



**Board Meeting  
May 19, 2022  
6:30 PM**

**Teleconference Via Zoom**

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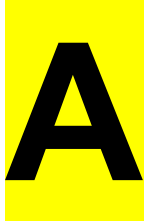
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**AGENDA**

**TABS**

1. 6:30-6:35 CALL TO ORDER AND ROLL CALL – Chair Taverner
2. 6:35-6:40 MISSION MOMENT – Steve Stielstra
3. 6:40-6:45 PUBLIC COMMENTS
4. 6:45-6:50 APPROVAL OF APRIL BOARD MINUTES and STRATEGIC PLANNING RETREAT MINUTES – Chair Taverner **A**
5. 6:50-7:20 NEW BUSINESS
  - A. Strategic Retreat Outcomes – Chair Taverner
  - B. Puente and Sequoia Healthcare District Clinic Discussions – CEO Fecher
  - C. Cooking for a Cause September 2022 Update – Development Committee
  - D. Board Resolution to Continue Virtual Meetings ACTION Requested – Chair Taverner
6. 7:20-7:45 OLD BUSINESS
  - A. FY23 Budget Parameters – CEO Fecher
    - a. Cash Reserve Recommendation **B**
    - b. Projects for Operational Efficiencies
    - c. Clinical Annual Plan
  - B. FQHC Contract Update – Nothing to Report
7. 7:45-7:55 REPORTS
  - A. CEO Report – CEO Fecher
  - B. CFO Report – CFO Fama
    - a. March 2022 Profit and Loss, Balance Sheet, and Dashboards **C**
  - C. Fundraising Report – Maura LeBaron-Hsieh **D**
  - D. Outreach Report – Dr. Bonnie Jue **E**
  - E. Board Nomination Committee – Director Young
8. 7:55-8:00 SUGGESTED AGENDA ITEMS FOR NEXT MEETING – Chair Taverner
9. ADJOURN





**Board Meeting  
April 21, 2022  
6:30 PM**

**MINUTES**

1. **CALL TO ORDER AND ROLL CALL – Chair Taverner** called the meeting to order at **6:35 pm**
  - Present: Chair Nigel Taverner, Vice Chair Helen Galligan, Board Members: Dennis Kneepfel, Rick Navarro, Steve Stielstra, Sheryl Young.
  - Also Present: CEO Tracey Fecher, CFO Cheryl Fama, Executive Assistant Elijah Barnard, Administrative Assistant Veronica Le.
  - Absent: Secretary Clyde Hinshelwood, Larry Cappel, Larissa Cutler.
2. **MISSION MOMENT – CEO Fecher** shared a story from CCC Irma Ochoa.  
 Four-year-old that was screened at Roosevelt school in early April had seven teeth with significant decay, no dental home and was recommended for general anesthesia, hospital dentistry due to behavior. When the mother first had medical insurance, she had no dental insurance and would have had to pay \$3,000 out of pocket for the hospital dentistry. Irma was able to help the mother navigate pediatric Medi-Cal Dental and found out that her child was in the system (she also checked to see if she was if the child was in the Health Plan of San Mateo) and was active. So now, after she gets in to have a first appointment with one of our pediatric doctors, she will be scheduled for hospital dentistry. Irma is continuing to work with patients like this. This kind of overlap between the clinical and the hospital program and the school screening program is proving to be incredibly effective. “Irma is a rockstar!”
3. **PUBLIC COMMENTS** – No public in attendance.
4. **APPROVAL OF MARCH BOARD MINUTES** –
  - A. **Vice Chair Galligan** moved to approve the minutes for March 17<sup>th</sup>, 2022. The motion was seconded by **Director Young** and approved by roll call. Ayes: **Nigel Taverner, Helen Galligan, Dennis Kneepfel, Rick Navarro, Steve Stielstra, Sheryl Young.**
5. **NEW BUSINESS**
  - A. Strategic Plan Focus Areas – Chair Taverner
    - Timeline is on track
    - Need feedback to refine plan
    - Topics at upcoming strategic planning retreat:
      - Three focus areas
        - Consistent with overall mission and vision
        - Addressing strategic priorities
        - Emphasizing our values
      - Develop a vision for each focus area
        - Identifying current strengths and weaknesses
      - For each focus area vision, suggested specific one-year and three-year goals
        - Deliver visions for each focus area
        - Measurable outcomes
        - 5-6 options
    - **Director Young** asked if the Board was expected to sign off on the results at the retreat. **Chair Taverner** replied it involved initial sign off of progress and direction to date and



then development of the goals to be achieved.

- **Director Navarro** wanted to confirm that the event conformed to the Brown Act (yes).
- **CEO Fecher** added that we would talk about champions for each initiative; also, we are looking for staff input and that staff may need encouragement from Board members attending.

B. FY23 Budget Parameters – CEO Fecher

- Proposal to increase salary and bonus pool of 5-7%, in addition to setting aside funds for market rate increases. **Director Galligan** asked how we compare to other local dental clinics; **CEO Tracey** responded that we could look at that; last year our clinicians were equivalent while our Care Coordinators were higher paid. **CFO Fama** suggested comparison with other FQHC's; **Director Kneepel** noted that it's a tough recruiting market: from his perspective the proposed increase is reasonable. **CEO Fecher** added that it was difficult to find appointments, therefore the pressure to increase capacity.
- Added Staff: Additional clinical providers/assistants, Development Associate, Outreach Care Coordinator – the Board sees those parameters as realistic.
- Investment year for Sonrisas:
  - Strategic Plan projects
  - Diversity, Equity, Inclusion and Belonging
  - Operations Efficiencies: Phone Workflow, Outreach Data Collection System, Financial Dashboards
  - Should Sonrisas invest its cash reserves? Is there an appetite for doing this?
    - **Director Stielstra**—What are the major priorities between this and the other parameters like staff salaries? What would help reduce the stress for staff?
    - **Director Young**—This should come out of the retreat next Tuesday. Director Young requested that CEO Fecher come back with a recommendation on how much cash Sonrisas should keep in reserves.
    - **Director Kneepel**—What has been the history of Sonrisas' reserves? Sonrisas received \$1mil. during the pandemic. Whereas in July 2019, Sonrisas had under \$500K in reserve. **CFO Fama**—it would be great to have 365 days of cash on hand. **Director Kneepel** agreed that Sonrisas could use some investment in efficiencies and current practices. A dollar amount should be set for how much should be in the bank. The Board asked CEO Fecher to recommend a desired level of reserves at the May Board meeting.
    - **Vice Chair Galligan**—Asked for opinions from staff on what would make their work more efficient.

C. Board Resolution to Continue Virtual Meetings ACTION Requested – Chair Taverner

- **Chair Taverner** *motioned to authorizing remote teleconference meetings for the period of April 21<sup>st</sup> through May 19, 2022. The motion was seconded by Director Navarro and approved by roll call. Ayes: Nigel Taverner, Helen Galligan, Dennis Kneepel, Rick Navarro, Steve Stielstra, Sheryl Young.*

6. **OLD BUSINESS**—no comments or questions.

7. **REPORTS**

- A. **CEO Report**—**Chair Taverner** asked what sort of increase in visit volume is SMMC looking for both for FQHC and Farmworkers? CEO Fecher shared that:
- FQHC will accommodate whatever amount of increase Sonrisas has capacity for
  - Under budget on FQHC, over on farmworkers since they weren't planned in budget
  - FQHC could possibly expand to Half Moon Bay
  - Farmworkers could be seen on Saturdays at HMB



- SMMC is supposed to be providing care for Farmworkers in HMB every Saturday but has only been able to average one Saturday a month.
  - B. **CFO Report – CFO Fama** invited discussion on the decision to change banks.
    - January 2022 Profit and Loss, Balance Sheet and Dashboards
    - Changing bank: PHCD is changing to Heritage Bank; **CFO Fama** asked if the Board wanted to decide which bank Sonrisas should use: the consensus is no, it's up to the CEO and CFO.
  - C. **Fundraising Report – CEO Fecher** present to the Sequoia Healthcare District. Sonrisas has been invited to return with a specific request for more funding. The team intends on asking for a higher amount to cover uncompensated care for residents in their district and the cost of school screenings.
  - D. **Outreach Report**– No comments or questions.
  - E. **Board Nomination Committee** – No comments or questions.
8. **SUGGESTED AGENDA ITEMS FOR NEXT MEETING**
- **Director Stielstra** asked for an update on the efforts towards the fundraising gala in September.
  - **CFO Fama** asked when a budget would be prepared. Tracey responded that she would have a budget prepared for approval at the June Board Meeting.
9. **ADJOURN** – Meeting was adjourned at **7:47 pm**.



**Strategic Planning Retreat  
04/26/2022**

Present: Chair Nigel Taverner, Board Members: Larry Cappel, Rick Navarro, Sheryl Young, Larissa Cutler, Steve Stielstra

Also Present: Facilitator Eric Ryan, CEO Tracey Fecher, Hiajaira Solorzano, Dr. Torrey Rothstein, Dr. Bonnie Jue, Maura LeBaron-Hsieh, Tina Wang, Dr. Judyth Lee, Dr. Travis Wu, Dr. Riley Bateman, Jim Terry, Justine Howard, Magdalena Mata, Marleen Rodriguez Ortiz, Irma Ochoa, Veronica Le

Absent: Clyde Hinshelwood, Helen Galligan

## 1. Overview of the Day

### Today's Outcomes

- Staff and board have feedback, finalizing plan
- Focus area champions and team members
- Stronger understanding, across the organization, of Sonrisas' strategic priorities

### Foundational Concept

- The CAPE Cycle:
  - Strategic planning is an ongoing process
  - Champion Assess Plan Execute
- Task Force Members
  - Nigel Taverner
  - Steve Stielstra
  - Torrey Rothstein
  - Maura LeBaron-Hsieh
  - Eric Ryan
  - Tracey Fecher

## 2. The Strategic Plan and Planning Process So Far

### Strategic Draft Plan – 3-year plan

- Overall Plan Champions: Nigel and Tracey
- 1-year or less goals to start to achieve overall mission
- **Section 1: Compass (where we start):**
  - Vision Statement: every adult and child in San Mateo County has a dental home, including those with physical, development, or economic challenges
  - Mission Statement: providing access to quality care and oral health education to our community

- Values
- NOTE: Will be opportunities to adjust over time
- Sonrisas' Strategic Priorities:
  - Maintain our Culture
  - Sustainable Growth
  - Patient and community engagement:
- Background: Delivering our mission requires us to strengthen internally:
  - COVID changed dentistry significantly
  - We treat every patient with respect, respecting their time as well as providing quality care.
  - It takes a lot of energy and care for staff to provide this level of quality care. How do we take care of ourselves to maintain passion in caring for patients?
  - Sonrisas' culture is important in maintaining our missions.

### 3. Group Discussion and Feedback on Compass and Focus Areas

- **Focus Area I: Building up Sonrisas' Culture**
  - Add career pipeline in the plan document
    - Some not interested in opportunities for progression
    - Suggest and set goals as part of the review process
  - The challenge is staff retention
    - Emphasize collaboration, give others more to do, to grow
  - Compensation should not be the main incentive.
  - Interpatient relationships, establishing good foundation with patients, good dental skills don't matter if the patient doesn't like the care/treatment they are receiving
    - Learn how to talk to patients – listen to their needs and explain options
  - Understanding patients' priorities and main concerns is a key part of providing high quality care.
  - Help staff see the potential in themselves; revised version of values; be proactive
  - We need people to be willing to help but also take into consideration if it is within their capacity.
  - The challenge is maintaining motivation and showing dental assistants their potential. Setting goals with staff members and from time to time checking in on them and seeing if any assistance is needed can help.
  - Open communication with staff to help meet goals. Willingness to help, hope providers have planned appointments, containing notes; if people don't follow protocol, communication breaks down.
  - Having someone to help walk a patient back to a room or follow hygienic procedures while dental doctors can finish their tasks.
  -
- **Focus Area II: Sustainable Growth**
  - Growth will allow Sonrisas to serve more people and extend our mission.
  - PCHD will continue to help fund Sonrisas but there is a call for at least one more dental clinic in SM county:

- Therefore, need to fund the extra cost
- How about something bigger – a small mall (to help with funding) including a larger clinic?
- CERF – Community Economic Resilience Fund - \$600ml in Federal and State money
- FQHC – can prevent providers doing as much as they'd like
- Coastside Dentistry – kid orientated – has gone out of network so now more children asking for treatment at the Coastside Clinic
- Going out of network is a possibility but depends on alternative providers in the region
- **Within 3 years:**
  - Further refine a diversified growth and revenue strategy:
    - Can we change the patient revenue model to allow for sustainable growth?
    - Opportunities/Ideas:
      - CERF plan: \$600 million grants—directed toward sustainable services
      - What if we renegotiate insurance contracts?
    - Can we increase the insurance billing due to increased cost of PPE/dental equipment/dental supplies?
      - The budget went up due to COVID. There is no certain pathway right now to negotiate for higher rates.
    - Private offices can negotiate private insurance rates through third parties, can we do the same?
- **Focus Area III: Patient and Community Engagement**
  - **Within 3 years:**
    - Patient engagement:
      - Ask patients how they want to give us feedback: How would you like to receive appointment notices?
      - Patient portal
      - From the clinical side: how would it work?
      - Can we have a patient portal and phone system that will streamline things for staff and patients?
      - Take care with selecting people for a Patient Advisory Committee
    - Community partnerships
      - Volunteer dentists wanting to volunteer 3-4 times a year
      - We are piloting senior dentistry outreach programs. There's potential to receive another grant supporting programs like ours. The second phase: how do we reach out to seniors without overwhelming the clinic?

#### 4. Break out groups: Review and Clarification of Goals

- Sonrisas' Culture: facilitated by Tracey
- Sustainable Growth: Facilitated by Maura
- Patient and Community Engagement: facilitated by Eric

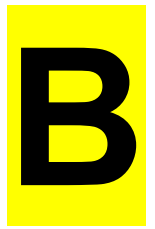


- Not trying to create goals for 2-3 years out, goals practical to be accomplished within 12 months

*Broke out into breakout groups—1-4 pm*

## 5. Focus Area Champions and Team Members

- Building teamwork, making it more enjoyable in accomplishing goals
- Co-Champions & team members:
  - Sonrisas' culture
    - Veronica and Justine
      - Dr. Lee
      - Dr. Riley
      - Jim
  - Sustainable growth
    - Maura and Hida
      - Tina
      - Dr. Wu
  - Patient and Community Engagement
    - Dr. Bonnie and Marleen
      - Irma





**DATE:** May 11, 2022

**TO:** SDH Board of Directors

**FROM:** Tracey Fecher, CEO

**RE: Cash Reserves Recommendation**

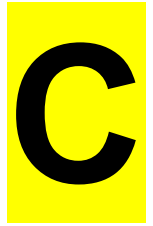
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In the April board meeting, the board requested a recommendation for guidelines to determine an appropriate cash reserve for the organization. A three-to-six-month cash reserve would give Sonrisas the needed buffer if there no revenues coming into the organization. The lessons learned during the March 2020 shutdown at the beginning of the pandemic have guided the scenarios and recommendations.

Without patient revenue, the scenario of furloughing clinical staff except two dentists, a hygienist and dental assistant would allow for the emergency treatment of patients of record. The administrative staff would be retained to ensure basic operations are maintained. With these assumptions, the proposed staff and basic expenses, the currently monthly cash flow required is \$133K. A 6-month reserve needed for this scenario is approximately \$800K.

If the scenario of retaining all staff were the right choice, the staffing and basic expenses would be \$920k for three months of operations.

With current staffing and basic expenses, the recommendation is that Sonrisas maintain a cash reserve of \$1,000,000. This allows time to respond the revenue disruption and the opportunity for the organization to chart a path to recovery.





**DATE:** May 11, 2022

**TO:** SDH Board of Directors

**FROM:** Tracey Fecher, CEO

**RE: CEO Report**

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1. Clinic Operations:

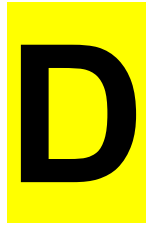
- March clinic visits were under budget by 285 visits. There were 100 rescheduled visits to give each provider respite with a day off due to the stress of the pandemic that the board generously provided in March. The vacancy rate was 3% higher at each clinic for the month as well. This is due to no shows as well as patients who are unable to keep their visits due to Covid symptoms. Total visit volume YTD is down by 200 visits. The team is on track to deliver 14,000 visits this fiscal year.
- The clinic staff, both the front and back office, have been concerned about a lack of available appointments for recalls and treatment for our current patients at the San Mateo Clinic. While Sonrisas' vision is that every adult and child in San Mateo County have a dental home, delivering quality care is a key part of our mission. While there are many people in need of dental care in San Mateo County, the team needs to focus on the patients of record who need care. The Leadership team has decided to pause taking all new patients in the San Mateo Clinic until July 1<sup>st</sup> when we will reevaluate. This is true for all ages and all payer types with the following exceptions: children from screenings in need of urgent care, senior patients a part of Delta Dental grant and FQHC patients.

2. Organizational Structure and Job Responsibilities:

- The outsourcing of insurance billing is progressing well. The Dental Claims Specialist (DCS) team is knowledgeable and willing to adjust their workflow to meet our large team's needs. DCS is efficient, knowledgeable and are flexible with the Health Plan of San Mateo's (HPSM) billing process that is still settling in since the Dental Integration Pilot began in January. Sonrisas' personnel changes at the end of March have put us a few weeks behind in billing and the team expects to catch up in June.
- After seeing the Tobacco Tax Explanation of Benefit statements from HPSM, DCS will be posting the Tobacco Tax payments on patient accounts. This will allow us to ensure that all claims are being paid fully as well to not have a Tobacco Tax line in uncompensated care. Tobacco Tax revenue will be included in the Public Dental Insurance P&L account, providing a cleaner and more accurate way to account for Medi-Cal funded patient revenue.
- The team is still determining the best process for patient billing within the new organizational structure. Patient bills did not go out in April and the goal is to send them in May.

3. Staffing Updates:

- An experienced Practice Manager, who speaks Spanish, has been hired for the San Mateo Office and starts on June 6<sup>th</sup>. She was able to attend the Strategic Planning Retreat on April 26<sup>th</sup>, where much of the team met her for the first time.
4. FQHC and Farmworkers Contract:
    - The staff at Puente approached Sonrisas with an interest in a permanent clinic in Pescadero. Together, Puente and Sonrisas asked the San Mateo Medical Center (SMMC) if it would be possible for Sonrisas continuing to provide care to farmworker patients beyond December 2022 as well as for SMMC patients who live in Pescadero under the FQHC contract. SMMC expressed interest in expansion of services in Pescadero. The next steps are for the Puente and Sonrisas team to develop a case study and business plan for a permanent clinic.
  5. HPSM Dental Integration Pilot:
    - HPSM has a new dental director on their team. Dr. Okuji has talked with the Sonrisas team about exploring school screening funding and has an interest in expanding access to orthodontia in San Mateo County for HPSM members who qualify.
  6. Financial Updates:
    - On April 14<sup>th</sup>, Sonrisas' current cash position was \$1,871,000





**DATE:** May 11, 2022

**TO:** SDH Board of Directors

**FROM:** Cheryl A. Fama, CFO  
Tina Wang, Senior Accountant

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

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**MARCH PERFORMANCE:**

- A. Revenue:** Net Patient Revenue was on budget at **\$270,027**.
- Total visits were 1,082 visits, 283 below budget.
  - Total gross revenue was \$497,694 - **(\$85K)** below budget due to fewer visits.
  - Total uncompensated care deductions of **(\$227,667)**, 46% of gross revenue, were actually \$83K better than budget because of fewer visits and a true-up entry of \$71K for the total Tobacco Tax to be received for Q1 HPSM claims.
- B. Total Expense:** **(\$379,988)** – \$11,966 better than budget
- Total Direct Expense- \$19,512 better than the budget
  - Total Indirect Expense- \$7,547 over budget due to PTO pay-off for employees who resigned and savings in fundraising expenses.
- C. Donations/Grants & Other Income:** **\$162,626** - \$31K less than budget
- Grants were over budget by \$33K; however, this was offset by the discontinuation of the budgeted \$35K Incentive Pay effective 1/1/22.
  - Grants and Donations included \$14,472 First-5 grant, \$1,079 in individual donations, and \$75,000 in PHCD support.
  - Interest Income was \$181.

**NET INCOME WAS \$52,665, \$20,219 LESS THAN BUDGET FOR THE MONTH AND STILL \$287.6K BETTER THAN BUDGET YTD.**





#### **YTD PERFORMANCE:**

- Total Visit volume behind budget by <2%. San Mateo Center is behind by 572 visits due to a budgeting glitch; Coastside is ahead in visits by 382.
- Lower patient volume reduced Uncompensated Care.
- Direct and Indirect expenses are under budget
- Grants and Donations are ahead of budget.
- **Net income, after deducting the \$140K and \$23K described in the box below, is still a positive \$56K as compared to a YTD budget of <\$17,346>**

**YTD PERFORMANCE TO BUDGET:** YTD net income is **\$288,761** better than budget. The estimated Cash-flow is **\$306K** better than budget. PHCD grant received to date is \$675,000.

	YTD Actual	YTD Budget	Performance
<i>Visits</i>	<i>10,139</i>	<i>10,330</i>	<i>(191)</i>
Gross Patient Revenue	\$4,256,374	\$4,420,074	<i>(-4%)</i>
Uncompensated Care (Deductions)	<i>\$(2,390,466)</i>	<i>\$(2,458,103)</i>	3%
Grants/Donations/Other Income	\$1,765,420	\$1,491,123	18%
Direct Cost	<i>\$(2,186,857)</i>	<i>\$(2,308,150)</i>	5%
Indirect Cost	<i>\$(1,173,054)</i>	<i>\$(1,162,291)</i>	1%
<b>Net Income</b>	<b>\$271,415</b>	<b>\$(17,346)</b>	166%
<i>Non-cash items adj.</i>			
Depreciation	\$218,362	\$228,568	4%
Capital Expenditure	<i>(\$330,593)</i>	<i>\$(359,534)</i>	8%
<b>Estimated Cash Flow</b>	<b>\$159,184</b>	<b>\$(148,312)</b>	206%

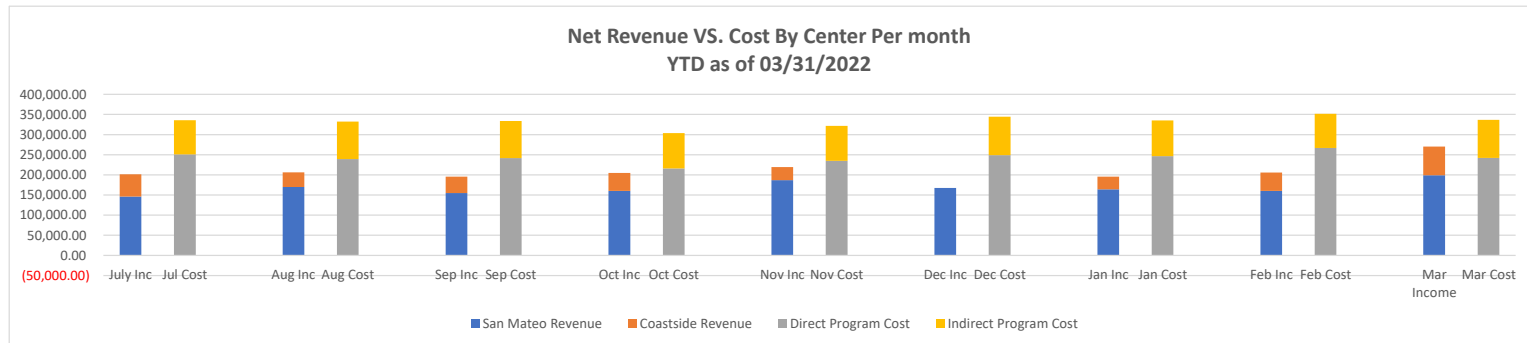
**YTD net income of \$271K** includes \$140k which is restricted to San Mateo Build Out capital expenditures and \$23K in-kind donations which will be capitalized monthly.

#### **OTHER IMPACTS ON YTD PERFORMANCE**

- The 2nd Payroll Protection Loan has received full forgiveness. This is reflected on the Balance Sheet under Long Term Liabilities.
- \$131K was received from the IRS for payment of Employee Retention Credits
- The Balance Sheet shows total Liabilities and Net Assets of \$3,071,104

## Sonrisas Dental Health Operations

	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Jan 22	Feb 22	Mar 22	YTD	YTD Budget	B(W)
San Mateo Revenue	146,167	169,861	154,995	160,237	187,118	167,317	164,297	160,126	198,860	1,508,977	1,694,891	(185,914)
Coastside Revenue	55,195	36,338	40,578	44,708	32,102	(35)	31,119	45,757	71,168	356,930	267,080	89,850
<b>Total Net Revenue</b>	<b>201,362</b>	<b>206,199</b>	<b>195,573</b>	<b>204,945</b>	<b>219,220</b>	<b>167,282</b>	<b>195,416</b>	<b>205,883</b>	<b>270,027</b>	<b>1,865,907</b>	<b>1,961,971</b>	<b>(96,064)</b>
<b>Direct Program Cost</b>	<b>250,922</b>	<b>239,041</b>	<b>241,643</b>	<b>215,921</b>	<b>235,007</b>	<b>248,764</b>	<b>246,388</b>	<b>267,002</b>	<b>242,170</b>	<b>2,186,857</b>	<b>2,308,150</b>	<b>121,292</b>
<b>Indirect Program Cost</b>	<b>121,699</b>	<b>126,951</b>	<b>137,369</b>	<b>124,709</b>	<b>125,381</b>	<b>144,315</b>	<b>129,724</b>	<b>125,089</b>	<b>137,818</b>	<b>1,173,055</b>	<b>1,162,291</b>	<b>(10,764)</b>
<b>Total Cost</b>	<b>372,621</b>	<b>365,992</b>	<b>379,012</b>	<b>340,630</b>	<b>360,388</b>	<b>393,079</b>	<b>376,112</b>	<b>392,091</b>	<b>379,988</b>	<b>3,359,912</b>	<b>3,470,441</b>	<b>110,529</b>
<b>TOTAL</b>	<b>(171,259)</b>	<b>(159,793)</b>	<b>(183,439)</b>	<b>(135,685)</b>	<b>(141,168)</b>	<b>(225,797)</b>	<b>(180,696)</b>	<b>(186,208)</b>	<b>(109,960)</b>	<b>(1,494,005)</b>	<b>(1,508,469)</b>	<b>14,464</b>
<b>Dividend/Other Income</b>	<b>67,000</b>	<b>70,003</b>	<b>67,292</b>	<b>344</b>	<b>154</b>	<b>181</b>	<b>171</b>	<b>188</b>	<b>181</b>	<b>205,514</b>	<b>201,126</b>	<b>4,388</b>
<b>Donations Received</b>	<b>223,149</b>	<b>86,942</b>	<b>50,901</b>	<b>52,967</b>	<b>95,133</b>	<b>124,383</b>	<b>64,830</b>	<b>99,157</b>	<b>87,444</b>	<b>884,907</b>	<b>614,997</b>	<b>269,910</b>
<b>Grant from PHCD</b>	<b>75,000</b>	<b>75,000</b>	<b>75,000</b>	<b>75,000</b>	<b>75,000</b>	<b>75,000</b>	<b>75,000</b>	<b>75,000</b>	<b>75,000</b>	<b>675,000</b>	<b>675,000</b>	<b>0</b>
<b>OTHER INCOME</b>	<b>365,149</b>	<b>231,945</b>	<b>193,193</b>	<b>128,311</b>	<b>170,287</b>	<b>199,564</b>	<b>140,001</b>	<b>174,345</b>	<b>162,625</b>	<b>1,765,421</b>	<b>1,491,123</b>	<b>274,298</b>
<b>NET INCOME</b>	<b>193,890</b>	<b>72,152</b>	<b>9,754</b>	<b>(7,374)</b>	<b>29,119</b>	<b>(26,233)</b>	<b>(40,695)</b>	<b>(11,862)</b>	<b>52,665</b>	<b>271,416</b>	<b>(17,346)</b>	<b>288,762</b>



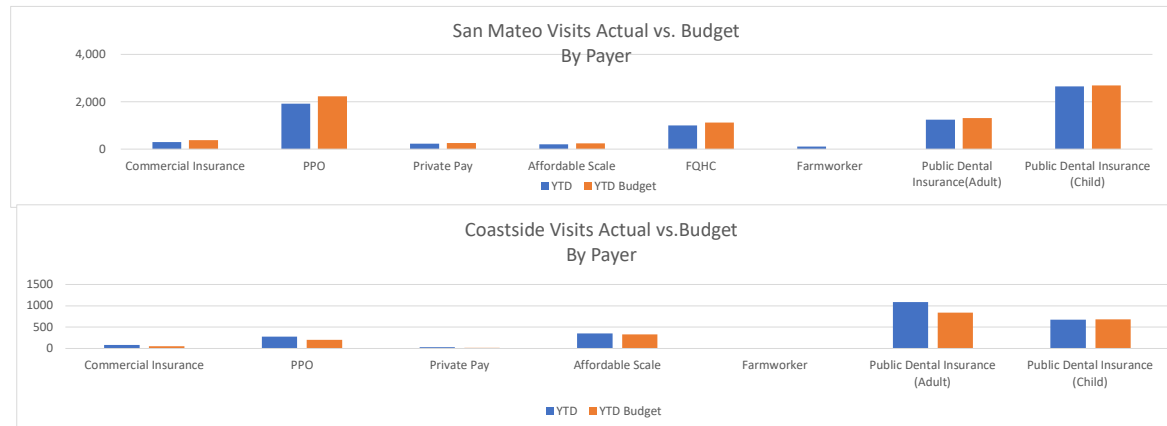
	Jul 21	Aug 21	21-Sep	21-Oct	21-Nov	21-Dec	22-Jan	22-Feb	22-Mar	YTD	Budget	Variance
San Mateo Visits	839	855	836	845	841	1,016	804	848	766	7,650	8,223	(573)
Coastside Visits	340	322	339	302	255		304	311	316	2,489	2,107	382
<b>Total Visits</b>	<b>1179</b>	<b>1177</b>	<b>1175</b>	<b>1,147</b>	<b>1,096</b>	<b>1,016</b>	<b>1,108</b>	<b>1,159</b>	<b>1,082</b>	<b>10,139</b>	<b>10,330</b>	<b>(191)</b>

## Visits by Payer -San Mateo

	Mar 22	March Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	36	49	(13)	301	378	(77)
PPO	186	289	(103)	1,919	2,224	(305)
Private Pay	33	34	(1)	232	265	(33)
Affordable Scale	21	31	(10)	200	239	(39)
FQHC	107	146	(39)	997	1,123	(126)
Farmworker	14		14	105		105
Public Dental Insurance(Adult)	117	170	(53)	1,250	1,308	(58)
Public Dental Insurance (Child)	252	349	(97)	2,647	2,686	(39)
<b>Total Visits</b>	<b>766</b>	<b>1,068</b>	<b>(302)</b>	<b>7,651</b>	<b>8,223</b>	<b>(572)</b>

## Visits by Payer -Coastside

	Mar 22	March Budget	Variance	YTD	YTD Budget	Variance
Commercial Insurance	12	7	5	85	50	35
PPO	23	29	(6)	275	205	70
Private Pay	6	2	4	25	13	12
Affordable Scale	41	46	(5)	346	326	20
Farmworker						
Public Dental Insurance (Adult)	127	118	9	1084	837	247
Public Dental Insurance (Child)	107	95	12	674	676	(2)
<b>Total Visits</b>	<b>316</b>	<b>297</b>	<b>19</b>	<b>2489</b>	<b>2107</b>	<b>382</b>



Avg. Income (Loss) per Visit		
YTD		
Net Revenue per Visit	\$	184.38
Direct Cost per Visit	\$	(216.18)
*Indirect Cost	\$	(79.94)
Net Income per Visit	\$	(111.75)

True Income (Loss) per Visit by Payer		
Payer	Avg. YTD	
Farmworker	\$	207.52
Commercial Insurance	\$	48.22
PPO	\$	(16.96)
Public Dental Insurance	\$	(209.63)
Private Pay	\$	188.13
FQHC	\$	3.43
Affordable Scale	\$	62.72

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

Sonrisas Dental Health Operations FY22 VS. FY21						
	Mar 22	Mar 21	Variance B(W)	YTD 22	YTD 21	Variance B(W)
<b>Visits</b>	<b>1,082</b>	<b>1,082</b>	<b>0</b>	<b>10,139</b>	<b>7,655</b>	<b>2,484</b>
<b>San Mateo Revenue</b>	\$198,860	\$137,275	\$61,585	\$1,508,977	\$1,031,852	\$477,126
<b>Coastside Revenue</b>	\$71,168	\$44,679	\$26,488	\$356,930	\$333,086	\$23,844
<b>Total Net Revenue</b>	\$270,027	\$181,954	\$88,073	\$1,865,907	\$1,364,932	\$500,975
<b>Direct Program Cost</b>	\$242,170	\$214,204	(\$27,966)	\$2,186,857	\$1,761,309	(\$425,548)
<b>Indirect Program Cost</b>	\$137,818	\$101,871	(\$35,947)	\$1,173,055	\$862,446	(\$310,609)
<b>Total Cost</b>	\$379,988	\$316,075	(\$63,913)	\$3,359,912	\$2,623,755	(\$736,157)
<b>TOTAL</b>	<b>(\$109,960)</b>	<b>(\$134,121)</b>	<b>\$24,160</b>	<b>(\$1,494,005)</b>	<b>(\$1,258,823)</b>	<b>(\$235,182)</b>
<b>Dividend/Other Income</b>	\$181	\$0	\$181	\$205,514	\$395,868	(\$190,354)
<b>Donations Received</b>	\$87,444	\$125,092	(\$37,648)	\$884,907	\$626,724	\$258,183
<b>Grant from PHCD</b>	\$75,000	\$75,000	\$0	\$675,000	\$250,000	\$425,000
<b>OTHER INCOME</b>	\$162,625	\$200,092	(\$37,467)	\$1,765,421	\$1,272,593	\$492,829
<b>NET INCOME</b>	<b>\$52,665</b>	<b>\$65,972</b>	<b>(\$13,306)</b>	<b>\$271,416</b>	<b>\$13,770</b>	<b>\$257,646</b>

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

As of Date: 03/31/2022  
Location: Sonrisas Dental Health  
Restriction: Unrestricted

	Month Ending 03/31/2022			Year To Date 03/31/2022		
	Actual	2021 BUDGET	Budget Diff	Actual	2021 BUDGET	Budget Diff
Revenue and Expenditures						
Net Program Income						
Patient Revenue						
Patient Services						
Commercial Insurance	19,436.00	19,980.74	(544.74)	138,912.00	152,303.47	(13,391.47)
PPO	95,976.00	133,231.73	(37,255.73)	865,580.32	1,018,303.92	(152,723.60)
Public Dental Insurance	310,513.30	323,809.40	(13,296.10)	2,503,618.70	2,444,049.65	59,569.05
Private Pay	9,059.00	10,768.30	(1,709.30)	68,064.00	82,550.23	(14,486.23)
Affordable Scale	15,170.00	24,490.24	(9,320.24)	177,844.00	180,003.81	(2,159.81)
Farmworker	15,332.00	0.00	15,332.00	49,357.00	0.00	49,357.00
FQHC	32,208.00	70,615.13	(38,407.13)	452,748.00	542,863.48	(90,115.48)
Gross Patient Revenue	497,694.30	582,895.54	(85,201.24)	4,256,124.02	4,420,074.56	(163,950.54)
Uncompensated Care						
Prior Period Adjustment	2,652.34	(3,200.00)	5,852.34	(19,116.22)	(28,800.00)	9,683.78
Uncompensated Care - Commercial Insurance	(6,000.00)	(2,926.21)	(3,073.79)	(26,891.25)	(22,211.62)	(4,679.63)
Uncompensated Care - PPO	(41,002.80)	(57,255.11)	16,252.31	(379,582.21)	(437,403.16)	57,820.95
Uncompensated Care - Public Dental Insurance	(218,296.50)	(206,600.03)	(11,696.47)	(1,765,325.80)	(1,652,865.66)	(112,460.14)
Tobacco Tax	51,131.51	0.00	51,131.51	71,738.20	0.00	71,738.20
Uncompensated Care - Affordable Scale	(6,369.00)	(11,409.38)	5,040.38	(80,848.00)	(83,756.22)	2,908.22
Uncompensated Care - Farmworker	(5,027.00)	0.00	(5,027.00)	(10,382.00)	0.00	(10,382.00)
Uncompensated Care - FQHC	(2,708.50)	(28,238.99)	25,530.49	(164,735.20)	(217,091.09)	52,355.89
Fee Adjustments	(2,140.30)	(1,775.00)	(365.30)	(15,667.19)	(15,975.00)	307.81
Patient Account - Bad Debt Write-off	93.38	0.00	93.38	343.55	0.00	343.55
Total Uncompensated Care	(227,666.87)	(311,404.72)	83,737.85	(2,390,466.12)	(2,458,102.75)	67,636.63
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	270,027.43	271,490.82	(1,463.39)	1,865,907.90	1,961,971.81	(96,063.91)
Total Expenses						
Direct Expenses						
Direct Personnel Expense						
Direct Program Salaries	184,883.33	190,492.12	5,608.79	1,633,409.98	1,714,429.08	81,019.10
Payroll Taxes	14,076.85	13,486.85	(590.00)	121,883.27	121,381.65	(501.62)
Unemployment Taxes	493.79	2,285.90	1,792.11	11,781.85	20,573.10	8,791.25
Benefits	158.50	6,171.94	6,013.44	44,089.85	55,547.46	11,457.61
401k Match	3,858.63	5,200.43	1,341.80	38,299.14	46,803.87	8,504.73
Worker's Comp	829.12	662.30	(166.82)	7,462.08	5,960.70	(1,501.38)
Continuing Education	280.00	50.00	(230.00)	2,732.00	450.00	(2,282.00)
License and Registration	2,104.19	1,075.00	(1,029.19)	7,710.82	9,675.00	1,964.18
Total Direct Personnel Expense	206,684.41	219,424.54	12,740.13	1,867,368.99	1,974,820.86	107,451.87
Clinic Expenses						
Sterilization Services	793.80	756.00	(37.80)	7,172.40	6,804.00	(368.40)
Shredding	67.00	67.00	0.00	634.00	603.00	(31.00)
Dental Supplies	13,997.90	19,050.14	5,052.24	163,819.04	143,511.97	(20,307.07)
Small Dental Equipment	0.00	0.00	0.00	945.72	7,291.00	6,345.28
Dental Equipment Repair	2,874.88	1,036.00	(1,838.88)	17,383.26	14,296.00	(3,087.26)
Lab Fees	10,104.23	11,641.63	1,537.40	84,867.43	88,385.72	3,518.29
Uniforms	50.00	92.00	42.00	200.00	828.00	628.00
PPE& Covid Related	7,598.01	9,615.74	2,017.73	44,466.90	71,609.03	27,142.13
Total Clinic Expenses	35,485.82	42,258.51	6,772.69	319,488.75	333,328.72	13,839.97
Total Direct Expenses	242,170.23	261,683.05	19,512.82	2,186,857.74	2,308,149.58	121,291.84
Indirect Expenses						
Indirect Personnel Expenses						
Salaries/Wages	65,709.50	57,699.20	(8,010.30)	526,551.98	519,292.80	(7,259.18)
Payroll Taxes	4,532.42	4,085.11	(447.31)	39,437.85	36,765.99	(2,671.86)
Unemployment Taxes	34.66	761.63	726.97	4,400.39	6,854.67	2,454.28
Benefits	1,239.30	1,246.30	7.00	12,485.26	11,216.70	(1,268.56)
401k Match	3,662.77	1,730.98	(1,931.79)	18,864.40	15,578.82	(3,285.58)
Worker's Comp	352.88	519.70	166.82	3,175.92	4,677.30	1,501.38
Total Indirect Personnel Expenses	75,531.53	66,042.92	(9,488.61)	604,915.80	594,386.28	(10,529.52)
Facility Expenses						
Auto Expenses	92.75	110.00	17.25	1,006.84	990.00	(16.84)
Building Maintenance	1,565.67	899.00	(666.67)	10,434.45	8,191.00	(2,243.45)

Janitorial Service	2,560.00	2,260.00	(300.00)	22,300.00	20,340.00	(1,960.00)
Rent	3,484.00	3,600.00	116.00	30,988.00	32,100.00	1,112.00
Phone/Internet	1,718.38	1,833.00	114.62	15,115.35	16,497.00	1,381.65
Utilities	3,916.98	2,850.00	(1,066.98)	29,084.91	25,650.00	(3,434.91)
Total Facility Expenses	13,337.78	11,552.00	(1,785.78)	108,929.55	103,768.00	(5,161.55)
Office Expenses						
Claims Processing	301.24	156.00	(145.24)	1,758.00	1,404.00	(354.00)
Patient Notification	485.00	485.00	0.00	4,110.00	4,365.00	255.00
Office Supplies	1,105.03	1,000.00	(105.03)	9,947.66	9,000.00	(947.66)
Postage and Shipping	114.08	200.00	85.92	2,316.10	1,800.00	(516.10)
Printing Costs	258.75	155.00	(103.75)	900.05	2,245.00	1,344.95
Office Equip. Maintenance	0.00	0.00	0.00	(36.24)	0.00	36.24
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	431.54	330.85	(100.69)	3,640.59	3,297.65	(342.94)
Recruitment Expense	765.99	208.00	(557.99)	7,235.81	1,872.00	(5,363.81)
Total Office Expenses	3,461.63	2,534.85	(926.78)	30,238.97	24,237.65	(6,001.32)
Insurance						
Insurance - Auto	317.88	317.92	0.04	2,861.20	2,861.28	0.08
Insurance - Malpractice	257.21	565.77	308.56	4,371.85	4,680.41	308.56
Insurance - Liability & Property	773.87	761.67	(12.20)	6,879.50	6,855.03	(24.47)
Insurance - Directors & Officer Liability	498.82	345.50	(153.32)	4,551.52	3,109.50	(1,442.02)
Total Insurance	1,847.78	1,990.86	143.08	18,664.07	17,506.22	(1,157.85)
Fundraising Department						
Fundraising Expenses	634.36	5,182.66	4,548.30	12,486.79	16,844.64	4,357.85
Fundraising Consulting	2,000.00	6,076.00	4,076.00	55,910.75	54,055.00	(1,855.75)
Total Fundraising Department	2,634.36	11,258.66	8,624.30	68,397.54	70,899.64	2,502.10
Professional Fees						
Consultant - Professional Fees	3,225.00	2,900.00	(325.00)	36,122.50	28,600.00	(7,522.50)
Consultant - Legal	0.00	0.00	0.00	748.00	0.00	(748.00)
Total Professional Fees	3,225.00	2,900.00	(325.00)	36,870.50	28,600.00	(8,270.50)
General						
Depreciation Expense	25,029.81	25,708.96	679.15	218,345.74	228,568.14	10,222.40
Marketing Expense	360.00	408.00	48.00	1,551.10	6,088.00	4,536.90
Meeting & Travel Expenses	1,227.42	231.00	(996.42)	1,587.34	2,695.00	1,107.66
Fees and Interest	852.31	1,200.00	347.69	10,489.80	10,800.00	310.20
Merchant Processing	1,066.70	880.00	(186.70)	9,434.57	7,920.00	(1,514.57)

Outreach Supplies	3,906.63	0.00	(3,906.63)	5,691.81	8,815.00	3,123.19
Training & Membership	0.00	80.00	80.00	2,220.05	2,060.00	(160.05)
Board Expense	0.00	414.00	414.00	3,554.63	3,726.00	171.37
Total General	32,442.87	28,921.96	(3,520.91)	252,875.04	270,672.14	17,797.10
Computer expense						
Computer Support	4,630.59	4,270.00	(360.59)	39,607.00	39,430.00	(177.00)
Software Support	706.00	799.00	93.00	12,556.40	12,791.00	234.60
Total Computer expense	5,336.59	5,069.00	(267.59)	52,163.40	52,221.00	57.60
Total Indirect Expenses	137,817.54	130,270.25	(7,547.29)	1,173,054.87	1,162,290.93	(10,763.94)
Total Total Expenses	379,987.77	391,953.30	11,965.53	3,359,912.61	3,470,440.51	110,527.90
Total Net Program Income	(109,960.34)	(120,462.48)	10,502.14	(1,494,004.71)	(1,508,468.70)	14,463.99
Grants and Other Income						
Grants and Donations						
Fundraiser	0.00	0.00	0.00	36,140.80	15,000.00	21,140.80
Donations	1,079.43	30,000.00	(28,920.57)	60,495.54	84,000.00	(23,504.46)
In-Kind Donations	0.00	0.00	0.00	26,335.00	0.00	26,335.00
Incentives	0.00	35,000.00	(35,000.00)	690.00	36,000.00	(35,310.00)
Grants	86,365.06	53,333.00	33,032.06	761,245.63	479,997.00	281,248.63
PHCD Grants	75,000.00	75,000.00	0.00	675,000.00	675,000.00	0.00
Total Grants and Donations	162,444.49	193,333.00	(30,888.51)	1,559,906.97	1,289,997.00	269,909.97
Other Income						
Estimated PPP Loan Forgiveness	0.00	0.00	0.00	201,105.00	201,000.00	105.00
Interest Income	181.25	4.00	177.25	1,609.71	36.00	1,573.71
Dividends	0.00	10.00	(10.00)	13.94	90.00	(76.06)
Other Income	0.00	0.00	0.00	2,784.51	0.00	2,784.51
Sale of Fixed Asset	0.00	0.00	0.00	0.00	0.00	0.00
Total Other Income	181.25	14.00	167.25	205,513.16	201,126.00	4,387.16
Total Grants and Other Income	162,625.74	193,347.00	(30,721.26)	1,765,420.13	1,491,123.00	274,297.13
Net income	52,665.40	72,884.52	(20,219.12)	271,415.42	(17,345.70)	288,761.12

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



**Sonrisas Dental Health**  
**Balance Sheet**

As of Date:

03/31/2022

Location:

Sonrisas Dental Health

Year To Date

03/31/2022

Current Year Balance

**Assets**

Current Assets

Cash and Cash Equivalents

11205 - Operating - Boston Private Checking 890,836.70

11211 - Boston Private-CD 1 200,470.41

11213 - Boston Private-CD 3 500,991.33

11600 - Petty Cash 198.84

Total Cash and Cash Equivalents 1,592,497.28

Accounts Receivable, Net 361,069.53

Other Current Assets 25,127.24

Total Current Assets 1,978,694.05

Long-term Assets

Property & Equipment

17300 - Improvements 1,185,054.70

17400 - Equipment 1,261,732.77

17500 - Furniture/Fixtures 129,460.29

17600 - Vehicle 111,934.08

17999 - Accum Depreciation (1,656,492.26)

Total Property & Equipment 1,031,689.58

Other Long-term Assets 16,297.00

Total Long-term Assets 1,047,986.58

Investments

Long Term Investments

11410 - Investment Acct. - Merrill Lynch 45,575.05

Total Long Term Investments 45,575.05

Total Investments 45,575.05

**Total Assets**

**3,072,255.68**

**Liabilities and Net Assets**

Liabilities

Short-term Liabilities

Accounts Payable

21110 - Accounts Payable 65,274.19

23100 - Patient Prepayments 31,633.50

23200 - Patient Refunds Payable 6,632.91

Total Accounts Payable 103,540.60

Accrued Liabilities

22210 - Accrued Payroll 51,225.46

22220 - Accrued PTO 96,952.46

22250 - Accrued 401k Funds Payable	29,789.05
22260 - Accrued HSA Fund Payable	992.97
22320 - FSA Employee Account	2,070.21
Total Accrued Liabilities	181,030.15
Withholding Tax Payable	
22230 - Accrued Payroll Taxes	47,600.42
Total Withholding Tax Payable	47,600.42
Total Short-term Liabilities	332,171.17
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	7,810.60
Total Long Term Liabilities	7,810.60
Other Liabilities	44,458.88
Total Liabilities	384,440.65
Net Assets	2,687,815.03
<b>Total Liabilities and Net Assets</b>	<b>3,072,255.68</b>

Created on: 05/12/2022 3:10 PM PDT





**DATE:** May 12, 2022  
**TO:** SDH Board of Directors  
**FROM:** Maura LeBaron-Hsieh, MPH, Director of Development  
**RE:** Development Update

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April and early May 2022 featured FY22-23 fundraising budget planning; the launch of Sonrisas' new Fiscal Year-End fundraising campaign; Coastsides Gives; ongoing preparation for Sonrisas' 2022 Cooking for a Cause event; submission of several grant proposals; and engagement with new/increasing funding prospects.

As of April 30, 2022, **we have raised \$1,605,236/\$1,690,000 (95%) of our FY21-22 fundraising goal** (includes PHCD support). Please see the attached Fundraising Report for visual overview.

### 1. Individual Donations

- As of April 30, 2022, we have received \$102,714 in individual donations and sponsorships this fiscal year.
- Individual donation outreach in May and June will focus on our new Fiscal Year-End Campaign, ***Healthy Smiles Plant the Seeds for Healthy Lives***. The following components of the FYE Campaign are already underway.
  - Fundraising appeal letters (hard copy) will reach all Sonrisas contacts this week or next, and feature a letter from Dr. Bonnie Jue, D.D.S., sharing important information about the connection between early dental care and lifelong health, as well as a patient story. Board members will also receive this outreach.
  - Coastsides Gives, a one-day giving event centered on nonprofits active on the coast between Pescadero and Montara, was on Thursday, May 5<sup>th</sup>. Sonrisas' highest-ever fundraising total of \$18,036 will be reflected in fundraising charts for the June Board meeting.
  - Board members will receive mail and email donor outreach as part of the Fiscal Year-End campaign.
- Our Major Donor portfolio continues to grow, with new donors at qualifying gift levels during each fundraising event or appeal. Outreach is ongoing.
- On May 26<sup>th</sup> from 6pm-8pm, we will host longtime friends of Sonrisas, including past Board and founders' families, and other donors for an open house at the newly refreshed HMB Center. Please email Maura at [mhsieh@sonrisasdental.org](mailto:mhsieh@sonrisasdental.org) if you would like to attend.



### 2. Grant-seeking

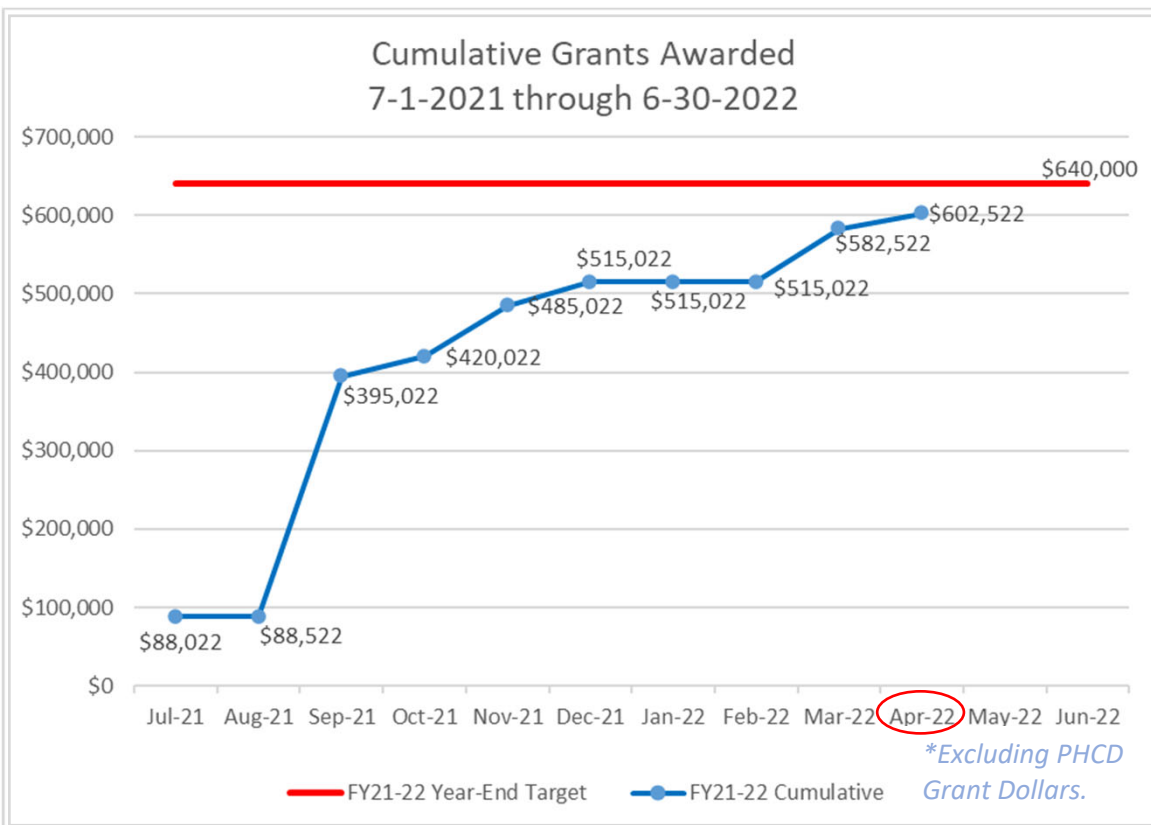
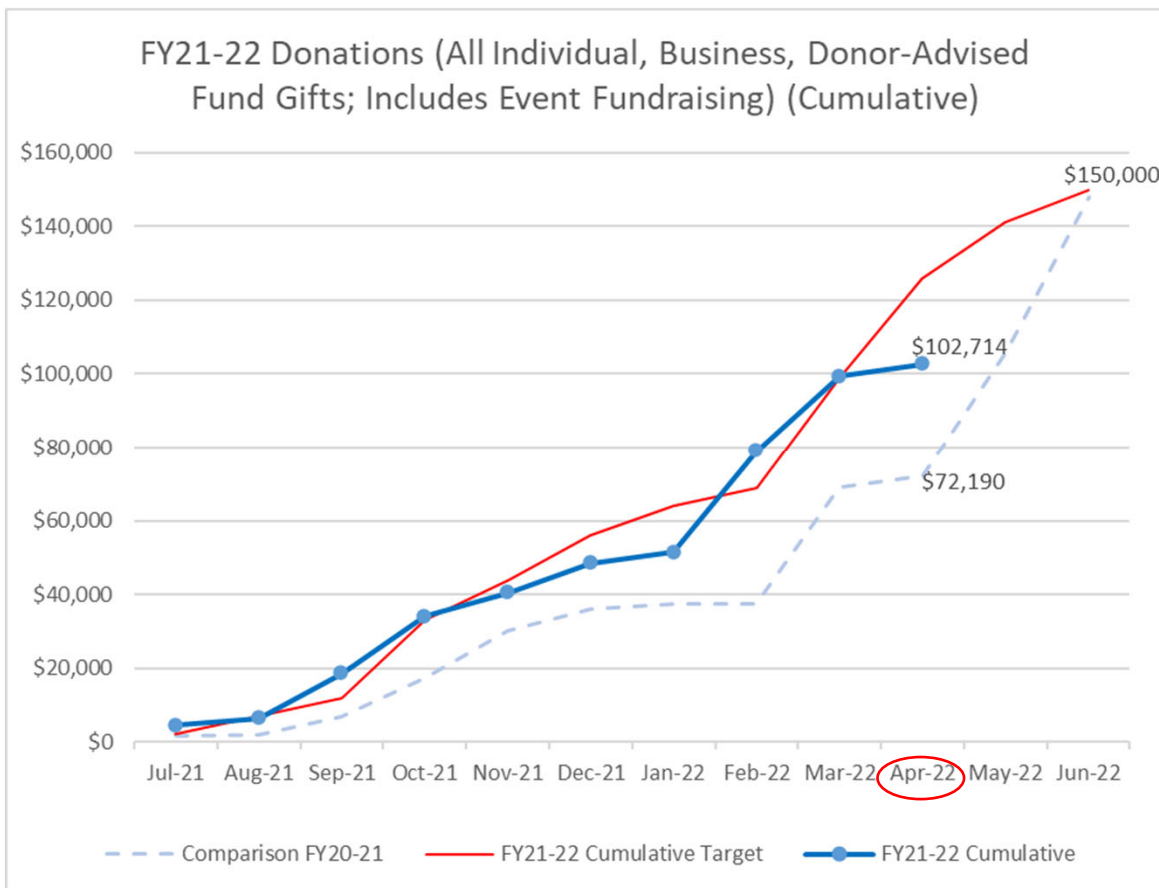
- Sonrisas has been awarded \$602,522 in grants as of April 30, 2022. We are currently in consideration for \$325,000 in grant funding and are also preparing several significant proposals due before June 30.

### 3. Events

- **Save the Date:** Sonrisas Dental Health's 8<sup>th</sup> **Annual Cooking for a Cause: *Visions of Valencia*** will take place on **Saturday, September 17<sup>th</sup>, 2022** in the Half Moon Bay Library's beautiful courtyard. This year, the Sonrisas Board's active engagement in filling the seats at the event and seeking sponsorships will be instrumental for reaching the target fundraising outcome.

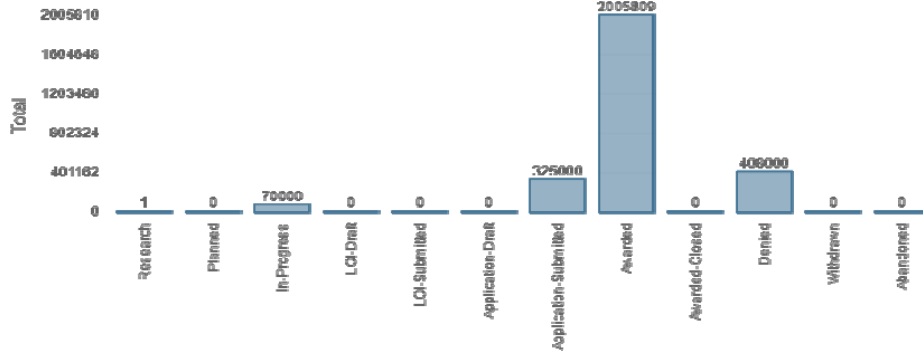


## SDH Fundraising Report FY21-22 Through April 30, 2022



# 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
Hurlbut-Johnson Fund via SVCF	FY21-22 Hurlbut Johnson Fund via SVCF	General Operations	9/30/2021	\$0	\$0	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
America's ToothFairy: National Childrens Oral Health Foundation	Closing the Smile Gap Grant	School Screenings, Materials and Supplies	12/20/2021	\$5,000	\$0	Application-Submitted
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		Application-Submitted
The Comcast Nbcuniversal Foundation	2022 Project Innovation	School Screenings	3/25/2022	\$55,000		Application-Submitted
Kaiser Permanente Community Health	FY22-23 Kaiser Safety Net Grant	Access to Care	3/25/2022	\$25,000		Application-Submitted
Sequoia Healthcare District	FY21-22 Sequoia Healthcare District ATC Q3 Invoice	General Operations	4/4/2022	\$60,000		Application-Submitted
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		Application-Submitted
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, General Ops - Coastside	5/15/2022	\$20,000		In-Progress
Woodlawn Foundation	2022 Funding Opportunity		5/31/2022	\$50,000		In-Progress
COASTSIDE WOMENS CLUB	FY20 Coastside GO Grant	General Operations	6/1/2022	\$1		Research
Totals				\$ 2,744,010	\$ 2,005,809	48