yield Giving Open Call	General Operations	6/12/2023	\$1,000,000		In-Progress
First 5 San Mateo County	FY25 First Five Oral Health Extension	School Screenings, Access to Care Children	5/10/2024	\$55,000	\$55,000	Awarded
Totals				\$2,625,128	\$987,281	38

as of 5/24/2023

Outreach Report



DATE: May 26, 2023
TO: SDH Board of Directors
FROM: Bonnie Jue, DDS
RE: **Community Engagement Director Report – May 2023**

November may be the official month of gratitude, but Sonrisas has much to be grateful for right now. As a result of Peninsula Health Care District’s recent approval of a 3-year grant renewal, funding will be available for continued clinical care of our patients, as well as the expansion of Sonrisas’ Community Outreach Programs. This is in addition to a similar grant that was awarded by Sequoia Healthcare District to serve residents in their communities. Support from both healthcare districts will allow our Outreach team to build more relationships in the community to expand our dental screening program to more school districts and facilities that serve older adults, as well as develop new innovative programs.

It was just a couple of years ago that Sonrisas’ Senior Screening and Care Navigation Program was a pilot project. To date, we have provided mobile dental services to over 200 older adults in the community with free dental screenings, x-rays, periodontal assessments and cleanings, and care coordination. But our impact reaches beyond just fixing teeth – Sonrisas helps the entire person through vital care coordination and referrals. One such example is Maria (not her real name), a participant that we screened recently. She had moved to San Mateo County from San Diego, assuming that she would receive Medi-Cal benefits since she was still in the state. However, Sonrisas’ Community Care Coordinator was able to look up her Medicaid status online and alerted her that she would need to re-apply in San Mateo County to continue receiving services. Maria was so appreciative of this help because “nobody had told her about this before,” and she has several medical conditions that need attention, including Parkinson’s Disease.

Other programs that we are continuing to innovate are our Workforce and Career Development Projects. These projects have involved Dr. Bonnie Jue and the Outreach team introducing high school students and young adults in the community to various career options in the dental field through experiential learning opportunities. While the curriculum for these programs takes a lot of effort to create and develop, it is more than worthwhile when they lead us to meeting a wonderful community member like Michael.

Michael, a Half Moon Bay resident, was a participant in Sonrisas’ Intro to Dental Assisting Course, a collaboration with La Costa Adult School last year. Through this free 4-month career tech educational program which took place in the evenings both remotely and in-person, he learned the basics of dental assisting in a setting that accommodated his training schedule as an active member of the Army Reserve. After the course, he decided to pursue a career as a dental assistant with aspirations to become a dental hygienist in the future. Michael was hired as a dental assistant at Sonrisas less than a year ago and has since gained valuable experience and job skills and has already earned his dental x-ray license. He was a panelist in Sonrisas’ dental career panel discussion given to students at Sequoia High School’s Health Career Academy this month. He has said that he is very grateful for the opportunities that Sonrisas has provided him and is “loving life!”

With continued support from our valued community partners, Sonrisas is able to make a difference in the lives and well-being of people, like Maria and Michael.