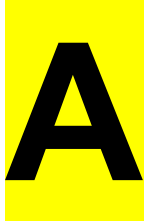




**Board Meeting
January 21, 2021
6:30 PM
Teleconference Via Zoom**

AGENDA

- | | |
|---|-------------|
| 1. CALL TO ORDER AND ROLL CALL – Chair Taverner | TABS |
| 2. MISSION MOMENT – Dr. Rothstein | |
| 3. PUBLIC COMMENTS | |
| 4. APPROVAL OF BOARD MINUTES: January 21, 2021 | A |
| 5. REPORTS | |
| A. CEO Report – CEO Fecher | B |
| B. CFO Report – CFO Fama | |
| C. Fundraising Report – Maura LeBaron-Hsieh | C |
| D. Outreach Report– Dr. Bonnie Jue | D |
| E. Board Nomination Committee – Director Young | |
| 6. OLD BUSINESS | |
| A. Paycheck Protection Plan, 2 nd Round – CEO Fecher | |
| B. Additional San Mateo Clinic Operatories ACTION Requested– CEO Fecher | |
| C. Extra Oral Suction Equipment – CEO Fecher | |
| D. Revised Finance Internal Control Policy ACTION Requested– CFO Fama | |
| 7. NEW BUSINESS | |
| A. Financial Review | E |
| a. Unaudited financials for December '20 – Tina Wang | |
| b. Financial Projection Model – CEO Fecher | |
| B. Future of Mobile Program and Equipment – CEO Fecher | |
| C. Coastside Renovation ACTION Requested – CEO Fecher | |
| 8. SUGGESTED AGENDA ITEMS FOR NEXT MEETING – Chair Taverner | |
| 9. ADJOURN | |





**Board Meeting
January 21, 2021
6:30 PM**

MINUTES

1. **CALL TO ORDER AND ROLL CALL – Chair Taverner** called the meeting to order at **6:35 pm**
 - **Present:** Board Chair Nigel Taverner, Vice Chair Helen Galligan, Board Members: Liz Dodge, Sheryl Young, Clyde Hinshelwood, Larry Cappel.
 - **Also Present:** CEO Tracey Fecher, CFO Cheryl Fama, Dental Director Dr. Torrey Rothstein, Center Director Pat Kinniburgh, Director of Development Maura LeBaron-Hsieh, Sr. Accountant Tina Wang, Executive Assistant Libby Barnard, Raul Gomez (Board Member of San Bruno Community Foundation)
2. **Absent:** Rick Navarro, Clyde Hinshelwood
3. **MISSION MOMENT – CEO Fecher** shared an update on Sonrisas’ installation of two temporary operatories, using the mobile chairs. She highlighted the adaptability and creativity of the staff in finding this solution. The staff have had a can-do attitude, meeting the need for additional operatories for pediatric days and FQHC patients.
4. **PUBLIC COMMENTS—**See special presentation.
5. **SPECIAL PRESENTATION—**On behalf of San Bruno Community Foundation (SBCF), **Raul Gomez** presented Sonrisas with a \$7,500 grant to go towards children’s oral health efforts. SBCF was created by the San Bruno City Council to administer \$70 million in funds from the 2010 PG&E gas explosion settlement, including sharing some of these restitution funds with local organizations. Partnering with YouTube and Google, SBCF granted \$300k to 23 nonprofit organizations, including Sonrisas. **Mr. Gomez** personally added that as a lifetime San Bruno resident, he is grateful for the work that Sonrisas has been doing to increase access to care in his community.
6. **APPROVAL OF BOARD MINUTES:**
 - November 19, 2020 Regular Meeting—**Helen Galligan** motioned to approve the minutes for the board meeting on November 19th, 2020. The motion was seconded by **Director Young** and approved by roll call. Ayes: **Nigel Taverner, Helen Galligan, Liz Dodge, Sheryl Young, Larry Cappel.**
 - November 12, 2020 Board Retreat—**Director Cappel** motioned to approve the minutes for the board meeting on November 12th, 2020. The motion was seconded by **Director Young** and approved by roll call. Ayes: **Nigel Taverner, Helen Galligan, Liz Dodge, Sheryl Young, Larry Cappel.**
 - December 8, 2020 Special Meeting— **Chair Taverner** motioned to approve the minutes for the board meeting on December 8th, 2020. The motion was seconded by **Director Dodge** and approved by roll call. Ayes: **Nigel Taverner, Helen Galligan, Liz Dodge, Sheryl Young, Larry Cappel.**
7. **REPORTS**
 - **CEO Report – Director Galligan** asked for follow-up regarding the staff who have had COVID-19 or who have had to quarantine. **CEO Fecher** responded that three staff tested positive and had circumstances in their personal life that appear to be the source of the

virus. Multiple staff members have had to quarantine for various reasons, including exposure at work to another staff member. All staff that were out due to COVID-19 are back to health now. **Chair Taverner** highlighted that the team is reconsidering using the Cavitron for cleanings. They will purchase one extra oral suction machine to determine if it meet the clinic's needs and allow the use of the Cavitron. **CEO Fecher** mentioned that if the team decides that the model works for the flow of the clinic, she may call a special board meeting to approve the purchase of up to 10 additional extra oral suction units.

- **CFO Report – CFO Fama** acknowledged that Sonrisas has not needed to draw the PHCD grant since August and that the bottom line is strong for the organization. She and the senior accountant will review the internal controls policy, implement the feedback from most recent audit and resolve the issue of employees not being fully vested in the Apple Tree Dental 401K programs at the time of the transition to Sonrisas.
- **Fundraising Report – Maura LeBaron-Hsieh** thanked the fundraising team for their joint efforts. She highlighted that Sonrisas is ahead of individual donor goal. Sonrisas recently signed an MOU with Sequoia Healthcare District (SHD) for reimbursement grants of up to \$240K for Fiscal Year 2021. This is targeted to cover up to 80% of uncompensated costs for residents within their district. She thanked CEO Fecher for making this happen by cultivating and maintaining the relationship with SHD.
- **Outreach Q1-Q2 Report – Chair Taverner** asked how the Drive-Up Screening events were publicized. **Dr. Jue** responded that she shared these events with school administrators and community-based organizations that Sonrisas has partnered with in the past.
- **Board Nominating Committee Report – Director Young** reported that the committee is exploring candidates to add to Sonrisas' board and asked board members to send contacts of people that may be interested in this opportunity. At the January committee meeting, the team reviewed topics that were addressed at the November retreat and highlighted Sonrisas involvement in the anti-racism discussion. Next fall, the committee would like the plan an extended, get-away board retreat to give members a time get acquainted with new board members and enjoy a dinner together, provided it is safe to do so.

8. OLD BUSINESS

- **FQHC Contract Update** – In a report comparing net program income from December 2019, Sonrisas Usual and Customary Rates (URC) are being reimbursed at twice the amount as Medi-Cal Dental. The team is still waiting for IT solutions from SMMC, but they are adding more providers to see SMMC patients. **Chair Taverner** asked for an update on FQHC progress on the Coastsides. The team is waiting for IT solutions at the San Mateo clinic before moving forward on Coastsides.
- **Update on Additional San Mateo Clinic Operatories** – Sonrisas' patient visits are down 15%, whereas the industry reports that most dental practices are seeing 80% of their pre COVID-19 appointments. The primary drivers of lowered visit volume are the extra wait time for the room to be cleaned between appointments and the hygienists seeing only six patients a day due to hand-scaling and no additional rooms. Building out the two operatories in San Mateo is forecast allow an additional 40 visits, generating \$7,040 in revenue, per week. **Director Cappel** asked CEO Fecher to prepare information on the expenses related to this build out. **Chair Taverner** asked whether there is demand for 40 visits per week. **Ms. Kinniburgh** responded that it would allow the team to see more patients through the FQHC contract as well as pediatric patients. **CEO Fecher** added that it would allow Sonrisas to return to pre-COVID-19 visit volumes.

9. NEW BUSINESS

- **Financial Review**
 - **Unaudited financials for November '20 – Sen. Accountant Tina Wang** reported that the two clinics had 812 visits, which is 44 more visits than budget. Sonrisas received \$22K in unrestricted funds and donations. Expenses totaled \$43K better than budget, bringing the organization's net income to \$8K. **Chair Taverner** highlighted that Sonrisas' visit volume, while similar prior year performance, generated at least 10% more revenue, most likely due to the FQHC contract.
 - **Financial Projection Model – CEO Fecher** reported that Sonrisas' cash position in December was \$200K ahead of the financial projection model, due to grants and payroll timing. The board also reviewed the financial projection model for Q 3. **CEO Fecher** made a correction to the financial model, removing line item "Unrestricted Grants Released," which brings the March estimated cash position to \$940,771. She asked the board members if they still found this report helpful now that the clinics are fully operating. Board members asked her to keep this information in her report.
- **PPP 2nd Round Loan Application ACTION Requested – CEO Fecher** is reviewing Sonrisas' eligibility for the second round with the senior accountant. Ms. Wang will close the December cash receipts to determine eligibility. **Chair Taverner** asked whether Sonrisas warranted the loan, given the organization's cash position. **Director Cappel** commented that Sonrisas has had to revamp the entire program because of COVID-19 and if the organization qualifies for the second round of PPP loan, it is deserving of the loan to continue providing necessary services. **Director Young** asked whether there were any downsides to applying for the loan. **Ms. Wang** responded that one concern is rooted in uncertainty, since the forgiveness process is unclear and may change from the first round of the PPP loan. **CEO Fecher** commented that Sonrisas has not been forgiven for the first loan yet, though the team expects the loan to be forgiven. Board members discussed whether Sonrisas should apply for this loan. **Director Cappel** *motioned to approve the application for the 2nd round of the PPP loan, if Sonrisas legally qualifies. The motion was seconded by Director Young and approved by roll call. Ayes: Nigel Taverner, Helen Galligan, Liz Dodge, Sheryl Young, Larry Cappel.*
- **Senior Dental Access Pilot – Dr. Jue** gave an overview of the need for increased Senior dental care access. There are many elderly residents and not enough dentists treating them, due to the patient's finances or the complexity of their oral health needs. Treating senior patients align with Sonrisas mission to provide access to dental care. Dr. Jue and CEO Fecher have been in discussion with both PHCD and Sequoia Healthcare District, who recognize this as an underserved population that needs increased access dental services. **Dr. Jue** shared concerns and learnings from Sonrisas' past senior mobile clinic. The outreach team is in the process of assessing the feasibility of a Senior Dental Access program by piloting Senior Dental Health Days. This will consist of 3-4 days in the centers to focus on senior patients, ages 65 and above. **Director Young** suggested that Dr. Jue get in contact with New Beginnings, a group that is responsible for reviewing the Older American Act (OAA). She also suggested that Dr. Jue compile meaningful data about the need for senior dental services and send to New Beginnings, which is presenting to the Board of Supervisors in March. She also recommended making San Bruno Community Foundation aware of this pilot as they prioritize their funding priorities over the next five years. **CFO Fama** commented that she would send Dr. Jue a California state report on care for the aging to use to inform the pilot program.
- **20th Year Anniversary Plans** – Sonrisas will hold a virtual 20th anniversary celebration in June, and, if circumstances provide, an in-person Paella event in October. The Development committee has formed a special committee, specifically to focus on the



20th anniversary event. The committee has its first meeting tomorrow, January 22nd. The team asked the board to send recommendations for the event content in the next few weeks and they will share the event elements at the February board meeting. **Chair Taverner** suggested selling the 20th anniversary hoodies to attendees and possibly drawing a raffle during the event. **Ms. LeBaron-Hsieh** encouraged the board to send her any ideas on the event program that would leave a positive lasting impression for attendees. **Chair Taverner** suggested having Dr. Rothstein and his band Halfway Decent Folk perform. Dr. Rothstein offered to do something pre-recorded or live broadcasted, depending on how safe it is to do so at the time of the event.

10. SUGGESTED AGENDA ITEMS FOR NEXT MEETING

- A. An update on the second round of the PPP Loan
- B. Update on Sonrisas' Senior Dental Health Day pilot
- C. Report out from 20th anniversary committee

11. Meeting was adjourned at **8:26pm**

B



DATE: February 12, 2021

TO: SDH Board of Directors

FROM: Tracey Fecher, CEO

RE: CEO Monthly Report

1. January Patient Visit Volume:

- January visit volume was under forecast by 65 visits. The Coastside Center was forecasted to have 259 visits and there were 260. San Mateo was off forecast by 66 visits. There was one less hygiene day than scheduled and the dentists were forecasted to see 9 patients per day. The actual was closer to 7.5/day on average. The FQHC visit volume was off forecast due to providers scheduling their non-FQHC patients for return visits in the clinic on assigned FQHC days instead of the Care Coordinators. This COVID-19 adjusted workflow has less patient exposure for the Care Coordinators. The team has reviewed scheduling; and a discussion about the payer mix being scheduled was held with providers to assure it does not happen in future months.

	January					
	Budget	Forecast	Actual	Actual vs. Budget	% of Actual Visits	% Budgeted
Comm/PPO	278		245	(33)	28%	25%
Private Pay	38		29	(9)	3%	3%
Medi-Cal Dental	550		450	(100)	52%	53%
Affordable Plan	64		57	(7)	7%	7%
Farmworker	36		23	(13)	3%	3%
FQHC	89		66	(23)	8%	9%
Access to Care Subtotal	738		596	(142)	69%	71%
Total Visits	1,054	935	870	(184)		

- As shared in previous board meetings, the budget was built with the assumption that the clinics would be at pre-COVID visit volume, with hygienists seeing 9 patients per day and the wait time not limiting the number of patient appointments for all providers. The forecast has been adjusted with hygienists seeing 6 patients a day and dentists seeing 8. The number of patients seen per day will improve with additional operatories in San Mateo and with the wait time before cleaning an operatory change for aerosol procedures. The next three months are forecasted to be under budget by a total of 473 visits.

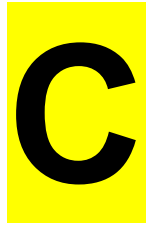
Feb 21

March 21

April 21

Budgeted Visits	1,024	1,150	1,112
Adjusted Visit Forecast	833	995	987
Delta Budget to Forecast Visits	(192)	(155)	(125)

-
- 2. Clinic Operations:
 - Many staff received their 2nd dose of vaccine the week of February 8th. Appointment times were assigned by San Mateo County and staff were advised to take the appointment offered to them. That and the fact that some staff were unable to work due to symptoms after the vaccine caused some patient appointments to be cancelled that week.
 - The equipment (dental chair, nitrous system, and additional vacuum) that was approved for Half Moon Bay in December has been ordered. After reviewing options, the team chose to purchase mobile nitrous equipment. The electrical and plumbing work required for the new vacuum system were completed on 2/12/21. The clinic was closed for the day. The total cost approved by the board for the work was \$45K and quotes for the equipment and work come to \$33K. The savings were primarily due to the choice to go with portable nitrous. As the equipment is delivered and invoiced, the funds will be moved from the Merrill Lynch account to the Boston Private checking account for the capital improvements.
- 3. Workforce COVID-19 Testing:
 - The team continues to be tested every other week for COVID-19. One of the testing cycles in February returned a positive test for a staff member. The staff member reported symptoms starting the evening before the test results came back. The staff member is doing well and will return to work following Sonrisas' protocol.
- 4. Human Resources:
 - The HR consultant engaged to provide support to the team since May 1st, 2020 has given her notice. The team has been interviewing a company that was considered back in April. They are a team of HR professionals and would provide us a primary HR resource as well as a dedicated talent acquisition team. They provide services on a time and materials basis or for a fixed monthly cost. The monthly cost is less than the average Sonrisas has paid over the last 9 months for the current consultant. We are reviewing their contract and are considering the fixed monthly contract. It is expected the transition to the new firm will occur on March 1st, with some overlap for knowledge transfer.
- 5. Financial Trends: On Monday, February 15th, Sonrisas' current cash position was \$1,158,000, which includes the \$395K PPP.





DATE: February 15, 2021
TO: SDH Board of Directors
FROM: Maura LeBaron-Hsieh, MPH, Director of Development
RE: Development Update

In late January and early February, the SDH Development Team dove into preparations for Spring 2021 fundraising programs: Coastsides Gives (May 6th) and our 20th Anniversary Virtual Celebration (June 5th).

Please see the attached Fundraising Report for visual overview of our progress toward our annual fundraising goals.

1. Individual Donations

- As of Jan 31st, we raised \$37,441 in donations, event funds, and sponsorships (37% of annual goal).

2. Grant-seeking

- Sonrisas is currently on track to exceed our budget goal for grant awards during FY20-21. (See attached Fundraising Report.) We are currently in consideration for 5 grant proposals, with several in the works.
- On the horizon: increasingly, grant funders are requesting organizational data related to gender, racial, cultural, and other diversity among Board, Leadership, Staff, and Clients/Patients. Most of our grant applications during Calendar Year 2021 have requested this type of data, a change since Calendar Year 2020. The expectation in the Grants community is that responses to these questions will soon be considered in allocation of grant funds, as part of the overall push to address systemic inequity.

3. 20th Anniversary Virtual Celebration Update

Our virtual event will take place on Saturday, June 5th, 2021 at 6pm. Key event components will include:

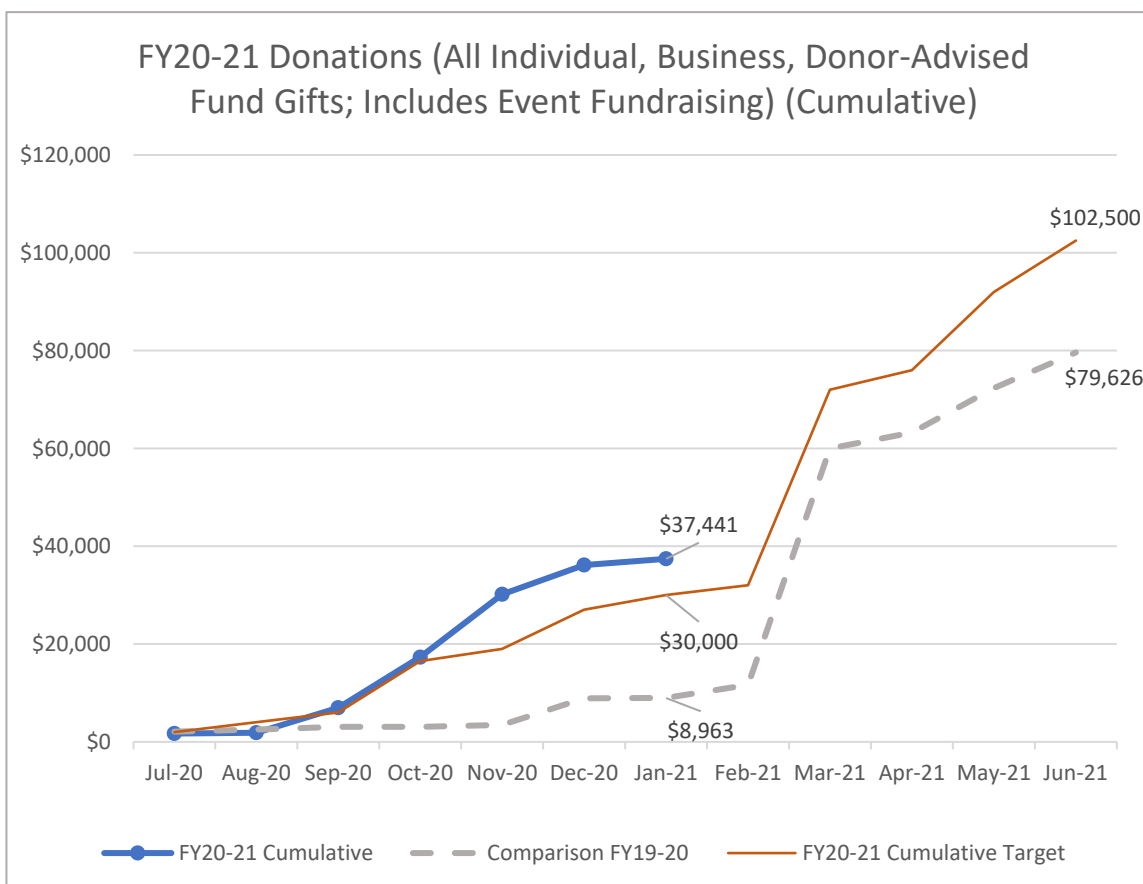
- Possible VIP pre-event by invitation
- Entertainment during the event (considering live comedy as an option)
- Fund-the-Future Donation Drive
- Raffle(s) – we welcome any connections for one to three generous raffle prizes





SDH Fundraising Report

February 2021

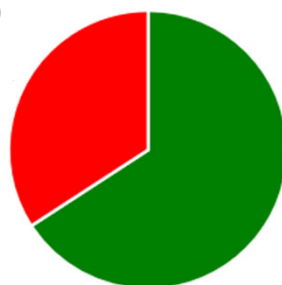


Grants Awarded Year to Date

7/1/2020– 6/30/2021

Budget Goal: \$450,000

Denied: \$165,340
(34%)



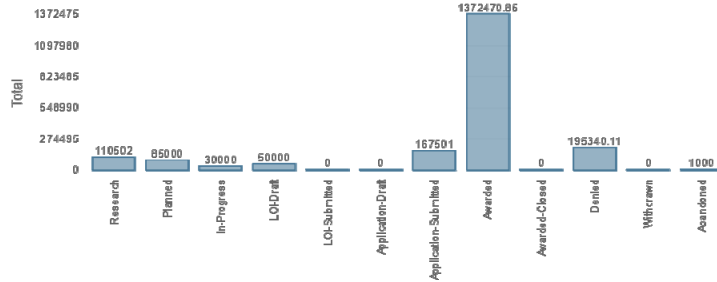
Awarded: \$318,471
(66%)

■ Awarded ■ Denied

**Excluding PHCD Grant Dollars.*

Opportunities By Status

3/1/2020 - 6/30/2021



Funder	Funding Opportunity	Funding Category	Deadline	Amount Requested	Amount Awarded	Status
Sunlight Giving	FY20-21 Sunlight Giving Grant	Access to Care, General Operations	1/31/2020	\$50,000	\$50,000	Awarded
The Palo Alto Community Fund	2020 Palo Alto Community Foundation Grant	Access to Care	1/31/2020	\$10,000	\$0	Denied
Atkinson Foundation	2020 Atkinson Grant	Seniors, General Operations, Covid 19	2/1/2020	\$10,000	\$10,000	Awarded
Mills Peninsula Hospital (Sutter Health)	2020 RFP	Access to Care, School Screenings	3/20/2020	\$20,000	\$20,000	Awarded
THE CALIFORNIA WELLNESS FOUNDATION	2020 CA Wellness Covid Relief	Covid 19	3/27/2020	\$10,000	\$10,000	Awarded
Delta Dental Community Foundation	2020 Covid 19 Relief Grant	General Operations, Covid 19	4/10/2020	\$20,000	\$5,000	Awarded
Silicon Valley Community Foundation	FY20 SVCF Bay Area Nonprofit Relief Fund	General Operations, Covid 19	4/22/2020	\$20,000	\$20,000	Awarded
Lucile Salter Packard Childrens Hospital at Stanford	FY19-20 LPCH Grant COVID-19 Expansion	School Screenings, Covid 19, Access to Care Children	5/5/2020	\$10,000	\$10,000	Awarded
US Small Business Administration	2020 SBA COVID-19 Relief EIDL Grant	General Operations, Covid 19	5/5/2020	\$10,000	\$10,000	Awarded
San Mateo County Strong Fund	2020 SMC Strong	Covid 19	5/11/2020	\$20,000	\$0	Denied
Oral Health Foundation of the Pierre Fauchard Academy	2020 RFP	Access to Care	5/19/2020	\$10,000	\$0	Denied
Sunlight Giving	FY20-21 Sunlight Giving Grant	General Operations, Covid 19	6/1/2020	\$0	\$30,000	Awarded
Peninsula Health Care District	FY 20 PHCD 3-Year Grant, Year 1	Access to Care, General Operations	6/1/2020	\$900,000	\$900,000	Awarded
City of Half Moon Bay	FY20-21 CSFA Grant	General Operations, Covid 19, Materials and Supplies	6/16/2020	\$10,000	\$20,000	Awarded
US Health and Human Services Division	HHS Medicaid Grant	General Operations, Covid 19	7/16/2020	\$34,616	\$34,616	Awarded
Bothin Foundation	FY20-21 Bothin Foundation Grant	Capital Project	7/17/2020	\$30,340	\$0	Denied
Stanford Health Care	FY20-21 COVID-19 Relief Fund Request	Covid 19	7/21/2020	\$10,000	\$13,354	Awarded
Sidney Stern Memorial Trust	FY20-21 Grant Application	General Operations	7/31/2020	\$5,000	\$0	Denied
Dignity Health-Sequoia Hospital	2021 Dignity Health Grant	Seniors	7/31/2020	\$20,000	\$0	Denied
William G Irwin Charity Foundation	2020 William G Irwin Charity Foundation Grant	Capital Project	8/14/2020	\$30,000		Application-Submitted
Lucile Salter Packard Childrens Hospital at Stanford	FY 20-21 LPCH Grant	School Screenings, Access to Care Children	8/14/2020	\$40,000	\$40,000	Awarded
CARL GELLERT AND CELIA BERTA GELLERT FOUNDATION	2020 Gellert Foundation Grant	Capital Project	8/14/2020	\$30,000	\$0	Denied
Stanford Health Care	FY 20-21 Stanford Grant	Access to Care	8/21/2020	\$61,000	\$61,000	Awarded
Kaiser Permanente Community Health	2021 Kaiser Community Grant	Access to Care	9/16/2020	\$40,000	\$40,000	Awarded
American Academy of Pediatric Dentistry	FY 20-21 AAPD Grant	School Screenings, Access to Care Children	9/18/2020	\$20,000	\$0	Denied
The San Bruno Community Foundation	2021 San Bruno Community Foundation Grant	School Screenings, Access to Care Children	9/30/2020	\$7,500	\$7,500	Awarded
Henry Schein Cares Foundation Inc	2021 Henry Schein Grant	Materials and Supplies	9/30/2020	\$50,000	TBD	Awarded
Touchpoint Foundation	FY20-21 TouchPoint Foundation Grant	Access to Care, Seniors	10/1/2020	\$7,500	\$3,000	Awarded
Sequoia Healthcare District	FY 20-21 Sequoia Healthcare District Q1 Grant	Access to Care	10/15/2020	\$58,000	\$58,000	Awarded
Delta Dental Community Foundation	2020 Access to Care Unrestricted Grant	Access to Care, General Operations, Covid 19	10/28/2020	\$1	\$10,000	Awarded
ARCHSTONE FOUNDATION	2021 Access to Care and Community Referral Network - Aging Populations	Access to Care, Seniors, Outreach	11/16/2020	\$50,000	\$0	Denied
San Mateo County Strong Fund	2020 SMC Strong - Round 2	Covid 19	11/25/2020	\$20,000	\$20,000	Awarded
Patterson Foundation	2021 Patterson Application	School Screenings, Access to Care Children	1/8/2021	\$35,000		Application-Submitted
Atkinson Foundation	2021 RFP	Seniors	2/1/2021	\$12,500		Application-Submitted
Sunlight Giving	2021-2022 Sunlight Giving Grant	General Operations, Access to Care Children, Capital Project	2/1/2021	\$50,000		Application-Submitted
The Comcast Nbcuniversal Foundation	2021 Community Impact Grant	School Screenings, Access to Care Children	2/12/2021	\$40,000		Application-Submitted
Sobrato Family Foundation	2021-2022 Sobrato Essential Human Services Grant	Access to Care, General Operations, Capital Project	2/19/2021	\$50,000		LOI-Draft
Mills Peninsula Hospital (Sutter Health)	2021 RFP	Access to Care, School Screenings	3/1/2021	\$20,000		In-Progress
Sand Hill Foundation	2021 Sand Hill Foundation	Access to Care	3/1/2021	\$20,000		Research
First Five San Mateo County	2021 First Five Funding RFP		3/1/2021	\$15,000		Research
America's ToothFairy: National Childrens Oral Health Foundation	2021 Tooth Fairy In The Gap	Access to Care Children	3/12/2021	\$500		Research
Network for Good, Inc.	FY 20-21 Network For Good RFP	General Operations	3/15/2021	\$5,000		Planned
Delta Dental Community Foundation	2021 Delta Dental Grant	Access to Care, School Screenings	3/15/2021	\$10,000		Research
Millbrae Community Foundation	Community Program Grant	Access to Care Children, School Screenings	3/24/2021	\$5,000		Planned
COASTSIDE WOMENS CLUB	FY20 Coastside GO Grant	General Operations	3/31/2021	TBD		Research
Chan Zuckerberg Initiative Foundation	FY21-22 CZI Community Fund		4/1/2021	TBD		Research
Sequoia Healthcare District	FY 20-21 Sequoia Healthcare District Q3 Grant	Access to Care	4/9/2021	\$60,000		Research
City of Half Moon Bay	2021 CFSA		4/16/2021	\$15,000		Planned
Sidney Stern Memorial Trust	2021 RFP Sidney Stern Memorial Trust		4/30/2021	\$5,000		Research
Oral Health Foundation of the Pierre Fauchard Academy	2021 RFP		5/7/2021	\$10,000		In-Progress
Totals				\$1,876,957	\$1,372,470	46





DATE: February 15, 2021

TO: SDH Board of Directors

FROM: Bonnie Jue, DDS

RE: **Community Engagement Director Report – February 2021**

Sonrisas Dental Health (SDH) is celebrating National Children's Dental Health Month by hosting a Drive-Up Dental Screening event on February 27th in the Belle Air Elementary School parking lot in San Bruno.

At this event, we will also be offering fluoride varnish applications for the children with the parents' consent.

This free screening event has been promoted throughout the San Bruno Park School District, San Mateo County Office of Education (all school nurses), Early Learning Programs (preschools and Head Starts), the Oral Health Coalition and on SDH's social media and website.

FREE DRIVE-UP DENTAL SCREENINGS
EVALUACIONES DENTALES GRATIS

SATURDAY, FEBRUARY 27th
10:00AM-12:30PM

- ★ For children ages 1-18
- ★ Free goodie bags
- ★ Appointments strongly recommended

SÁBADO 27 DE FEBRERO
10:00AM A 12:30PM

- ★ Para niños de 1 a 18 años de edad
- ★ Bolsitas de regalo gratis
- ★ Se recomienda hacer cita

Belle Air Elementary School (Parking Lot)
450 3rd Avenue, San Bruno, CA 94066

To register, scan this QR Code / Para registrarse, escanee este código QR:

Or use this link / O usa este enlace:
<http://sonrisasdentalscreenings.weebly.com/>

Sonrisas Dental Health Welcomes You!

DENTAL DAYS

DIAS DENTALES



By Appointment Only:

February 18, 2021 (San Mateo)

March 4, 2021 (San Mateo)

March 18, 2021 (San Mateo)

March 23, 2021 (Half Moon Bay)

Sonrisas San Mateo Center
430 N. El Camino Real
San Mateo, CA 94401

Sonrisas Coastsiders Center
210 San Mateo Road, Suite 104
Half Moon Bay, CA 94019

REGISTER TODAY FOR A DENTAL EXAM AND X-RAYS!

- Must be age 65 or older
- Special discount (45% off) for first dental exam and x-rays on 2/18, 3/4, 3/18, 3/23 only (does not include cleaning)
- All are welcome, including people who have insurance, no insurance, or Medi-Cal
- **Be sure to mention "Dental Days" when calling**



¡REGÍSTRESE HOY PARA UNA EXAMEN DENTAL Y RAYOS-X!

- Debe tener 65 años o más
- Descuento especial(45% de descuento) para el primer examen dental y radiografías solo las siguientes fechas: 18 de Febrero, 4 de Marzo, 18 de Marzo, y 23 de Marzo (no incluye limpieza)
- Todos son bienvenidos, incluidas las personas que no tienen seguro, si tienen seguro o Medi-Cal
- **Asegúrese de mencionar "Días Dentales" cuando llame**

SDH has also launched our Dental Access Initiative for Older Adults this month with an oral health presentation and toothbrush kit donation to Little House Peninsula Volunteers.

Our "Dental Days" offer of initial dental exams and x-rays at a 45% discount starts this week. This promotion has been introduced to local community agencies and coalitions that provide services to seniors and older adults, such as:

Aging and Adult Services
New Beginning Coalition
Network of Care
San Mateo County Oral Health Coalition
Self Help for the Elderly
The Trousdale
Kimochi San Mateo
Atria Senior Living
Little House Peninsula Volunteers
Villages of San Mateo County
Rotary Club of Foster City
Senior Coastsiders
Catholic Charities

**Space is limited – call us at (650) 727-3480 to schedule your appointment!
¡El espacio es limitado – llámenos al (650) 727-3480 para programar su cita!**





DATE: February 14th, 2020
TO: SDH Board of Directors
CC: Cheryl Fama, CFO
FROM: Tina Wang, Senior Accountant
RE: **December Unaudited Financials and YTD Performance to Budget**

- Sonrisas performed \$285K better than budget and served 4,790 patient visits which is 617 better than budget for the first 6 months.

December PERFORMANCE:

A. Revenue: Net Patient Revenue was **\$165,636**

- Total gross revenue was \$383,460- 40% better than the budget. Total 833 visits, 83 visits better than budget. Total deduction was **(\$217,824)**, 57% of gross revenue.
- \$8,865 in fee adjustments were reclassified from uncompensated care. The amount represents billing errors, broken appointments, service redos, senior discounts, and services not covered for the first 6 months.

B. Total Expense: **(\$310,931)**, \$5,380 better than budget.

- Direct Expense: **(\$211,713)**, \$7,658 better than budget
 - Direct salary was \$19K better than budget due to savings from payroll tax refund and 401k refund on forfeited matching contributions.
 - Dental supplies were \$20K, which includes \$7K of donated dental supplies. Without the \$7k of donated supplies, the actual supply expense was \$3K more than budget.
 - Lab fees were **(\$6K)** over budget due to more patient visits and additional procedures for FQHC patients.
- Indirect Expenses: **(\$99,218)**, \$2,277 worse than budget
 - Additional computer expenses for laptop purchase.

C. Donations/Grants & Other Income: **\$118,237**

- \$40,007 released from restricted grant; \$4,554 received from individual donations; \$500 donation received for Paella event; \$7,200 received for in-kind donations.
- \$65,976 in Other Income (\$65,895- estimated PPP loan forgiven; \$5 in interest & dividends; \$76 from others)

D. Net Income: **\$(27,059)**, \$42K better than budget.

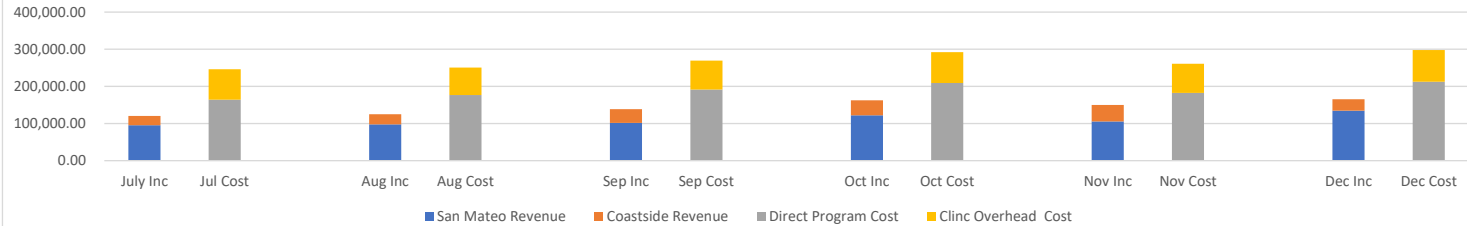
YTD PERFORMANCE TO BUDGET: YTD's net income is **\$285,335** better than budget. Cash-flow is **\$274,080** better than the budget. PHCD grant received to date is **\$100,000**.

	YTD Actual	YTD Budget	Performance
<i>Visits</i>	<i>4790</i>	<i>4173</i>	<i>617(15%)</i>
Gross Patient Revenue	\$1,982,185	\$1,526,180	30%
Uncompensated Care (Deductions)	(\$1,120,484)	(\$820,997)	(36%)
Grants/Donations/Other Income	\$746,857	\$704,790	6%
Direct Cost	(\$1,136,306)	(\$1,207,147)	6%
Indirect Cost	(\$567,053)	(\$582,960)	3%
Net Income	(\$94,800)	(\$380,135)	75%
<i>Non-cash items adj.</i>			
Depreciation	\$127,957	\$139,212	8%
Estimated Cash Flow	\$33,157	(\$240,923)	120%

Sonrisas Dental Health Operations

	Jul 20	Aug 20	Sept 20	Oct 20	Nov 20	Dec 20	Total	YTD Budget	B(W)
San Mateo Revenue	95,445	97,967	101,872	122,334	105,804	134,840	658,261	515,439	142,823
Coastside Revenue	25,056	26,925	36,790	39,908	43,971	30,796	203,445	189,745	13,701
Total Net Revenue	120,496	124,892	138,662	162,242	149,774	165,636	861,702	705,183	156,518
Direct Program Cost	164,462	176,821	191,421	209,430	182,639	212,719	1,137,492	1,207,148	(69,656)
Indirect Program Cost	95,325	88,873	93,432	100,264	89,760	98,212	565,867	582,961	(17,094)
Total Cost	259,787	265,694	284,853	309,694	272,399	310,932	1,703,359	1,790,109	(86,750)
TOTAL	(139,291)	(140,802)	(146,191)	(147,452)	(122,625)	(145,296)	(841,657)	(1,084,926)	243,269
Dividend/Other Income	(89)	65,908	65,899	66,290	65,900	65,976	329,883	2,040	327,843
Donations Received	51,683	62,483	33,562	51,751	65,232	52,261	316,973	252,750	64,223
Grant from PHCD	75,000	25,000	0	0	0	0	100,000	450,000	(350,000)
OTHER INCOME	126,594	153,391	99,461	118,041	131,132	118,237	746,856	704,790	42,066
NET INCOME	(12,697)	12,589	(46,730)	(29,411)	8,507	(27,059)	(94,801)	(380,136)	285,335

Net Revenue VS. Cost By Center Per Month
YTD as of 12/31/2020

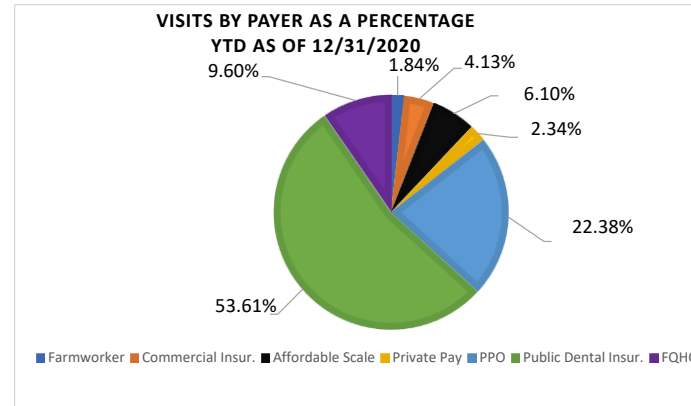


Visits by Center

	Jul 20	Aug 20	Sept 20	Oct 20	Nov 20	Dec 20	Year to Date	Budget	Variance
San Mateo Visits	533	537	548	587	551	608	3364	2660	704
Coastside Visits	166	228	263	283	261	225	1426	1513	(87)
Total Visits	699	765	811	870	812	833	4790	4173	617

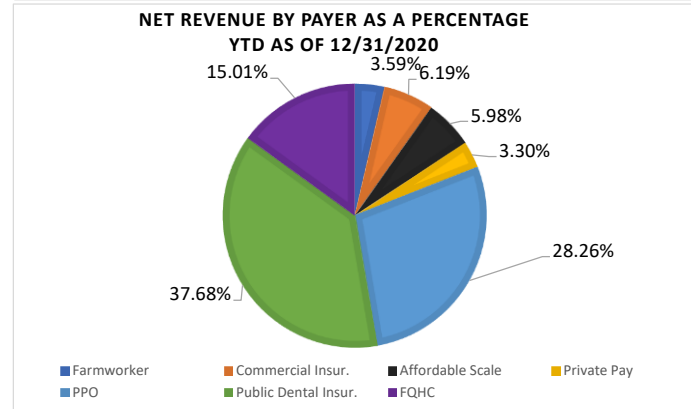
Visits by Payer -San Mateo

	Dec 20	Budget	Variance
Commercial Insurance	40	18	22
PPO	187	121	66
Private Pay	8	20	(12)
Affordable Scale	14	8	6
Farmworker	0	18	(18)
FQHC	88	61	27
Public Dental Insurance(Adult)	116	102	14
Public Dental Insurance (Child)	165	115	50
Total Visits	618	463	155



Visits by Payer -Coastside

	Dec 20	Budget	Variance
Commercial Insurance	6	9	(3)
PPO	15	30	(15)
Private Pay	1	3	(2)
Affordable Scale	35	52	(17)
Farmworker	14	6	8
Public Dental Insurance (Adult)	89	101	(12)
Public Dental Insurance (Child)	55	86	(31)
Total Visits	215	287	(72)



Avg. Income (Loss) per Visit		
	YTD	
Net Revenue per Visit	\$	179.40
Direct Cost per Visit	\$	(237.24)
Indirect Cost per Visit	\$	(100.49)

True Income (Loss) per Visit by Payer		
Payer	Avg. YTD	
Commercial Insurance	\$	(4.40)
PPO	\$	(42.47)
Public Dental Insurance	\$	(277.25)
Private Pay	\$	150.71
FQHC	\$	(38.00)
Affordable Scale	\$	51.56

* Indirect Cost only includes clinic overhead cost without fundraising and outreach expenses.

Sonrisas Dental Health Operations FY21 VS. FY20						
	Dec 20	Dec 19	Variance B(W)	YTD 21	YTD 20	Variance B(W)
Visits	833	871	(38)	4,790	5,600	(810)
San Mateo Revenue	134,840	95,407	39,433	658,261	639,042	19,219
Coastside Revenue	30,796	30,693	103	203,445	233,260	(29,815)
Total Net Revenue	165,636	126,100	39,536	861,702	872,302	(10,600)
Direct Program Cost	212,719	200,595	(12,124)	1,137,492	1,074,344	(63,148)
Indirect Program Cost	98,212	102,321	4,109	565,867	578,053	12,186
Total Cost	310,932	302,915	(8,016)	1,703,359	1,652,397	(50,962)
TOTAL	(145,296)	(176,815)	31,519	(841,657)	(780,095)	(61,562)
Dividend/Other Income	65,976	235	65,741	329,883	65,673	264,210
Donations Received	52,261	123,546	(71,285)	316,973	403,081	(86,108)
Grant from PHCD	0	75,000	(75,000)	100,000	375,000	(275,000)
OTHER INCOME	118,237	198,781	(80,544)	746,856	843,755	(96,899)
NET INCOME	(27,059)	21,965	(49,024)	(94,801)	63,660	(158,461)

Sonrisas Dental Health
 Revenues and Expenditures - Budget vs Actual
 As of December 31, 2020

As of Date: 12/31/2020
 Location: Sonrisas Dental Health
 Restriction: Unrestricted

	Month Ending 12/31/2020				Year To Date 12/31/2020			
	Actual	2020	2021 BUDGET	Budget Diff	Actual	2020	2021 BUDGET	Budget Diff
Revenue and Expenditures								
Net Program Income								
Patient Revenue								
Patient Services								
Commercial Insurance	15,462.00		9,123.92	6,338.08	66,512.00	50,752.72	15,759.28	
PPO	99,366.00		51,759.23	47,606.77	435,213.00	290,676.87	144,536.13	
Public Dental Insurance	194,816.00		158,663.33	36,152.67	1,090,874.41	877,679.61	213,194.80	
Private Pay	1,818.00		6,350.68	(4,532.68)	31,250.00	36,070.32	(4,820.32)	
Affordable Scale	17,385.00		18,609.36	(1,224.36)	91,961.00	99,477.90	(7,516.90)	
Farmworker	5,626.00		12,443.29	(6,817.29)	38,337.00	63,063.04	(24,726.04)	
FQHC	48,987.00		17,690.00	31,297.00	228,038.00	108,460.00	119,578.00	
Gross Patient Revenue	383,460.00		274,639.81	108,820.19	1,982,185.41	1,526,180.46	456,004.95	
Uncompensated Care								
Prior Period Adjustment	(2,239.98)		(1,500.00)	(739.98)	(21,382.20)	(9,000.00)	(12,382.20)	
Uncompensated Care - Commercial Insurance	(3,520.63)		(1,803.39)	(1,717.24)	(11,218.23)	(9,864.06)	(1,354.17)	
Uncompensated Care - PPO	(39,895.70)		(21,380.84)	(18,514.86)	(182,723.22)	(119,987.33)	(62,735.89)	
Uncompensated Care - Public Dental Insurance	(129,236.62)		(110,788.72)	(18,447.90)	(754,195.46)	(612,514.20)	(141,681.26)	
Uncompensated Care - Affordable Scale	(6,956.87)		(9,318.01)	2,361.14	(38,553.87)	(49,726.99)	11,173.12	
Uncompensated Care - Farmworker	(2,701.50)		(1,086.15)	(1,615.35)	(6,267.75)	(5,504.66)	(763.09)	
Uncompensated Care - FQHC	(24,408.00)		0.00	(24,408.00)	(93,946.35)	0.00	(93,946.35)	
Fee Adjustments	(8,865.07)		(2,400.00)	(6,465.07)	(12,196.77)	(14,400.00)	2,203.23	
Total Uncompensated Care	(217,824.37)		(148,277.11)	(69,547.26)	(1,120,483.85)	(820,997.24)	(299,486.61)	
Net Patient Revenue	165,635.63		126,362.70	39,272.93	861,701.56	705,183.22	156,518.34	
Total Expenses								
Direct Expenses								
Direct Personnel Expense								

Direct Program Salaries	158,895.06	168,763.32	9,868.26	854,832.40	940,589.76	85,757.36
Payroll Taxes	7,045.35	13,501.06	6,455.71	59,346.85	75,247.14	15,900.29
Unemployment Taxes	162.95	1,518.87	1,355.92	2,098.84	8,465.31	6,366.47
Benefits	5,745.20	5,563.79	(181.41)	22,294.04	30,825.81	8,531.77
401k Match	(923.33)	1,265.73	2,189.06	3,895.20	7,054.44	3,159.24
Worker's Comp	864.70	864.70	0.00	5,188.20	5,188.20	0.00
Continuing Education	0.00	125.00	125.00	179.00	1,750.00	1,571.00
License and Registration	1,118.47	863.00	(255.47)	6,569.01	5,178.00	(1,391.01)
Total Direct Personnel Expense	172,908.40	192,465.47	19,557.07	954,403.54	1,074,298.66	119,895.12
Clinic Expenses						
Sterilization Services	756.00	898.00	142.00	4,872.00	5,388.00	516.00
Shredding	67.00	67.00	0.00	402.00	402.00	0.00
Dental Supplies	20,002.35	9,288.00	(10,714.35)	88,362.28	48,384.00	(39,978.28)
Small Dental Equipment	48.85	600.00	551.15	593.67	3,600.00	3,006.33
Dental Equipment Repair	2,504.80	3,280.00	775.20	5,397.06	7,180.00	1,782.94
Lab Fees	10,376.40	3,984.86	(6,391.54)	41,586.98	22,082.18	(19,504.80)
Uniforms	0.00	37.50	37.50	107.94	225.00	117.06
PPE& Covid Related	5,049.34	8,750.07	3,700.73	40,580.83	45,587.61	5,006.78
Total Clinic Expenses	38,804.74	26,905.43	(11,899.31)	181,902.76	132,848.79	(49,053.97)
Total Direct Expenses	211,713.14	219,370.90	7,657.76	1,136,306.30	1,207,147.45	70,841.15
Indirect Expenses						
Indirect Personnel Expenses						
Salaries/Wages	42,620.32	42,161.79	(458.53)	248,248.75	245,960.34	(2,288.41)
Payroll Taxes	2,770.05	3,372.94	602.89	15,988.24	19,676.85	3,688.61
Unemployment Taxes	0.00	843.24	843.24	547.05	4,919.22	4,372.17
Benefits	1,073.05	1,512.77	439.72	3,589.50	8,770.09	5,180.59
401k Match	129.77	632.42	502.65	1,778.94	3,689.40	1,910.46
Worker's Comp	322.88	322.88	0.00	1,937.28	1,937.28	0.00
Total Indirect Personnel Expenses	46,916.07	48,846.04	1,929.97	272,089.76	284,953.18	12,863.42
Facility Expenses						
Auto Expenses	92.75	270.00	177.25	664.97	1,620.00	955.03
Building Maintenance	800.35	1,057.00	256.65	4,777.70	6,342.00	1,564.30
Janitorial Service	1,875.00	2,235.00	360.00	11,027.47	13,410.00	2,382.53
Rent	3,300.00	3,300.00	0.00	19,800.00	19,800.00	0.00
Phone/Internet	1,424.87	1,485.00	60.13	9,067.71	8,910.00	(157.71)
Utilities	2,983.55	2,315.00	(668.55)	15,743.71	13,890.00	(1,853.71)
Total Facility Expenses	10,476.52	10,662.00	185.48	61,081.56	63,972.00	2,890.44

Office Expenses						
Claims Processing	92.16	161.00	68.84	713.52	966.00	252.48
Office Exp.	0.00	0.00	0.00	(2.19)	0.00	2.19
Patient Notification	346.10	485.00	138.90	3,026.10	2,910.00	(116.10)
Office Supplies	908.72	824.00	(84.72)	5,333.95	4,944.00	(389.95)
Postage and Shipping	213.17	336.00	122.83	1,002.69	2,016.00	1,013.31
Printing Costs	0.00	100.00	100.00	152.27	600.00	447.73
Property Taxes	0.00	0.00	0.00	249.99	500.00	250.01
Dues, Fees & License	(180.00)	84.00	264.00	184.00	504.00	320.00
Employee Goodwill	1,520.92	150.00	(1,370.92)	1,817.92	956.00	(861.92)
Recruitment Expense	253.50	230.00	(23.50)	1,039.76	1,380.00	340.24
Total Office Expenses	3,154.57	2,370.00	(784.57)	13,518.01	14,776.00	1,257.99
Insurance						
Insurance - Auto	265.08	265.08	0.00	1,590.48	1,590.48	0.00
Insurance - Malpractice	717.66	658.25	(59.41)	4,285.32	3,949.50	(335.82)
Insurance - Liability & Property	678.75	701.25	22.50	4,105.16	4,207.50	102.34
Insurance - Directors & Officer Liability	373.50	345.50	(28.00)	2,164.50	2,073.00	(91.50)
Total Insurance	2,034.99	1,970.08	(64.91)	12,145.46	11,820.48	(324.98)
Fundraising Department						
Fundraising Expenses	1,164.48	25.00	(1,139.48)	3,525.75	2,299.00	(1,226.75)
Fundraising Consulting	763.25	2,250.00	1,486.75	13,743.75	13,500.00	(243.75)
Total Fundraising Department	1,927.73	2,275.00	347.27	17,269.50	15,799.00	(1,470.50)
Professional Fees						
Consultant - Professional Fees	1,740.00	0.00	(1,740.00)	13,240.00	2,500.00	(10,740.00)
Total Professional Fees	1,740.00	0.00	(1,740.00)	13,240.00	2,500.00	(10,740.00)
General						
Depreciation Expense	20,811.57	23,202.00	2,390.43	127,956.77	139,212.00	11,255.23
Marketing Expense	1,139.58	791.67	(347.91)	3,609.68	5,630.02	2,020.34
Meeting & Travel Expenses	0.00	225.00	225.00	451.81	4,704.00	4,252.19
Fees and Interest	2,626.21	849.00	(1,777.21)	6,516.65	5,094.00	(1,422.65)
Merchant Processing	612.58	840.00	227.42	4,631.35	5,040.00	408.65
Outreach Supplies	884.71	0.00	(884.71)	1,642.08	600.00	(1,042.08)
Total General	26,074.65	25,907.67	(166.98)	144,808.34	159,680.02	14,871.68
Computer expense						
Computer Support	5,288.93	3,900.00	(1,388.93)	26,775.74	23,400.00	(3,375.74)
Software Support	1,605.00	1,010.00	(595.00)	6,124.13	6,060.00	(64.13)
Total Computer expense	6,893.93	4,910.00	(1,983.93)	32,899.87	29,460.00	(3,439.87)

Total Indirect Expenses	99,218.46	96,940.79	(2,277.67)	567,052.50	582,960.68	15,908.18
Total Total Expenses	310,931.60	316,311.69	5,380.09	1,703,358.80	1,790,108.13	86,749.33
Total Net Program Income	(145,295.97)	(189,948.99)	44,653.02	(841,657.24)	(1,084,924.91)	243,267.67
Grants and Other Income						
Grants and Donations						
Fundraiser	500.00	0.00	500.00	17,044.74	8,250.00	8,794.74
Donations	4,554.03	8,000.00	(3,445.97)	25,766.45	19,500.00	6,266.45
In-Kind Donations	7,200.00	0.00	7,200.00	17,930.00	0.00	17,930.00
Incentives	0.00	0.00	0.00	0.00	0.00	0.00
Grants	40,007.29	37,500.00	2,507.29	256,231.32	225,000.00	31,231.32
Other Events	0.00	0.00	0.00	0.00	0.00	0.00
PHCD Grants	0.00	75,000.00	(75,000.00)	100,000.00	450,000.00	(350,000.00)
Total Grants and Donations	52,261.32	120,500.00	(68,238.68)	416,972.51	702,750.00	(285,777.49)
Other Income						
Estimated PPP Loan Forgiveness	65,895.00	0.00	65,895.00	329,475.00	0.00	329,475.00
Interest Income	4.53	0.00	4.53	27.33	0.00	27.33
Dividends	0.00	340.00	(340.00)	(84.69)	2,040.00	(2,124.69)
Other Income	75.85	0.00	75.85	466.78	0.00	466.78
Total Other Income	65,975.38	340.00	65,635.38	329,884.42	2,040.00	327,844.42
Total Grants and Other Income	118,236.70	120,840.00	(2,603.30)	746,856.93	704,790.00	42,066.93
Net income	(27,059.27)	(69,108.99)	42,049.72	(94,800.31)	(380,134.91)	285,334.60

Sonrisas Dental Health Balance Sheet

As of Date:

12/31/2020

Location:

Sonrisas Dental Health

Year To Date

12/31/2020

Current Year Balance

Assets

Current Assets

Cash and Cash Equivalents

11205 - Operating - Boston Private Checking	860,171.40
11210 - Operating - Boston Private Savings	110,157.54
11215 - Operating - Wells Fargo Checking	21,280.03
11600 - Petty Cash	581.41

Total Cash and Cash Equivalents	992,190.38
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Accounts Receivable, Net	198,862.27
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Other Current Assets	33,885.54
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Total Current Assets	1,224,938.19
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Long-term Assets

Property & Equipment

17300 - Improvements	1,053,510.75
17400 - Equipment	963,463.35
17500 - Furniture/Fixtures	128,033.06
17600 - Vehicle	111,934.08
17999 - Accum Depreciation	(1,309,908.14)

Total Property & Equipment	947,033.10
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Other Long-term Assets	14,732.00
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Total Long-term Assets	961,765.10
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Investments

Long Term Investments

11410 - Investment Acct. - Merrill Lynch	204,160.00
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Total Long Term Investments	204,160.00
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Total Investments	204,160.00
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Total Assets

2,390,863.29

Liabilities and Net Assets

Liabilities

Short-term Liabilities

Accounts Payable

21110 - Accounts Payable	66,292.77
22110 - Accrued Payable - General	1,521.66
23100 - Patient Prepayments	23,176.43
23200 - Patient Refunds Payable	6,978.43

Total Accounts Payable	97,969.29
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Accrued Liabilities

22210 - Accrued Payroll	94,434.45
22220 - Accrued PTO	48,016.76
22260 - Accrued HSA Fund Payable	630.35
22320 - FSA Employee Account	3,290.88

Total Accrued Liabilities	146,372.44
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Withholding Tax Payable

22230 - Accrued Payroll Taxes	37,005.55
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Total Withholding Tax Payable	37,005.55
Other Short-term Liabilities	260.33
Total Short-term Liabilities	281,607.61
Long Term Liabilities	
Notes Payable - Long Term	
28000 - PPP Loan	395,365.00
28001 - Estimated PPP Loan Forgiveness	(329,475.00)
Total Long Term Notes Payable	65,890.00
Other Long-term Liabilities	8,734.73
Total Long Term Liabilities	74,624.73
Other Liabilities	83,988.56
Total Liabilities	440,220.90
Net Assets	1,950,642.39
Total Liabilities and Net Assets	2,390,863.29

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