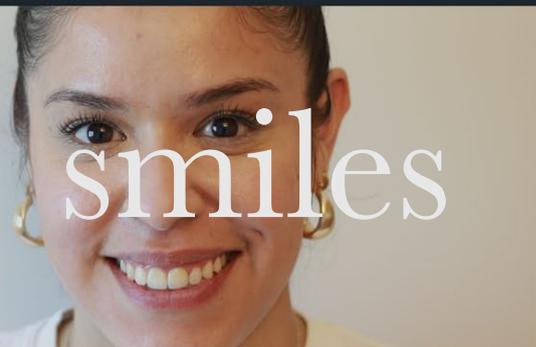


sonrisas





Nigel Taverner | Tracey Carillo Fecher



Dear Sonrisas Family,

Sonrisas Dental Health continues to thrive, increasing our reach and our services to patients and the community, despite the challenges of the ongoing pandemic. This is a testament to not just our wonderful staff and supporters but also the seemingly infinite demand for affordable dental care in San Mateo County. This year we are providing over 14,000 clinic visits for almost 5,000 children and adults, as well as dental screenings and oral health education for 2,000 students at low-income schools in San Mateo County.

We have a vision: that every adult and child in San Mateo County has a dental home, including those with physical, developmental, or economic challenges. Dr. Sará King, a social justice leader, said “If you have a body, you deserve

Sonrisas Dental Health, Inc. is a non-profit dental center dedicated to providing access to quality dental care and oral health education to our community. We provide these services with dignity, respect and compassion. We offer two convenient locations in Half Moon Bay and San Mateo.

well-being.” Our San Mateo County neighbors deserve that well-being and oral health is essential to overall health. So many San Mateo County residents don’t have access to routine dental care, like getting their teeth cleaned or a cavity filled, even when they have dental insurance. We have a strategic plan to achieve our vision (check it out on the following pages), and we’re working with partners throughout the County to make that vision a reality.

Twenty-two years ago, Sonrisas was founded by community members who cared about their neighbors’ health. Their dream of equity for all our neighbors is the dream we continue to work toward. Thank YOU, our partners, donors, and funders, for joining us in our work. We couldn’t do any of this without your continued support. On behalf of our patients, our future patients, and our staff: Thank you!



Tracey Carrillo Fecher | CEO



Nigel Taverner | Board Chair



A student at a recent school dental screening

our

Community Care Coordination Sonrisas' Community Care Coordinator calls each child's family to share screening findings, provide oral health education, and schedule or refer children with urgent or emergency concerns who do not have a dentist.

School Partnerships Sonrisas partners with school districts throughout San Mateo County to provide dental screenings to students at low-income schools.

A Great Year

Sonrisas provided 13,838 dental visits in FY21-22, an increase of 30% over previous years. 72% of visits serve low-income patients

Emergency treatment on the rise The pandemic has greatly impacted children's oral health, particularly among low-income children. Up to 20% of children at some screenings during the 2021-2022 school year needed urgent or emergency treatment due to pain, infection, or extensive decay, compared to 6-10% pre-pandemic.

1,250

Sonrisas provided 1,250 school screenings in FY21-22





Art mural created for Sonrisas Half Moon Bay

Sonrisas Dental Health

Strategic Plan Sonrisas established a 3-year strategic plan with three key focus areas to guide our work to expand access to dental care in San Mateo County.

Sonrisas speaks smiles Many patients speak Spanish or Cantonese at home, as well as Tagalog, Vietnamese, or Korean. Most Sonrisas staff are bilingual and bicultural, having grown up in the communities we serve. We also provide interpreters when needed.

year

Half Moon Bay Remodel

coastside refresh Sonrisas' Half Moon Bay Center underwent a refresh in early 2022. New flooring, and ceiling tiles were installed, the clinic was painted throughout, cabinets were repaired or replaced, and a generous donation of dental chairs allowed us to replace the two remaining original dental chairs, which were donated to Sonrisas (used!) in 2001.

Local artists Susan Verlander and Mark Verlander of Verlander Design donated a mural depicting coastside love to the updated center.





**Dr. Torrey Rothstein, DDS
Dental Director**

Dr. Torrey has been part of the Sonrisas Dental Health team since 2006. As Dental Director, he oversees all aspects of patient care, as well as clinic services and programs. Dr. Torrey's passion for providing high-quality care for low-income patients, with dignity and respect, is a hallmark of Sonrisas' approach.



**Dr. Travis Wu, DDS,
General Dentist**

Dr. Wu trained at the University of the Pacific, Arthur A Dugoni School of Dentistry in San Francisco. Providing high quality, individualized dental care for low-income patients, helping them return to oral health as quickly as possible, is what makes Dr. Wu proud to be a part of the Sonrisas team.



**Dr. Brian Lee, DDS,
General Dentist**

Dr. Brian joined Sonrisas Dental Health as a dental resident in advanced education in general dentistry through our partnership with NYU Langone School of Dentistry. He treats patients in our dental centers as well as our clinic in Pescadero seeing farmworker patients in partnership with Puente de la Costa Sur.

**Dr. Judyth Lee, DMD
Pediatric Specialist Dentist**

Dr. Lee, a pediatric specialist dentist, trained at Tufts University School of Dental Medicine and NYU Lutheran Medical Center.

Dr. Lee was drawn to Sonrisas' innovative non-profit dental center model with its collaborative approach that gives her patients and their families the time and support they need to learn about oral hygiene, allowing them to help their children take care of their teeth at home. Many Sonrisas patients' parents did not grow up going to the dentist, and many do not know the importance of bringing their children to the dentist for preventative care.

Once Dr. Lee has completed initial treatment for a new patient, she and her team shift to educating families about preventative oral health practices. Parents often have questions about the role of baby teeth, which hold spaces for permanent teeth, support healthy bone growth, and are essential for healthy eating.

start young Getting started with a dental home at an early age sets up children for a lifetime of better oral and overall health. Our pediatric dental program provides care and education specially designed for the youngest children and their parents.

dentistry with heart

“Having a dental home at Sonrisas means we can work on preventative home care, rather than waiting until a child is in pain.”

Dr. Judyth Lee, DMD

55%

Sonrisas provides 55% more visits to children than two years ago

86%

of pediatric patients are low income

parent patient pathway

“I’m very grateful... when I first came [to the U.S.], I didn’t believe I could go a long way, but now I believe that I can make my dreams come true.”

Thu Tran



Thu Tran, Dental Assistant

Thu Tran's transformational life journey first brought her to Sonrisas as a patient. In 2017, after Thu's husband passed away, she and her daughter came to the United States from Vietnam to seek better educational opportunities and a brighter future.

With no family or contacts in San Mateo County when they arrived, they bravely built a new life from scratch. Dental care was hard for them to afford with limited income, but Thu and her daughter became patients at Sonrisas.

They were impressed by the care they received and how they were treated. Thu's hygienist at Sonrisas encouraged her to apply for a job at Sonrisas, and she joined the team, which has opened many opportunities for her.

Video Story
Watch Thu's story in
her own words.
Click [HERE](#)



Thu and her daughter

Thu assisting with patient dental care





Assessing a child's oral health

Oral health education



A class checking in for screenings

Dr. Bonnie Jue, D.D.S., Director of Community Engagement

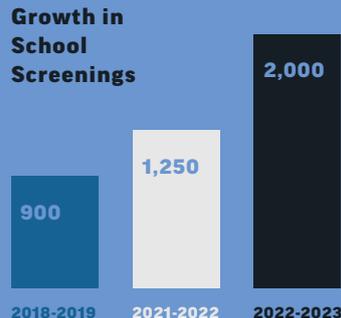


reaching out to schools

Led by Dr. Bonnie Jue, D.D.S., Sonrisas' Director of Community Engagement, our school-based Oral Health Screening and Education Program serves students at low-income schools throughout San Mateo County – an anticipated 2,000 students during FY22-23. Priority schools, where the majority of students are low-income, are the focus of the program. We are partnering with one district to create pathways to serve children who are newcomers or experiencing homelessness.

At screening events, a Sonrisas dental provider completes oral health assessments and students attend an oral health education session. Afterward, our Community Care Coordinator contacts parents and guardians to share their children's oral health status, provides education, and helps them connect to a dentist if they do not already have one.

10%
10% of children screened need urgent treatment for extensive decay, pain, or infection



Sonrisas' Impact in Numbers

Access to Care Program serving low-income patients

Sonrisas' Access to Care (ATC) program provides care to low-income patients who have public insurance or who utilize our affordable sliding scale if they are uninsured. Our care model prioritizes continuity of care and a private-practice experience regardless of income.



13,838

Sonrisas provided 13,838 dental visits in FY21-22



33%

Increase in visits for low-income pediatric patients



20%

increase in visits for low-income patients of all ages
(30% increase overall)



72%

serving low-income patients through our
Access to Care Program (ATC)



14,100

Sonrisas will provide 14,100 visits in FY22-23

Our Community



patient visit increase Due to the pandemic, there is less dental care available than ever for low-income patients in San Mateo County. Sonrisas has grown to provide more access, providing treatment and oral health education to those most in need in our community.



bringing smiles





to san mateo county



school screenings Our community programs have identified a higher percentage of children needing urgent dental care since the pandemic began. Our team has increased the number of children served to help children in low-income schools get the oral-health start in life that all children deserve.



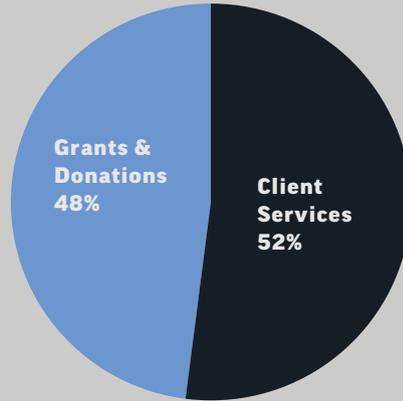
financials

Fiscal Year 2021-2022

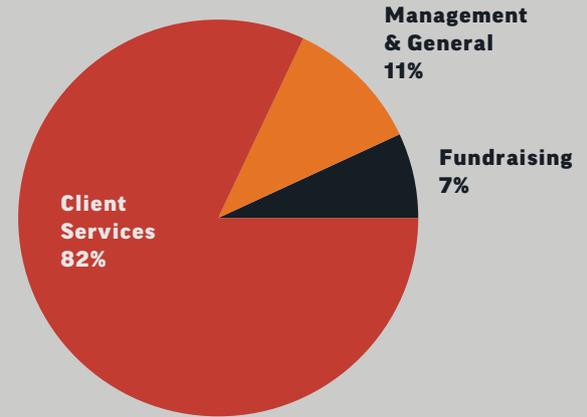
**Operating Budget
\$4,628,818**

Public dental insurance covers 50% of the cost of providing care and does not cover community screenings. Sonrisas must fundraise \$2M annually to care for our patients and find others in the community who do not yet have access to dental care.

Funding Sources

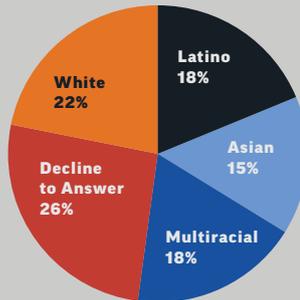


Expenditures

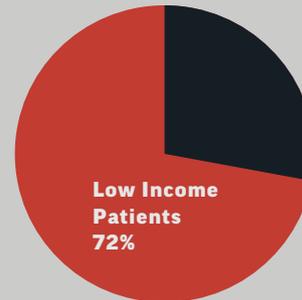


our patients

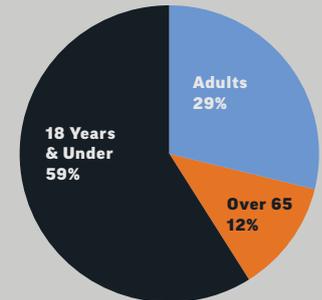
Patient Demographics



Low Income Patients



Low Income Patients by Age



strategic plan

Sonrisas' 3-year strategic plan puts staff voices and experiences front and center. Our team of staff, leadership and board members has identified three focus areas as we prepare for growth.

1 / Scaling Sonrisas Culture Learning from and engaging with staff. Continuing high quality care. Building patient relationships.

2 / Sustainable Growth Increasing care we provide to the community. Trying new approaches to providing care. Increased fundraising.

3 / Patient & Community Engagement Working with patients and community partners to reach more patients. Get input from patients and community to shape our work. Collaborate broadly toward our vision of dental homes for all.



Sonrisas staff picnic



Sonrisas' staff relies on each other and enjoys time together both inside and outside of the clinic.

good goals

Growth opportunities will allow us to reach more patients who do not have access to a dentist

75%
of new Sonrisas
patients are
low income



**One clinic day per week –
exploring growth
opportunities**

Pescadero Farmworker Clinic

New Directions

Our team is working with community partners, like Puente de la Costa Sur and others, to identify additional clinic space that will allow more dental visits each year.

building patient relationships

Meeting Unmet Needs

58% of seniors do not have dental insurance, making dental care unaffordable. Sonrisas is working with community partners to provide oral health assessments and preventative care for older adults at senior centers and residential facilities in San Mateo County.



Senior Dental Care

**Increasing
community
services
for Seniors**

Fundraising



cooking for a cause brings together many Sonrisas supporters each year for a festive evening of celebration and fundraising in support of our mission.

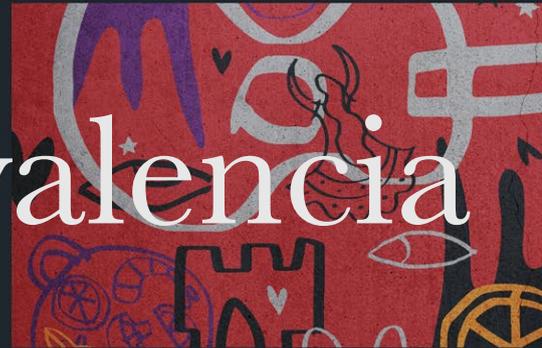


fundraising





visions of valencia



making a difference Sonrisas' mission is made possible by the generosity and caring of donors and volunteers, who ensure dental care for those most in need in San Mateo County.





our vision

Every adult and child in San Mateo County has a dental home, including those with physical, developmental, or economic challenges.

Identifying those in need

partnering with school districts and communities to provide oral health education and find children and seniors in need of dental care

Caring for our community

providing high quality dental care with dignity and respect at our centers and through community partners

Advocating for access

promoting the voices and needs of our patients and others in San Mateo County who struggle to access dental care, to find solutions that will help to close the gap

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Helen Galligan

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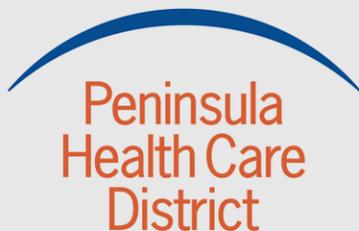


funding partners

Thanks to our FY21-22 Supporters

Sonrisas' generous grant funders and donors provide \$2,000,000 per year in essential support for Sonrisas to continue serving our mission, providing important dental care to vulnerable residents of San Mateo County.

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Sonrisas
Dental Health

smiles

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