



## **Sonrisas Dental Health**

### **Board of Directors Closed Session**

**September 17, 2020  
6:00 PM**

The Board will host a Virtual Closed Session using Zoom  
Members of the public wishing to offer public comment at the start of the meeting may do so by joining the meeting with the link or phone number below

#### **Join Zoom Meeting:**

<https://us02web.zoom.us/j/82308986652?pwd=SkR6ZE83TmF6V0ZHcVZHTm9zcG9YZz09>

**Meeting ID: 823 0898 6652**  
**Passcode: 662547**

### **AGENDA**

1. CALL TO ORDER AND ROLL CALL – Chair Taverner
2. PUBLIC COMMENT – Chair Taverner
3. CLOSED SESSION – Chair Taverner
  - a. Pursuant to Government Code Section 54957: CEO Review with chief negotiator, Chair Nigel Taverner.
4. REPORT OUT – Chair Taverner
  - a. Any recommended actions will be reported out at the Regular Board Meeting immediately following this session
5. ADJOURN TO OPEN SESSION



**Board Meeting  
September 17th, 2020**

**6:30 PM**

**Teleconference Via Zoom**

**Join Zoom Meeting**

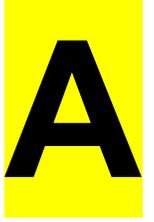
<https://us02web.zoom.us/j/86756895099>

**Meeting ID: 867 5689 5099**

**Dial In: 1 669 900 9128**

**AGENDA**

- |   |             |
|---|-------------|
| 1. CALL TO ORDER AND ROLL CALL – Chair Taverner                                 | <b>TABS</b> |
| 2. MISSION MOMENT – CEO Fecher  |             |
| 3. PUBLIC COMMENTS  |             |
| A. Report out from closed session – Chair Taverner                              |             |
| 4. APPROVAL OF BOARD MINUTES: August 20 <sup>th</sup> , 2020                    | <b>A</b>    |
| 5. REPORTS  |             |
| A. CEO Report – CEO Fecher  | <b>B</b>    |
| B. Fundraising Report – Maura LeBaron-Hsieh                                     | <b>C</b>    |
| 6. OLD BUSINESS   |             |
| A. Clinic Operations under COVID – CEO Fecher/Dr. Rothstein                     |             |
| a. Workforce COVID Testing  |             |
| B. FQHC Contract Changes with San Mateo Medical Center – CEO Fecher             |             |
| 7. NEW BUSINESS   |             |
| A. CEO Performance Review from Closed Session – Action Requested                |             |
| B. Financial Review   | <b>D</b>    |
| a. CFO Report – CFO Fama  |             |
| b. Unaudited financials for July'20 – Tina Wang                                 |             |
| C. Outreach Goals for FY21 – Dr. Bonnie Jue                                     | <b>E</b>    |
| D. Virtual October Fundraiser Update – Director Dodge                           |             |
| 8. BOARD RETREAT REVISED DATE: Action Requested - Chair Taverner/Director Young |             |
| 9. SUGGESTED AGENDA ITEMS FOR NEXT MEETING – Chair Taverner                     |             |
| 10. ADJOURN   |             |





**Board Meeting  
August 20th, 2020**

**MINUTES**

1. **CALL TO ORDER AND ROLL CALL – Chair Taverner** called the meeting to order at **6:37pm**
  - **Present:** Board Chair Nigel Taverner, Vice Chair Helen Galligan, Board Members Larry Cappel, Liz Dodge, Sheryl Young, Clyde Hinshelwood.
  - **Also Present:** CEO Tracey Fecher, CFO Cheryl Fama, Center Director Pat Kinniburgh, Dental Director Dr. Torrey Rothstein, Community Engagement Director Dr. Bonnie Jue, Director of Development Maura LeBaron-Hsieh, Sr. Accountant Tina Wang, Executive Assistant Libby Barnard
  - **Absent:** Rick Navarro

**MISSION MOMENT – Chair Taverner** opened the floor for board members to share stories about Judy Macias, former board chair and co-founder of Sonrisas, who recently died. “Sonrisas is very much raised in her image.” **CEO Fecher** shared something Judy wrote in an email to Tracey: “The founding of Sonrisas is certainly one of the proudest moments of my life, not to mention its very continuing existence despite these dire times. And Sonrisas continues to give back to me as I go through treatment for cancer. Board members, past and present, are close friends and supporters. If we are lucky, working in community forms powerful bonds.” **Director Dodge** commented on how fortunate Sonrisas and the Coastside community was to have her.

2. **PUBLIC COMMENTS** – No public in attendance.
3. **APPROVAL OF BOARD MINUTES**—**Director Cappel** motioned to approve the minutes for the board meeting on July 16<sup>th</sup>, 2020. The motion was seconded by **Director Young** and approved by roll call. Ayes: **Liz Dodge, Nigel Taverner, Helen Galligan, Sheryl Young, Larry Cappel**.

*[Director Hinshelwood joined the call at 6:41]*

4. **REPORTS**
  - CEO Report – **CEO Fecher:** No questions from board members.
  - Fundraising Report –The board congratulated Ms. LeBaron-Hsieh and the development team for their efforts in raising \$580K, including COVID-19 Relief Funding. Director Dodge was recently appointed Development Committee Chair. At the most recent committee meeting, the team was joined by Boston Private employee, Chris Ramirez, who has shown interest in helping the Sonrisas mission reach potential supporters. The team is collaborating on an “box-lunch” event idea. Sonrisas has partnered with a local wine merchant to host a virtual wine fundraising event on October 16<sup>th</sup>.

*[Dr. Bonnie Jue joined the meeting at 7:07]*

Community Engagement Director, **Dr. Bonnie Jue** apologized for being late; as soon as she heard that HMB High School was designated as a center for CNZ fire evacuees, the team put together 200 dental packs which she had just delivered.

5. **OLD BUSINESS**
  - **Clinic Operations under COVID-19 – CEO Fecher** reported that Sonrisas’ visit volume was more than budgeted. The budget assumed dentists would see an average of 7 patients per day but in practiced they are seeing 6-9 patients per day. Both patients with Medi-Cal

Dental and commercial/ PPO insurance have returned. Patient visits through FQHC were less than anticipated. In response to patient demand, Sonrisas San Mateo is seeing patients on Saturdays and the Coastside center will begin to see farmworker patients regularly instead of at a mobile location. **Dr. Rothstein** thanked the staff for their flexibility and hard work during this time.

- Both full-time hygienists have opted to go to 4 days per week, choosing to reduce work hours. As a result, Sonrisas is recruiting another hygienist. The team is also hiring dental assistants to prepare for growth as well as the possibility of multiple staff being out sick due to COVID-19.
  - **Chair Taverner** asked Dr. Rothstein to comment on how things are going with the new resident. **Dr. Rothstein** responded that the resident keeps pace with workflow, fits in well with the team and has no issues providing care for patients.
- **Workforce COVID-19 Testing**—While one staff member and their family tested positive for COVID-19 in late July, other staff members were not affected, showing the strength of SDH’s rigorous policies and protocols. **CEO Fecher** addressed questions related to staff and patient notification. While there is no requirement from the CA Department of Public Health to inform patients, the team chose to call patients who came into contact with the staff member. **Dr. Rothstein** made the calls and reported that the patients were grateful for the transparency. Prompted by CFO Fama, he also clarified that all clinical staff wear a high-grade of PPE to decrease risk of exposure.

[Director Hinshelwood left the meeting at approx. 7:30]

- **CEO Fecher** asked the board for guidance on regular COVID-19 testing for Sonrisas staff.
  - **CFO Fama** mentioned that there may be other options beyond county-facilitated testing. One assisted living facility tests 25% of its staff every seven days. **Director Cappel** was in favor of staff testing. It adds to the level of testing being completed in the community, which helps with community spread. **Director Young** proposed that the leadership team set up a budget and come up with a plan to pilot staff testing and present this plan at the next board meeting. **Vice Chair Galligan** asked if Sonrisas would have to pay for the cost of testing. **CEO Fecher** responded that the team is looking at a plan that would cover the cost of the test through staff medical insurance, but not the cost of collection. The board agreed that testing would only be effective if results can be procured quickly.
  - **Director Young** motioned to allocate up to \$50K for COVID-19 testing for staff and asked the team to present a plan at the next board meeting. The motion was seconded by Director Cappel and approved. **Ayes: Liz Dodge, Nigel Taverner, Sheryl Young, Larry Cappel. Nays: Helen Galligan**
- **Financial Model:** The team will be developing a new financial model, taking the first quarter visit volume into account, to be presented at the October Board meeting. **Chair Taverner** recommended that the board consider salary increases, and whether to back date them, at that time.

## 6. NEW BUSINESS

- **FY20 Financial Review CFO Report**—The SDH Team performance ended the financial year 91% ahead of budget, improving net income from a budgeted loss of \$350K to a loss of \$32K. This is \$250K ahead of fiscal year budget from the previous year. Visit volume was down 25%, but overall costs also decreased. Net Patient Service Revenue was \$1.45M, which is \$327K (18.4%) less than budget. Total expenses are \$358K (10.2%) under budget. Net income was \$1.68M, \$288K (21%) better than budget. **CFO Fama** commended CEO Fecher and the team for their excellence in “beating their financial model” and securing the PPP loan. **Director Young** and **Chair Taverner** thanked directors Cappel and Galligan, and CFO Fama for PHCD’s continual financial and community support. **Chair Taverner** commended Ms. Wang on the updated layout of the financials.
- **Human Resources Update** – **CEO Fecher** reported that in May, Sonrisas hired an HR

Consultant, Emily Burris, who brings 20 years of experience to the team. She has been a valuable addition and has helped revise and implement performance reviews for staff. The Employee Handbook has been reviewed and revised. Chair Taverner will review the handbook on behalf of the board in the coming weeks. **Director Young** asked whether the board needs to approve the handbook. **CEO Fecher** responded that board approval is not necessary.

- **CEO Performance Review**—In preparation, **CEO Fecher** will be submitting a self-evaluation of her performance. **Chair Taverner** will interview her direct reports; and board members will be given the opportunity to provide feedback as well. **Director Young** will help with the process. The board will hold a closed session just before the next board meeting on September 17<sup>th</sup> to complete the review.
- **FQHC Contract Change Request from San Mateo Medical Center** – Sonrisas received a formal request from SMMC to amend the FQHC contract to include some of the costs that they have been charged by other county departments. The team did a comparison of the Usual and Customary Rate, using the 174 patients seen through FQHC before COVID-19. FQHC patients were covered at \$0.66 on the dollar, whereas Medi-Cal Dental and Medi-Cal Dental with tobacco tax were \$0.16 and \$0.20 on the dollar, respectively. SMMC would like Sonrisas to pay for additional costs, such as onboarding staff, EMR license for providers, IT support, referral processing, and dentist credentialing. **CEO Fecher** requested SMMC allow that Sonrisas' current patients of record be covered under the FQHC program, and the request was well-received. While this would have a positive financial impact, it could have significant effects on Sonrisas' staff workflow—most notably, issues with IT support. It might also confuse existing patients to receive appointment reminders from SMMC, so a process for informing Sonrisas patients of the change would be needed. If the contract were to end, Sonrisas might lose those patients of record. Sonrisas would also stop seeing new adult Medi-Cal Dental fee-for-service patients, which could affect public perception. However, increased partnership with SMMC could allow an increase the number of low-income patients seen if we have another operatory. **CEO Fecher** summarized this as an opportunity for Sonrisas. She hopes to bring contract changes and terms to the board in the next couple of months for review. **Chair Taverner** agreed that it would be a good investment if the team can re-negotiate to have current Sonrisas' Medi-Cal patients of record seen through FQHC allowing us to increase patient visit capacity. **CFO Fama** suggested exploring options through Health Plan of San Mateo as well.

## 7. BOARD RETREAT IN SEPTEMBER

- The Board Nomination and Governance Committee recommended that the board use this time as a workshop to determine the role of the board during the current times, and to confirm the foundation of the board's responsibilities. **Chair Taverner** also suggested that the board discuss a capital campaign for the Coastside clinic. **Director Cappel** suggested talking about the viability of setting up the Coastside center as a FQHC. Board members requested to change the date of the meeting. *Action: Executive Assistant will send out some dates to better accommodate schedules.*

## 8. SUGGESTED AGENDA ITEMS FOR NEXT MEETING – Chair Taverner

- Closed session for CEO evaluation
- A plan for testing staff for COVID-19 positivity
- Updates on FQHC
- Update on virtual fundraising wine event

## 9. Meeting was adjourned at **8:41pm**.





**DATE:** September 14, 2020  
**TO:** SDH Board of Directors  
**FROM:** Tracey Fecher, CEO  
**RE:** **CEO Monthly Report**

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1. August Patient Visit Volume:

- August visit volume was over budget due to the clinic being open for three Saturdays out of five in the month. There were 32 Saturday appointments. Two of those days had a dentist and hygienist. The budget did not have Saturdays in the plan until October. It is noteworthy that not all of our Saturday hygienists will be returning; and our team prefers to have staff who work regularly and are familiar with our COVID-19 protocols on Saturdays.
  - i. We have been advertising for a hygienist to hire to fill the gap on Fridays in San Mateo and to work every Saturday; but there have been a low number of applicants. COVID-19 protocols have affected the practices of hygienists significantly because hand scaling must be used, which is taxing for the hygienist. While there are technology solutions being researched that would make ultrasonic instruments viable again, they are currently not recommended. As a management team, we are keeping up with dental hygiene practice trends.

	Budget	Actual	Actual vs. Budget	% of Actual Visits
Comm/PPO	148	189	41	32%
Private Pay	19	25	6	1%
Medi-Cal Dental	344	433	89	57%
Affordable Plan	54	50	(4)	7%
Farmworker	5	9	4	1%
FQHC	62	59	(3)	8%
<b>Access to Care Subtotal</b>	<b>465</b>	<b>551</b>	<b>86</b>	<b>72%</b>
<b>Total Visits</b>	<b>632</b>	<b>765</b>	<b>133</b>	

2. Workforce COVID-19 Testing:

- The team researched testing solutions with seven different companies. After exploring these options, the team chose to work with Avellino, a startup located in Menlo Park. (<https://www.avellinocoronatest.com/>) Avellino bills insurance for the cost of the test. If the claim is denied or if the employee does not have insurance, the cost of the test is \$65 to Sonrisas. There is also a \$25 fee if a submitted test sample cannot be processed. The test sample can be collected by a dentist who has been trained by Avellino.

- A pilot testing was completed on 9/10/20 with six administrative staff and the test samples were collected by Dr. Torrey. After driving the tests to Menlo Park, staff test results began to arrive within 24 hours and all results were available within 48 hours. The team learned that having an additional staff member to assist with the testing paperwork would help the time the testing takes the dentist. Additional improvements to the workflow will be tested in a larger pilot.
  - The next step is to pilot testing ~12 San Mateo clinical staff working on Tuesday, September 22<sup>nd</sup>. Dr. Torrey will administer those tests with Pat's assistance. Note all working in the test room need to be in full PPE. Two testing stations will be trialed as well.
  - After this next pilot, a schedule to test all staff either once a month or twice a month will be established. We are considering hiring a nurse to administer the test instead of taking dentist time to do the collection.
  - A survey of the staff was completed and at the time this report is being written, 22 staff have responded.
    - i. On a scale of 0 to 100, the average answer was 90 for all employees regarding their comfort with being tested. One employee answered 0 (no comfort) and two employees answered 50 and 70.
    - ii. When asked to how frequently they prefer to be tested:
      1. 18% want to be tested weekly
      2. 41% want to be tested every 2 weeks
      3. 27% want to be tested once a month
      4. 14% want to be tested less frequently than once a month
    - iii. 100% of the employees consider being tested at work a benefit to them.
    - iv. Through the anonymous survey, we received so excellent questions and feedback from the team. Here is one example of employee feedback: "It's an awesome benefit to have to be tested at work especially since we work so closely in the mouth!" And here is another point of view an employee shared: "I'm in favor of being tested as needed, rather than on a consistent basis. SDH takes all precautions carefully for the team and I feel like exposure risk is low."
3. Staffing Update:
- The team has successfully hired two full time registered dental assistants. One has the experience required for hospital dentistry and will be trained to support that program in the new calendar year. These hires are key to support the team in multiple ways, including the floater needed for COVID-19 protocols, coverage if/when a staff member is out due to COVID-19 or another reason, and the mobile and off-site programs Sonrisas runs.
  - As mentioned above, the team has been unable to recruit a part or fulltime hygienist and will continue posting for this position.
4. FQHC Contract
- Dr. Torrey will be adding an FQHC day to his schedule in September and we are adding a hygienist to the FQHC visits, which will increase our visit volume.
  - We continue to work closely with the SMMC team in three main areas: IT issues/concerns, contract revisions and expanding the contract to serve Sonrisas' current fee for service Medi-Cal Dental patients
    - i. IT issues and concerns have been defined in three main areas: VPN access, exploring the use of Sonrisas operatory computers to access their EMR and exploring the importing Sonrisas' digital x-rays to their system. The SMMC team is pursuing a meeting with their IT support departments to explore these items. There may be county wide IT policies that limit what can be accomplished. This area is the most challenging we have to overcome in partnership with SMMC.
    - ii. Contract revisions are in the works at SMMC and they will provide a draft to Sonrisas before they are sent to their contract department.



- iii. Multiple meetings to coordinate the details of expanding the contract to serve Sonrisas' current fee for service Medi-Cal Dental (MCD) patients have been held. We are working towards piloting moving ~9 of our October MCD patients to the SMMC/FQHC system.
5. Financial Trends and Actions/Decisions:
  - On Monday, September 14<sup>th</sup>, Sonrisas' current cash position was \$1,410,000, which includes the \$395K PPP.
  - After consulting with Wipfli, Sonrisas has decided to not apply for FEMA funding. FEMA is the payer of last resort and any expenses tied to Medi-Cal or another insurance payer are not eligible. That leaves private pay and affordable scale patients, which are approximately 6% of Sonrisas' patient visits. The potential reimbursement amount is too low for the effort a FEMA application requires.
  - Employee deferred Social Security Taxes: President Trump signed a Memorandum directing the Treasury Secretary to allow the deferral of the withholding, deposit, and payment of the employee portion of Social Security taxes for wages paid from September 1 through December 31, 2020. Our team reviewed the program, which is voluntary for employers to offer to their employees; and have decided to not offer it to our employees so we can focus our HR efforts elsewhere.
6. Dental Industry Trends: An article in Dr. Bicuspid published in early September reported that the COVID-19 pandemic may lead to one-fifth of Medicaid providers in private practice disenrolling from providing state/federally funded dental services to low income patients by the end of 2020. The main reason given is that double booking and scheduling tightly is a way these providers were able to financially tolerate the high no-show rate in this population. This is no longer possible with COVID-19 safety protocols.
7. Strategic Partnerships
  - Health Plan of San Mateo (HPSM): Our team provided feedback on procedures that we feel should be not require prior authorization in HPSM's Dental Integration Pilot, like they do with fee for service Medi-Cal Dental.





**DATE:** September 14, 2020

**TO:** SDH Board of Directors

**FROM:** Maura LeBaron-Hsieh, MPH, Director of Development

**RE: Development Update**

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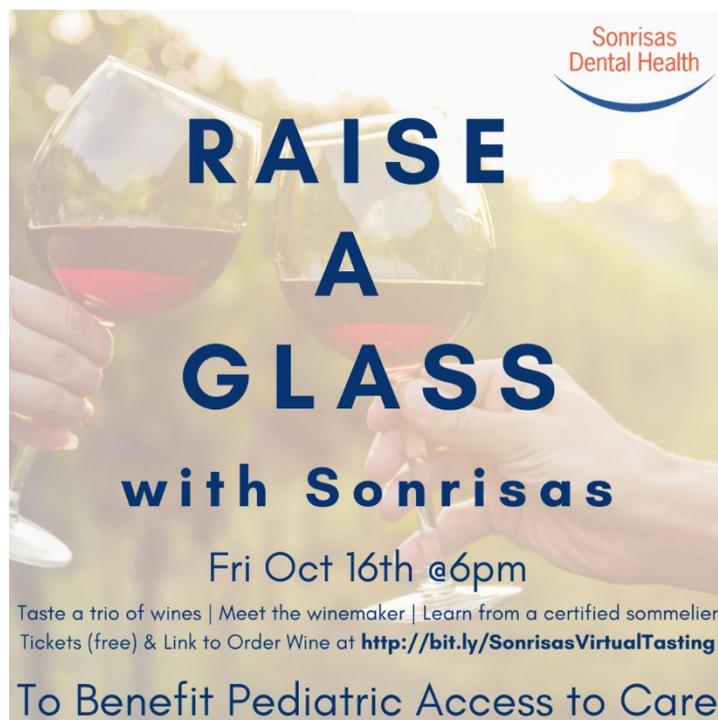
In August and September of 2020, the SDH Development Team has continued to focus on growing our slate of fundraising events and campaigns, maintaining grant seeking progress with increases as possible, and increasing our individual donor network and relationships. We also honored Judy Macias in our most recent newsletter.

1. Donations in honor of Judy Macias

- Judy and her family generously invited donations in her honor for Sonrisas. As of Monday, 9/14, SDH has received seven donations totaling \$760 in honor of Judy. Donors universally remember their long friendships with her. SDH will continue to seek ways to honor Judy's foundational and long-lasting commitment to our cause, including through our events this fiscal year.

2. Upcoming Event October 16<sup>th</sup>

- On October 16<sup>th</sup>, Sonrisas Dental Health will host a virtual wine tasting fundraiser to benefit Pediatric Access to Care.
- **A primary goal of the event is to increase our network reach on the Peninsula.** We will rely on personal and professional networking from our social media accounts, supporters, staff, and Board to maximize attendance and awareness of our cause.
- PHCD has provided access to Voler to create a pediatric patient impact video, which will kick off the donation portion of the event.
- Free tickets and information at <http://bit.ly/SonrisasVirtualTasting>
- Revenue as of Sept 14:
  - Tickets sold: 26
  - Donations: \$608 (6 donors)
  - Sponsorships: \$1,300 (1 sponsor)



### 3. Grant Seeking

- Sonrisas has been invited to apply for a second year of funding from all 5 Healthy Community Collaborative hospitals, for the same or higher amount compared to last year.
  - Notably, Stanford Hospital invited us to apply for \$61,000, an increase of \$11,000 compared to last year, so that we can continue to serve the same number of patients, despite the increased costs associated with COVID-19
- We continue to pursue relationships with additional funders whose interest aligns with our current programming (e.g. the Sobrato Family Foundation), as well as to research funders supporting new areas of programming for community engagement and outreach, including senior programming, healthcare workforce development, and others.

### 4. SDH Donor Network and Relationships

- The SDH Board Development Committee's work takes place in tandem with the staff Donor Relations Team (Maura and Tracey).
- Key activities of the Donor Relations Team so far:
  - Reviewed data from our existing donors and interviewed Board Development Committee members to identify promising mid-level and higher donors with whom to develop or revive relationships
  - Identified pathways for approaching these donors
  - Began outreach with contacts
  - Developing internal systems for tracking engagement and follow-ups





**DATE:** September 13, 2020  
**TO:** SDH Board of Directors  
**CC:** Cheryl Fama, CFO  
**FROM:** Tina Wang, Senior Accountant  
**RE:** **July Unaudited Financials and YTD Performance to Budget**

### July PERFORMANCE:

- Our new accounting system, Sage Intacct, went live on July 1<sup>st</sup> as planned. The financial reports are in a slightly different format due to the new system.
- Incentive checks totaling \$83,300 was received in July for services rendered in 2019. The amount has been reclassified and accrued to last year's revenue. Last year's net income is now positive.
  - A. Revenue: Net Patient Revenue was \$120,501**
    1. Total gross revenue was \$279,298- 42% better than budget.
    2. 699 visits –164 visits better than budget.
    3. Total deduction was **(\$158,797)** – 57% of gross revenue.
  - B. Donations/Grants & Other Income: \$126,589**
    1. \$7,951 unrestricted funds received from Coastside Gives; \$600 from the virtual Paella Event; \$13,353.85 from Stanford Health Care to support PPE costs; \$28,338 released from restricted grant; \$75,000 from PHCD; \$600 donation received for school screening; \$835 from individual donors for general support; and a \$89 loss from the investment account.
  - C. Total Expense: (\$259,787) - \$18,981 better than budget.**
    1. Direct Expense: **(\$164,463)** -\$20,082 better than budget mainly from personnel expense. In July, not all employees returned, also several providers adjusted their work hours, and a few were on EFMLA. Dental supplies and lab fees were slightly higher due to more patient visits.
    2. Indirect Expenses: **(\$95,325)** – **(\$1,101)** worse than budget due to a combination of savings in facility expense and additional spending in computer support.
  - D. Net Income: \$(12,697)**

**July PERFORMANCE TO BUDGET:** July net income is **\$60,645** better than budget. Cash-flow is **\$60,374** better than the budget. PHCD grant received to date is **\$75,000**.

	July Actual	July Budget	Performance
<i>Visits</i>	699	535	164
Gross Patient Revenue	\$279,298	\$196,498	42%
Uncompensated Care (Deductions)	<b>(\$158,797)</b>	<b>(\$105,913)</b>	<b>(49%)</b>
Grants/Donations/Other Income	\$126,589	\$114,840	10%
Direct Cost	<b>(\$164,462)</b>	<b>(\$184,544)</b>	11%
Indirect Cost	<b>(\$95,325)</b>	<b>(\$94,224)</b>	<b>(1%)</b>
<b>Net Income</b>	<b>\$(12,697)</b>	<b>(\$73,343)</b>	84%
<i>Non-cash items adj.</i>			
Depreciation	\$22,931	\$23,202	1%
<b>Est. Cash-flow</b>	<b>\$10,233</b>	<b>(\$50,141)</b>	<b>+120%</b>

Visits by Center

	Jul 20	Budget	Variance
San Mateo Visits	533	410	123
Coastside Visits	166	125	41
<b>Total Visits</b>	<b>699</b>	<b>535</b>	<b>164</b>

Visits by Payer -San Mateo

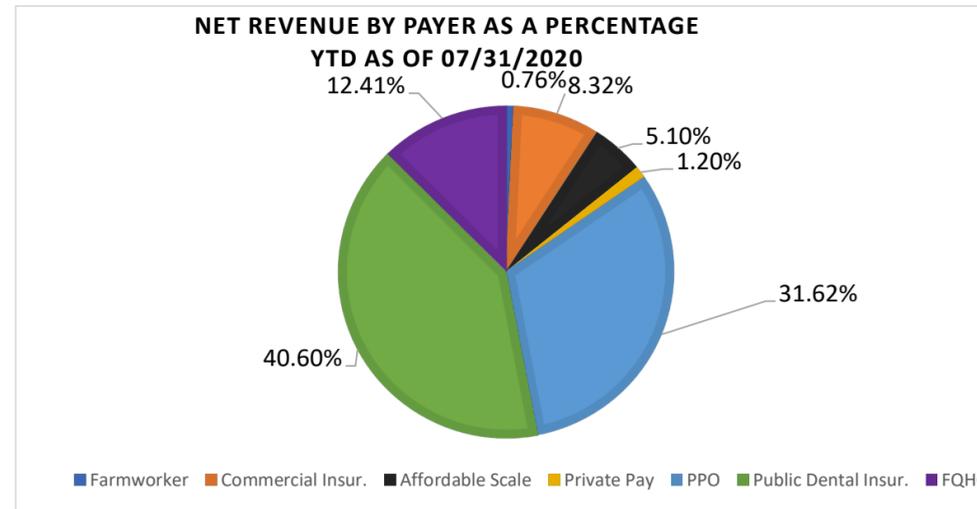
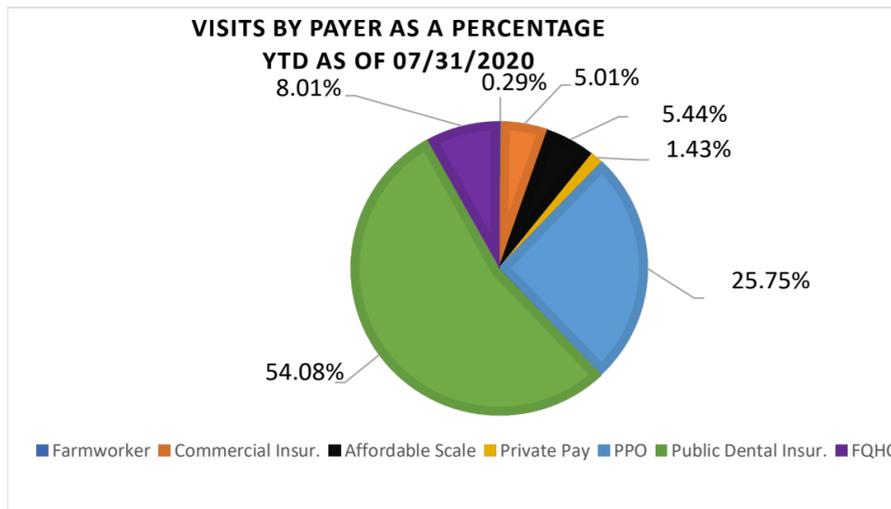
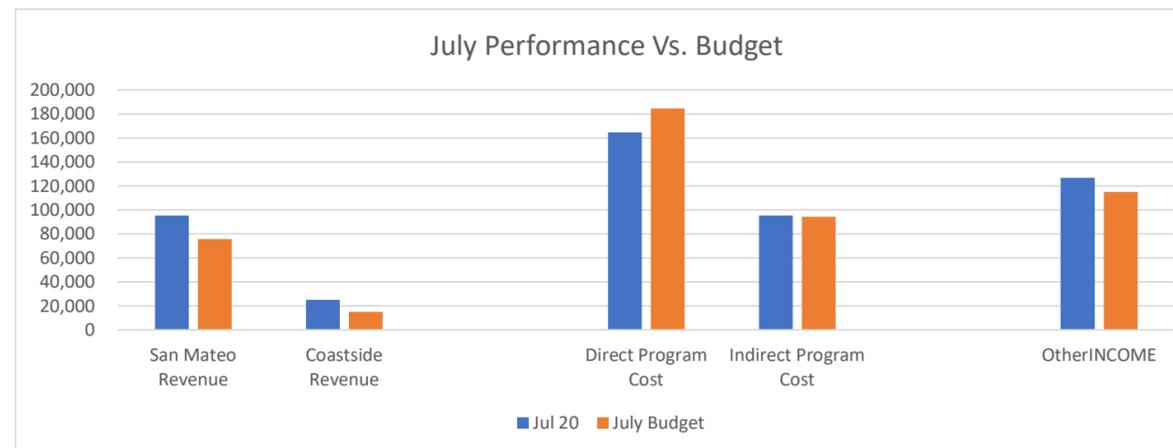
	July 20	Budget	Variance
Commercial Insurance	30	17	13
PPO	162	109	53
Private Pay	10	18	(8)
Affordable Scale	13	8	5
Farmworker	2		2
FQHC	56	62	(6)
Public Dental Insurance	93	92	1
	167	104	63
<b>Total Visits</b>	<b>533</b>	<b>410</b>	<b>123</b>

Visits by Payer -Coastside

	July 20	Budget	Variance
Commercial Insurance	5	4	1
PPO	18	13	5
Private Pay		1	(1)
Affordable Scale	25	23	2
Farmworker		3	(3)
Public Dental Insurance (Ad	54	44	10
Public Dental Insurance (Chi	64	37	27
<b>Total Visits</b>	<b>166</b>	<b>125</b>	<b>41</b>

Sonrisas Dental Health Operations

	Jul 20	July Budget	B(W)
San Mateo Revenue	95,445	75,581	19,864
Coastside Revenue	25,056	15,004	10,052
<b>Total Net Revenue</b>	<b>120,501</b>	<b>90,585</b>	<b>29,916</b>
<b>Direct Program Cost</b>	<b>164,462</b>	<b>184,544</b>	<b>20,082</b>
<b>Indirect Program Cost</b>	<b>95,325</b>	<b>94,224</b>	<b>(1,101)</b>
<b>Total Cost</b>	<b>259,787</b>	<b>278,768</b>	<b>18,981</b>
<b>TOTAL</b>	<b>(139,286)</b>	<b>(188,183)</b>	<b>48,897</b>
Dividend/Other Income	89	340	(429)
Donations Received	51,678	39,500	12,178
Grant from PHCD	75,000	75,000	-
<b>OTHER INCOME</b>	<b>126,589</b>	<b>114,840</b>	<b>11,749</b>
			-
<b>NET INCOME</b>	<b>(12,697)</b>	<b>(73,343)</b>	<b>60,646</b>



Avg. Income (Loss) per Visit	
	YTD
Net Revenue per Visit	\$ 172.39
Direct Cost per Visit	\$ (235.28)
Indirect	\$ (136.37)
Net Income per Visit	\$ (199.26)

True Income (Loss) per Visit by Payer	
Payer	Avg. YTD
Commercial Insurance	\$ (22.17)
PPO	\$ (100.49)
Public Dental Insurance	\$ (349.85)
Private Pay	\$ 50.27
Affordable Scale	\$ 25.90

Sonrisas Dental Health Operations FY21 VS. FY20						
	July 20	July 19	Variance B(W)	YTD 21	YTD 20	Variance B(W)
<b>Visits</b>	<b>699</b>	<b>963</b>	<b>(264)</b>	<b>699</b>	<b>963</b>	<b>(264)</b>
<b>San Mateo Revenue</b>	95,445	103,976	\$ (8,531)	95,445	103,976	\$ (8,531)
<b>Coastside Revenue</b>	25,056	34,980	\$ (9,924)	25,056	34,980	\$ (9,924)
<b>Total Net Revenue</b>	120,501	138,956	\$ (18,455)	120,501	138,956	\$ (18,455)
<b>Direct Program Cost</b>	164,462	160,634	\$ (3,828)	164,462	160,634	\$ 3,828
<b>Indirect Program Cost</b>	95,325	107,847	\$ 12,522	95,325	107,847	\$ (12,522)
<b>Total Cost</b>	259,787	268,482	\$ 8,694	259,787	268,482	\$ (8,695)
<b>TOTAL</b>	<b>(139,286)</b>	<b>(129,526)</b>	<b>\$ (9,760)</b>	<b>(139,286)</b>	<b>(129,526)</b>	<b>\$ (9,760)</b>
<b>Dividend/Other Income</b>	89	33,103	\$ (33,192)	89	33,103	\$ (33,192)
<b>Donations Received</b>	51,678	39,307	\$ 12,371	51,678	39,307	\$ 12,371
<b>Grant from PHCD</b>	75,000	75,000	\$ -	75,000	75,000	\$ -
<b>OTHER INCOME</b>	126,589	147,409	\$ (20,820)	126,589	147,409	\$ (20,820)
<b>NET INCOME</b>	<b>(12,697)</b>	<b>17,883</b>	<b>\$ (30,580)</b>	<b>(12,697)</b>	<b>17,883</b>	<b>\$ (30,580)</b>

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

As of Date:

07/31/2020

Location:

Sonrisas Dental Health

Restriction:

Unrestricted

	Month Ending		
	Actual	2020 2021 BUDGET	Budget Diff
<b>Revenue and Expenditures</b>			
<b>Revenue</b>			
<b>Patient Revenue</b>			
<b>Patient Services</b>			
Commercial Insurance	12,476.00	6,829.08	5646.92
PPO	66,695.00	41,711.20	24983.80
Public Dental Insurance	159,268.71	113,482.48	45786.23
Private Pay	2,042.00	5,553.86	(3511.86)
Affordable Scale	10,955.00	9,583.43	1371.57
Farmworker	534.00	1,357.57	(823.57)
FQHC	27,327.00	17,980.00	9347.00
<b>Gross Patient Revenue</b>	<b>279,297.71</b>	<b>196,497.62</b>	<b>82800.09</b>
<b>Uncompensated Care</b>			
Prior Period Adjustment	(5,724.08)	(1,500.00)	(4224.08)
Uncompensated Care - Commercial Insurance	(1,973.40)	(1,169.57)	(803.83)
Uncompensated Care - PPO	(26,779.80)	(17,137.36)	(9642.44)
Uncompensated Care - Public Dental Insurance	(108,012.05)	(78,878.08)	(29133.97)
Uncompensated Care - Affordable Scale	(4,520.00)	(4,709.06)	189.06
Uncompensated Care - Farmworker	410.50	(118.50)	529.00
Uncompensated Care - FQHC	(11,667.00)	0.00	(11667.00)
Fee Adjustments	(531.00)	(2,400.00)	1869.00
<b>Total Uncompensated Care</b>	<b>(158,796.83)</b>	<b>(105,912.57)</b>	<b>(52884.26)</b>
<b>Net Patient Revenue</b>	<b>120,500.88</b>	<b>90,585.05</b>	<b>29915.83</b>
<b>Grants and Donations</b>			
Donations	834.76	2,000.00	(1165.24)
Incentives	0.00	0.00	0.00
Grants	42,292.45	112,500.00	(70207.55)
Other Events	8,550.58	0.00	8550.58
PHCD Grants	75,000.00	0.00	75000.00
<b>Total Grants and Donations</b>	<b>126,677.79</b>	<b>114,500.00</b>	<b>12177.79</b>
<b>Total Revenue</b>	<b>247,178.67</b>	<b>205,085.05</b>	<b>42093.62</b>
<b>Total Expenses</b>			
<b>Direct Expenses</b>			
<b>Direct Personnel Expense</b>			
Direct Program Salaries	131,812.56	144,766.60	12954.04
Payroll Taxes	9,681.75	11,581.32	1899.57
Unemployment Taxes	282.81	1,302.90	1020.09
Benefits	(1,883.95)	4,589.10	6473.05
401k Match	1,137.06	1,085.75	(51.31)
Worker's Comp	864.70	1,187.58	322.88
Continuing Education	0.00	125.00	125.00
License and Registration	445.53	863.00	417.47
<b>Total Direct Personnel Expense</b>	<b>142,340.46</b>	<b>165,501.25</b>	<b>23160.79</b>
<b>Clinic Expenses</b>			
Sterilization Services	756.00	898.00	142.00
Shredding	67.00	67.00	0.00
Dental Supplies	10,925.47	7,440.00	(3485.47)
Small Dental Equipment	0.00	600.00	600.00
Dental Equipment Repair	0.00	780.00	780.00
Lab Fees	5,931.18	2,774.43	(3156.75)
Uniforms	0.00	37.50	37.50
PPE& Covid Related	4,441.81	6,445.80	2003.99
<b>Total Clinic Expenses</b>	<b>22,121.46</b>	<b>19,042.73</b>	<b>(3078.73)</b>
<b>Total Direct Expenses</b>	<b>164,461.92</b>	<b>184,543.98</b>	<b>20082.06</b>

Indirect Expenses			
Indirect Personnel Expenses			
Salaries/Wages	41,678.62	39,824.99	(1853.63)
Payroll Taxes	3,075.42	3,186.01	110.59
Unemployment Taxes	158.48	796.50	638.02
Benefits	(366.16)	1,373.96	1740.12
401k Match	306.54	597.38	290.84
Worker's Comp	322.88	0.00	(322.88)
Total Indirect Personnel Expenses	45,175.78	45,778.84	603.06
Facility Expenses			
Auto Expenses	84.51	270.00	185.49
Building Maintenance	775.35	1,057.00	281.65
Janitorial Service	0.00	2,235.00	2235.00
Rent	3,300.00	3,300.00	0.00
Phone/Internet	1,007.96	1,485.00	477.04
Utilities	2,282.25	2,315.00	32.75
Total Facility Expenses	7,450.07	10,662.00	3211.93
Office Expenses			
Claims Processing	119.76	161.00	41.24
Office Exp.	804.64	840.00	35.36
Patient Notification	255.00	485.00	230.00
Office Supplies	878.03	824.00	(54.03)
Postage and Shipping	0.00	336.00	336.00
Printing Costs	0.00	100.00	100.00
Property Taxes	249.99	0.00	(249.99)
Dues, Fees & License	4.00	84.00	80.00
Employee Goodwill	5.00	150.00	145.00
Recruitment Expense	0.00	230.00	230.00
Total Office Expenses	2,316.42	3,210.00	893.58
Insurance			
Insurance - Auto	265.08	265.08	0.00
Insurance - Malpractice	765.00	658.25	(106.75)
Insurance - Liability & Property	688.91	701.25	12.34
Insurance - Directors & Officer Liability	345.50	345.50	0.00
Total Insurance	2,064.49	1,970.08	(94.41)
Fundraising Department			
Fundraising Expenses	0.00	175.00	175.00
Fundraising Consulting	3,009.00	2,250.00	(759.00)
Total Fundraising Department	3,009.00	2,425.00	(584.00)
Professional Fees			
Consultant - Professional Fees	1,920.00	0.00	(1920.00)
Total Professional Fees	1,920.00	0.00	(1920.00)
General			
Depreciation Expense	22,930.81	23,202.00	271.19
Marketing Expense	2,003.77	991.67	(1012.10)
Meeting & Travel Expenses	71.92	225.00	153.08
Fees and Interest	554.68	849.00	294.32
Merchant Processing	421.79	0.00	(421.79)
Total General	25,982.97	25,267.67	(715.30)
Computer expense			
Computer Support	5,750.11	3,900.00	(1850.11)
Software Support	1,656.13	1,010.00	(646.13)
Total Computer expense	7,406.24	4,910.00	(2496.24)
Total Indirect Expenses	95,324.97	94,223.59	(1101.38)
Total Total Expenses	259,786.89	278,767.57	18980.68
Other Income			
Interest Income	4.53	0.00	4.53
Dividends	(93.61)	340.00	(433.61)
Total Other Income	(89.08)	340.00	(429.08)
Net income	(12,697.30)	(73,342.52)	60645.22

## Sonrisas Dental Health Balance Sheet

As of Date:

07/31/2020

Location:

Sonrisas Dental Health

Year To Date

07/31/2020

Year To Date  
Year Balance

### Assets

#### Current Assets

##### Cash and Cash Equivalents

11205 - Operating - Boston Priv: 1,136,733.53

11210 - Operating - Boston Priv: 110,134.74

11215 - Operating - Wells Fargo 21,280.03

11600 - Petty Cash 581.41

Total Cash and Cash Equivalents 1,268,729.71

Accounts Receivable, Net 193,470.59

Other Current Assets 29,461.70

Total Current Assets 1,491,662.00

#### Long-term Assets

##### Property & Equipment

17300 - Improvements 1,053,510.75

17400 - Equipment 951,315.55

17500 - Furniture/Fixtures 128,033.06

17600 - Vehicle 111,934.08

17999 - Accum Depreciation 179 (1,204,882.18)

Total Property &amp; Equipment 1,039,911.26

Other Long-term Assets 17,119.60

Total Long-term Assets 1,057,030.86

#### Investments

##### Long Term Investments

11410 - Investment Acct. - Merri 204,126.34

Total Long Term Investments 204,126.34

Total Investments 204,126.34

### Total Assets

2,752,819.20

### Liabilities and Net Assets

#### Liabilities

##### Short-term Liabilities

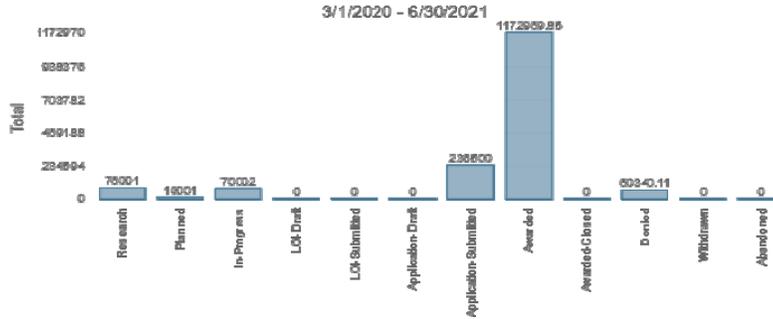
Accounts Payable

21110 - Accounts Payable	72,233.69
21210 - Credit Card Payable	5,308.85
22110 - Accrued Payable - Ger	4,021.66
23100 - Patient Prepayments	18,588.05
23200 - Patient Refunds Payat	4,301.10
Total Accounts Payable	104,453.35
Accrued Liabilities	
22210 - Accrued Payroll	91,375.33
22220 - Accrued PTO	48,016.76
22250 - Accrued 401k Funds F	2,724.42
22255 - Accrued 401k Match F	1,631.42
22260 - Accrued HSA Fund Pa	344.57
Total Accrued Liabilities	144,092.50
Withholding Tax Payable	
22230 - Accrued Payroll Taxes	26,180.96
Total Withholding Tax Payable	26,180.96
Other Short-term Liabilities	260.33
Total Short-term Liabilities	274,987.14
Long Term Liabilities	
Notes Payable - Long Term	
28000 - PPP Loan	395,365.00
Total Long Term Notes Payable	395,365.00
Total Long Term Liabilities	395,365.00
Other Liabilities	35,147.47
Total Liabilities	705,499.61
Net Assets	2,047,319.59
<b>Total Liabilities and Net Assets</b>	<b>2,752,819.20</b>

Created on: 09/12/2020 11:47 AM PDT

## Sonrisas Dental Health FY20-21 Grantseeking Update

### Opportunities By Status



Grantseeking Chart and data table produced via SDH's new Grant Hub system. This report requires minimal hands-on time to create.

Please share your feedback & suggestions for improvement!

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	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
America's ToothFairy: National Childrens Oral Health Foundation	2020 April Tooth Fairy In The Gap	Access to Care Children	3/31/2020	\$500		Application-Submitted
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
Patterson Foundation	2020 Patterson Application	School Screenings, Access to Care Children	5/3/2020	\$35,000		Application-Submitted
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		Application-Submitted
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		Application-Submitted
Dignity Health-Sequoia Hospital	2021 Dignity Health Grant	Seniors	7/31/2020	\$20,000		Application-Submitted
Gellert Foundation	2020 Gellert Foundation Grant	Capital Project	8/14/2020	\$30,000		Application-Submitted
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
Stanford Health Care	FY 20-21 Stanford Grant	Access to Care	8/21/2020	\$61,000		Application-Submitted
Network for Good, Inc.	FY 20-21 Network For Good RFP	General Operations	9/15/2020	\$5,000		Application-Submitted
Kaiser Permanente Community Health	2021 Kaiser Community Grant	Access to Care	9/16/2020	\$40,000		Application-Submitted
American Academy of Pediatric Dentistry	FY 20-21 AAPD Grant	School Screenings, Access to Care Children	9/18/2020	\$20,000		In-Progress
Henry Schein Cares Foundation Inc	2021 Henry Schein Grant	Materials and Supplies	9/30/2020	\$50,000		In-Progress
Mattel Children's Foundation	FY 20-21 Mattel Grant	School Screenings, Access to Care Children	9/30/2020	\$1,000		Research
Touchpoint Foundation	FY20-21 TouchPoint Foundation Grant	Access to Care, Seniors	10/1/2020	\$10,000		Planned
Chan Zuckerberg Initiative Foundation	FY20-21 CZI Community Fund			\$75,000		Research
Coastside Women's Club	FY20 Coastside GO Grant	General Operations				Research
<b>Totals</b>				<b>\$1,597,456</b>	<b>\$1,172,970</b>	<b>32</b>

FY20-21 Grant & Restricted Funds ACCOUNTING Update

Funder	Date Awarded	Amount	Received	Not Yet Received	Period	Program	Center
California Wellness Foundation	8/13/2018	\$ 250,000	\$ 250,000	\$ -	Aug 18-Jul 21	Adults/Seniors	SM/CS
Peninsula Health Care District	10/25/2018	\$ 1,300,000	\$ 1,300,000	\$ -	Jan 19-Jun 20	ATC	SM
Sequoia Healthcare District	2/6/2019	\$ 150,000	\$ 150,000	\$ -	Feb 19-Feb 20	SHD Residents	SM
Healthy Smiles, Healthy Children (AAPD*)	6/28/2019	\$ 20,000	\$ 20,000	\$ -	July 19-Jun 20	School Screenings and treatment	SM/CS
Delta Dental Community Foundation	8/20/2019	\$ 20,000	\$ 20,000	\$ -	July 19-Jun 20	ATC	SM/CS
Sutter Health Mills Peninsula Hospital	10/28/2019	\$ 20,000	\$ 20,000	\$ -	Jan 19-Dec 19	School Screenings and treatment	SM
City of HMB	9/30/2019	\$ 10,000	\$ 10,000	\$ -	July 19-Jun 20		CS
Stanford Hospital	9/23/2019	\$ 50,000	\$ 50,000	\$ -	Sept 19-Aug 20	ATC	SM/CS
Kaiser Hospital	9/24/2019	\$ 40,000	\$ 40,000	\$ -	Oct 19-Sept 20	ATC	SM/CS
Lucille Packard Hospital	1/9/2020	\$ 40,000	\$ 40,000	\$ -	Sept 19-Aug 20	ATC and School Screenings	SM
Sandhill Foundation	12/3/2019	\$ 40,000	\$ 40,000	\$ -	Dec 19-Nov 20	ATC	SM/CS
Dignity Health Sequoia Hospital	9/6/2019	\$ 20,000	\$ 20,000	\$ -	Jan 20-Dec 20	School Screenings	SM
Tooth Fairy-Gap	12/18/2019	\$ 500	\$ 500	\$ -	Dec-19	Case for a Child	SM
Philanthropic Ventures	2/20/2020	\$ 10,000	\$ 10,000	\$ -	March 20- March 21	Oral Health Virtual Program	SM/CS
Sunlight Giving	2/20/2020	\$ 50,000	\$ 50,000	\$ -	March 20- March 21	General Operating Support	SM/CS
California Wellness Foundation	3/30/2020	\$ 10,000	\$ 10,000	\$ -	May-20	General Operating Support / COVID	SM/CS
Atkinson Foundation	1/23/2020	\$ 10,000	\$ 10,000	\$ -	March 20- March 21	General Operating Support	SM/CS
Rolo Fund via Silicon Valley Community Found	3/30/2020	\$ 12,500	\$ 12,500	\$ -	Apr-20	General Operating Support	CS
Hurlbut -Johnson Fund via Valley Community F	3/30/2020	\$ 34,000	\$ 34,000	\$ -	Apr-20	General Operating Support	SM/CS
Lucille Packard Children's Hospital	5/5/2020	\$ 10,000	\$ 10,000	\$ -	May-20	General Operating Support	SM/CS
Sunlight Giving	6/2/2020	\$ 30,000	\$ 30,000	\$ -	Jun 2020-May 2021	General Operating Support / COVID R	SM/CS
SVCF Bay Area Nonprofit Relief Fund	4/22/2020	\$ 20,000	\$ 20,000	\$ -	7 months	General Operating Support / COVID-19	SM/CS
City of Half Moon Bay - Government Grant	6/1/2020	\$ 20,000	\$ 20,000.00	\$ -	6/01/2020-05/31/202	COVID-19 Relief	CS
Sutter Health Mills Peninsula Hospital	4/15/2020	\$ 20,000	\$ 20,000.00	\$ -	Jan 20-Dec 20	ATC and School Screenings	SM
Delta Dental Community Foundation COVID-19	4/27/2020	\$ 5,000	\$ 5,000	\$ -	May-20	General Operating Support	SM/CS
Health and Human Services Federal Funding	7/16/2020	\$ 34,616	\$ 34,616	\$ (0)	Aug-20	COVID-19 Relief	SM/CS
Standford Health Care	8/14/2020	\$ 13,354	\$ 13,354	\$ -	Aug-20	Financial Support on PPE Purchase	SM
Peninsula Health Care District	7/1/2020	\$ 900,000	\$ 150,000	\$ 750,000	July 20-June 21	ATC and Operating Support	SM

<b>Total</b>	<b>\$ 3,139,970</b>	<b>\$ 2,389,969.85</b>	<b>\$ 750,000</b>
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**DATE:** September 17, 2020

**TO:** SDH Board of Directors

**FROM:** Bonnie Jue, DDS

**RE:** **Community Engagement FY 2019/20 Outcomes Summary and FY 2020/21 Outcomes Goals**

### FY 2019/20 Community Engagement OUTCOMES

SCHOOL SCREENINGS			
	Annual Goal	<i>SCHEDULED before COVID</i>	Actual
TOTAL # Students SERVED	<b>1,000</b>		<b>1,018</b>
# Students Screened	700	1,200	340
# Health Education Only	300		651
# Sealants	0		27
# Schools	<b>7</b>	9	<b>5</b>
# Districts Served	<b>5</b>	6	<b>4</b>

Event Data		
	Annual Goal	Actual
Mobile Service Visits (Public)		<b>5</b>
Mobile Service Visits (Commercial)		<b>1</b>
Community Events (Public)	4	<b>8</b>
Community Events (Commercial)	4	<b>5</b>
Oral Health Presentations (In-person)	4	<b>5</b>
# Outreach "touches"	1,000	<b>1,117</b>

Oral Health Kits			
	In-Person	TO-GO	TOTAL
Kids Toothbrush Kits	840	920	<b>1,760</b>
Adult Toothbrush Kits	630	230	<b>860</b>

Volunteers		
	Annual Goal	Actual
# Volunteers recruited for community activities	20	<b>32</b>
# Volunteer hours	100	<b>86</b>

SENIORS / OLDER ADULTS			
	Annual Goal		Actual
# Seniors Served			180

Virtual Oral Health Education (April-June 2020)	
Total # Schools served (presentations & toothbrush kits)*	13
# Schools that participated in presentations	6
# Schools that received Toothbrush Kits	8
Total # SMC School Districts served (presentations & toothbrush kits)	10
# Children that attended live Zoom presentations	346
# Toothbrushes to Go - Kids	920
# Toothbrushes to Go - Adults	230
# Clicks on Oral Health Videos**	236
*Hatch participated in both presentation and kits	
**Total clicks across 6 oral health presentation in Spanish and English through June 2020	

### HIGHLIGHTS FROM FY 2019/20 OUTCOMES

Even with the disruption of the pandemic, Sonrisas Dental Health (SDH) still managed to serve 1,018 children and meet its target goal for FY 2019/20.

- SCHOOL SCREENINGS
  - The goal to procure funding for 700 dental screenings was exceeded by over 40%, as SDH raised enough capital from grant awards and individual donations from the Coastside community to screen 1,200 students in San Mateo County.
  - Although only 340 of the 1,200 planned screenings were completed before schools closed in mid-March, SDH pivoted to create a Virtual Oral Health Program (both community education and SDH patient health coaching) which funders appreciated and subsequently approved of funding re-allocation from originally proposed school screenings to virtual education activities and Access to Care clinical expenses for existing SDH patients.
- SENIORS/OLDER ADULTS
  - Even though no outcome goals for Seniors/Older Adults Outreach had been set for the prior year, approximately 180 older adults were served through oral health presentations, such as the one given at Moonridge Senior Housing in HMB for their Spanish-speaking residents, as well as, the well-attended Sutter Health Mills-Peninsula Medical Center Diabetes Education Symposium.



- Overall, approximately:
  - \$100,000 in grant funding was procured to support SDH outreach activities in FY 2019/20.
  - After seeing how smoothly SDH was conducting the school screening program in her school district, a superintendent awarded SDH an additional \$20,000 to cover clinical dental procedures for 49 more SDH patients.
  - \$40,000 worth of dental equipment was donated from UCSF and local dentists, which SDH has been able to use for both community and clinical activities.
  - \$13,000 of volunteer hours had been contributed by dental professionals, dental students, pre-dental college students, and community volunteers for both outreach activities and clinical support.
    - Note: the community volunteer hours tally above does not reflect the 600 plus hours of clinical support that had also been provided.
  - Through our collaborative relationship with the San Mateo County Oral Public Health Program, SDH received over \$7,000 through their donation of dental supplies, 1,400 toothbrush kits, and funds to facilitate the production of SDH's educational videos during Shelter-in-Place.

### FY 2020/21 Community Engagement Outcomes GOALS

STUDENTS		
	Annual Goal	Last Yr. Goal
TOTAL # Students Served with Screenings and/or Virtual Presentations	800	1,000
- Screened no CC	200	
- Screened w/ CC	100	
-Screened w/ CC and FV	200	
-Attend Virtual Presentations	300	
# Schools Served	7	7
# Districts Served	5	5
# Toothbrush Kits	1,000	800

Event Data		
	Annual Goal	Last Yr. Goal
EDUCATIONAL VIDEOS (in lieu of in-person presentations)	4	4
Community Events (Public)	2	4
Community Events (Commercial)	2	4
# Outreach "touches"	1,000	1,000

SENIORS / OLDER ADULTS		
	Annual Goal	Last Yr. Goal
# Seniors Served with Education Presentations and/or Screenings	100	
# Senior Facilities Served	5	
# Toothbrush Kits	1,000	

Volunteers		
	Annual Goal	Last Yr. Goal
# Volunteers recruited for community activities	5	20
# Volunteer hours	20	100



### **PLANS FOR COMMUNITY ENGAGEMENT PROGRAMS IN FY 2020/21**

Utilizing various delivery models, SDH will continue to coordinate and provide dental screenings for elementary school students in San Mateo County, dependent on protocols for on-campus activities.

Once school campuses are open to visitors/vendors again, SDH may conduct dental screenings outdoors, near the classrooms of participating students. This model would increase the safety of delivering this service but would also result in increased overhead costs due to the ongoing precautions that would be taken under Covid-related circumstances.

While school campuses are still closed, SDH will continue to administer our Virtual Oral Health Education program activities, such as live presentations in virtual classrooms and video production. We will also be developing alternative methods to provide oral health screenings in the form of “drive-through” access. These “mobile” screenings will be piloted in the Sonrisas San Mateo parking area and/or local school/community organization parking lots.

This year, we will also focus on another important segment of SDH’s mission – providing oral health education and care for seniors/older adults in our community. With the increased challenges caused by the pandemic, older adults and frail elderly are particularly susceptible to the negative impact of social isolation and limited access to health care. SDH will collaborate with community partners to develop programs that will assist families and organizations that serve this population with referral to dental care, as well as provision of oral health education and maintenance supplies to seniors and their caregivers.