



Board Meeting April 22nd , 6:30 PM

Location
Sonrisas San Mateo Conference Room
430 N. El Camino Real, San Mateo

Join Zoom Meeting
<https://us02web.zoom.us/j/89106886427?from=addon>

Meeting ID: 891 0688 6427

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AGENDA

TABS

1. 6:30 CALL TO ORDER AND ROLL CALL – Board Secretary Henry Sánchez
2. 6:35 MISSION MOMENT – Spandan Chakrabarti
3. 6:40 PUBLIC COMMENTS
4. 6:40-6:50 APPROVAL OF MARCH 25th BOARD MINUTES – Board Secretary Henry Sánchez **A**
5. 6:50-7:20 STRATEGIC PLAN FY23-FY25
 - A. Sonrisas Culture
 - B. Sustainable Growth
 - a. FQHC Pathways Project Update – CEO Fecher
 - b. Pescadero Clinic Update – CEO Fecher
 - c. Cooking for a Cause Sponsorship Progress – Spandan Chakrabarti
 - C. Community and Patient Engagement
6. 7:20-7:35 DATA INCIDENT – CEO Fecher
7. 7:35-7:50 FY26 BUDGET ASSUMPTIONS – CEO Fecher
8. 7:50-7:55 REPORTS
 - A. CEO Report – CEO Fecher
 - B. CFO Report - February 2025 Financials– CFO Yee
 - C. Fundraising Report – Spandan Chakrabarti
 - D. Outreach Report– Dr. Bonnie Jue
 - E. Quality Committee Report – Director Kneoppel
 - F. Board Nomination Committee – Director Hinshelwood**B
C
D
E**
9. 7:55-8:00 SUGGESTED AGENDA ITEMS FOR NEXT MEETING – Board Secretary Henry Sánchez
10. ADJORN





Board Meeting March 25th, 6:30 PM

Location
Sonrisas San Mateo Conference Room
Zoom Teleconference

MINUTES

1. **CALL TO ORDER AND ROLL CALL – Chair Taverner** called the meeting to order at 6:33 pm.
 - A. **Present:** Board Chair Nigel Taverner, Vice Chair Dennis Kneoppel, Secretary Henry Sánchez, Board Members: Larry Cappel (Zoom), Larissa Cutler, Paramita Roy, Steve Stielstra (Zoom)
 - B. **Also Present:** CEO Tracey Fecher, CFO Vickie Yee (Zoom), PHCD CEO Ana Pulido, Development Director Spandan Chakrabarti, Administrative Assistant Veronica Le
 - C. **Absent:** Clyde Hinshelwood, Rick Navarro

2. **MISSION MOMENT— CEO Fecher** reflected on the recent data incident, emphasizing the care and diligence exercised throughout the process. Mr. Chakrabarti also shared a community engagement moment during a donor meeting at Café Capistrano in Half Moon Bay, where a local resident—later identified as a well-known figure in the community—recognized the Sonrisas name and expressed interest in the organization's work.

3. **PUBLIC COMMENTS—**No public comments.

4. **APPROVAL OF FEBRUARY 25th BOARD MINUTES**

Secretary Henry Sánchez moved to approve the minutes of the February 25th meeting. Vice Chair Dennis Kneoppel seconded the motion and was approved by roll call. Ayes: Nigel Taverner, Dennis Kneoppel, Henry Sanchez, Larry Cappel, Larissa Cutler, Paramita Roy, Steve Stielstra.

5. **STRATEGIC PLAN FY23-FY25**
 - A. **Sonrisas Culture—**No updates at this time.
 - B. **Sustainable Growth**
 - a. **FQHC Pathways Project Update – Chair Taverner** updated the board on the FQHC Pathways Project.
 1. **CEO Fecher** informed the Board that outstanding payments from SMMC have been received.
 2. A partnership with NEMS is being explored. **CEO Fecher**, Dr. Torrey, and COO Patel toured one of their dental clinics.
 3. Given the current ambiguity around Medicaid funding at a federal level and the demands of launching a new clinic at the Sequoia Healthcare District, Ravenswood has decided to withdraw their interest in partnering with Sonrisas.
 4. HPSM suggested UCSF and University of the Pacific as two potential partners.
 5. There was a discussion about how the Outreach Program and RV project could be included in any potential partnerships. **CEO Fecher** acknowledged how partnership with any other organizations affecting those programs would be taken into consideration.
 - b. **Pescadero Clinic Update—CEO Fecher** briefly updated the Board on the fundraising efforts for the RV project, including a grant request to the Irwin Foundation and the Atkinson Foundation.

1. Currently, approximately 70% of the \$725,000 goal has been secured through committed contributions. A few major donor commitments are still pending, with follow-up efforts currently underway.
 2. The public phase of the campaign is scheduled to launch on April 17th in Half Moon Bay at the Chamber of Commerce, with sponsorship support from Kaiser Permanente.
 3. Prior to tonight's meeting, **Director Roy** met with Mr. Chakrabarti to review the April 17th event itinerary and expressed enthusiasm in her role as Event Champion.
- c. **Cooking for a Cause Sponsorship Progress** – Since the last board meeting in February, Mr. Chakrabarti met with six board members and will follow up with the three remaining board members to create relationship-focused plans.
1. **Vice Chair Kneoppel** shared his personal experiences and strategies with fundraising, emphasizing the importance of personal connections and storytelling to the mission in order to encourage people to donate.
 - It was agreed that personal connections play a significant role in motivating people to donate.
- C. **Community and Patient Engagement**—No updates at this time.
6. **DATA INCIDENT – CEO Fecher** updated the Board on the progress so far as a result of a recent data incident.
- A. Notifications are currently in progress.
 - B. A post-mortem meeting with the Cyber Security Committee will be coordinated in the second half of April.
 - C. The insurance company made a recommendation to conduct an annual external cybersecurity audit. **CEO Fecher** will obtain a quote to consider for the budget.
7. **REPORTS**
- A. **CEO Report** – No comments or questions.
 - B. **COO Clinical Operations Report – Chair Taverner** would like to know examples of quality improvement processes.
 - a. Improvements so far have been made to hygiene SOAP notes and invoice approvals.
 - C. **CFO Report – Secretary Sánchez** would like to know a timeline of when the books will be closed.
 - a. CFO Yee will meet with the Finance team to finalize the books, with plans to present them to the Board within two weeks.
 - D. **Fundraising Report** – Mr. Chakrabarti highlighted that early giving for Coastside Gives begins on April 1st and will provide Board members with campaign links to share within their networks.
 - E. **Outreach Report**—No report at this time.
 - F. **Quality Committee Report – Vice Chair Kneoppel** announced an upcoming Quality Committee meeting focused on introducing staff to the Process Improvement (PI) process and engaging more deeply with quality metrics, including identifying key measures and discussing performance outcomes.
 - G. **Board Nomination Committee** – No updates at this time
8. **SUGGESTED AGENDA ITEMS FOR NEXT MEETING**
- A. February and March financials
 - B. Chair Taverner and Vice Chair Kneoppel will not be present; Secretary Sánchez to Chair April meeting
 - C. FY26 Budget Assumptions
 - a. Recommendation of merit increase percentages and clinical staffing plans
 - D. Data Incident update
9. **ADJOURN**—The meeting was adjourned at 8:05 pm.





DATE: April 14, 2025

TO: SDH Board of Directors

FROM: Tracey Fecher, CEO

RE: CEO Report

The focus of the last month has been data incident notifications and communications, the patient revenue cycle, FY26 budget and staffing. Sonrisas' CEO has joined the Executive Peer Coaching Support Group led by Bart Charlow and hosted by Thrive Alliance. This group meets monthly and is a forum for discussion and support around topics Executive Director/CEOs are facing at local non-profits, building relationships and contacts.

The data incident moved to the notifications phase this month. Identifying the stakeholders, the required communications as well as updates to partners has been the central focus. Due to the technical changes in Sonrisas' IT environment made to improve security, patient billing is still not fully updated. The March financial reports will be delayed by two weeks as patient insurance payments are posted.

A project to improve the patient revenue cycle was started in late March. The entire patient revenue cycle from eligibility to claims submission and payment is being reviewed for efficiency and improvement. The team meets weekly; and it is expected this project will run for three to four months. The Practice Manager, Dental Directory, Senior Accountant and CEO are on the project team.

Recruiting for a Senior Clinical Care Coordinator continues. It is challenging to find experienced front office dental staff who are knowledgeable about treatment planning and scheduling efficiencies that speak Spanish. The Chief Operating Officer position was eliminated in early April and will not be filled. The CEO, Dental Director and other team members are taking on the responsibilities of that role.

The FY26 budget is underway and is now being led by the CEO and Senior Accountant. The team has completed clinical planning as well as the fundraising plan for FY26. At the April board meeting, the FY26 budget assumptions will be presented for input with the full budget being presented in May for board approval.

As of April 16th, Sonrisas' cash position is \$1,858,000.





DATE: March 26,2025

TO: SDH Board of Directors

FROM: Vickie Yee, CFO
Kris Kwan, Senior Accountant

RE: **February 2025 Unaudited Financials and YTD Performance to Budget**

FEBRUARY PERFORMANCE:

- **Revenue:** Net Patient Revenue was **\$217,646** - \$107K below the budget
 - Total visits were 1,186 -107 visits below the budget due to providers taking time off.
 - Total gross revenue was \$543,506 – \$21K below the budget.
 - Total uncompensated care deduction was **(\$325,860)** – 60% of gross revenue.

- **Expenses: \$488,884** – \$7-8K better than the budget.
 - Direct Expenses - \$33K better than budget from personnel expenses due to fewer days in the month.
 - Indirect Expenses -\$45K better than budget from personnel, depreciation, and fundraising expenses.

- **Donations/Grants & Other Income: \$181,229-** \$23K below the budget.
 - \$102,020 was released from restricted grants, including \$46K from Sequoia Health District
 - \$66,666 in PHCD grant accrual.
 - \$3,370 in donations from various donors.
 - \$9,174 in Investments and Interest

NET INCOME: (\$90,040) - \$51K below the budget

YTD PERFORMANCE:

- 1) While YTD visits are under budget by 5%, total direct care expenses are under budget by 7.6%.
- 2) -As of February, the current balance at City National Bank is \$1,094,801 (our initial investment was \$1.05M) and an unrealized gain of \$37,294.



YTD PERFORMANCE TO BUDGET: YTD's net income is **\$36,542**, better than the budget by \$306,955. The estimated cash flow is \$138,131, which is better than the budget of \$86K. The estimated PHCD grant to date is \$1,101,642.

	YTD Actual	YTD Budget	Performance
<i>Visits</i>	<i>9,826</i>	10,394	(568)
Gross Patient Revenue	\$4,272,794	\$4,571,115	-7%
Uncompensated Care (Deductions)	(\$2,018,486)	(\$2,020,364)	0%
Grants/Donations/Other Income	\$2,062,924	\$1,873,690	10%
Direct Cost	(\$2,791,126)	(\$3,023,395)	8%
Indirect Cost	(\$1,489,564)	(\$1,671,459)	11%
Net Income	\$36,542	(\$270,413)	114%
Non-cash items adj.			
Depreciation	\$185,356	\$221,543	16%
Capital Expenditure	(\$83,767)	(\$174,859)	52%
Estimated Cash Flow	\$138,131	(\$223,729)	162%

FINANCIAL OPERATIONS:

- Due to technical issues, insurance checks received in February were not recorded to patient accounts in Open Dental. As a result, we are unable to identify any fee adjustments, write-offs, or prior period adjustments. We are working with IT to resolve the issue.

Sonrisas Dental Health
Revenues and Expenditures - Budget vs Actual
As of February 28, 2025

As of Date:

Location:

Restriction:

	Month Ending 02/28/2025			Year To Date 02/28/2025		
	Actual	2024 2025 BUDGET	Budget Diff	Actual	2024 2025 BUDGET	Budget Diff
Revenue and Expenditures						
Net Program Income						
Patient Revenue						
Patient Services						
Commercial Insurance	15,737.00	15,757.66	(20.66)	119,908.00	127,438.09	(7,530.09)
PPO	59,383.00	88,184.14	(28,801.14)	555,433.52	712,665.69	(157,232.17)
Private Pay	6,444.00	11,165.74	(4,721.74)	73,888.00	90,218.42	(16,330.42)
Medi-Cal Dental	38,887.00	45,599.78	(6,712.78)	333,540.00	356,132.03	(22,592.03)
HPSM	298,743.00	204,004.39	94,738.61	2,096,214.12	1,895,766.84	200,447.28
Tobacco Tax	0.00	0.00	0.00	1,240.00	0.00	1,240.00
PDI Community of Care Incentives	0.00	0.00	0.00	19,690.00	25,000.00	(5,310.00)
Affordable Scale	11,092.00	20,451.00	(9,359.00)	86,916.00	165,794.06	(78,878.06)
Farmworker	14,456.00	14,688.61	(232.61)	92,664.00	119,534.72	(26,870.72)
FQHC	98,764.00	164,736.96	(65,972.96)	893,300.00	1,078,564.88	(185,264.88)
Gross Patient Revenue	543,506.00	564,588.28	(21,082.28)	4,272,793.64	4,571,114.73	(298,321.09)
Uncompensated Care						
Prior Period Adjustment	0.00	(1,000.00)	1,000.00	(14,631.07)	(8,000.00)	(6,631.07)
Uncompensated Care - Commercial Insurance	(2,500.62)	(2,514.01)	13.39	(25,614.07)	(20,362.88)	(5,251.19)
Uncompensated Care - PPO	(21,744.00)	(34,334.12)	12,590.12	(218,273.15)	(277,495.41)	59,222.26
Uncompensated Care -Medi-Cal Dental	(26,108.95)	(29,458.31)	3,349.36	(215,450.94)	(230,067.60)	14,616.66
Uncompensated Care -HPSM	(228,994.90)	(120,560.33)	(108,434.57)	(1,250,696.74)	(1,121,307.13)	(129,389.61)
Uncompensated Care - Private Pay	0.00	0.00	0.00	(1,105.10)	0.00	(1,105.10)
Uncompensated Care - Affordable Scale	(4,782.00)	(8,905.42)	4,123.42	(36,487.00)	(72,195.43)	35,708.43
Uncompensated Care - Farmworker	(6,536.00)	(2,084.79)	(4,451.21)	(13,492.55)	(19,191.45)	5,698.90
Uncompensated Care - FQHC	(31,444.00)	(38,847.88)	7,403.88	(207,864.90)	(255,744.51)	47,879.61
Fee Adjustments	(3,749.90)	(2,000.00)	(1,749.90)	(34,282.47)	(16,000.00)	(18,282.47)
Patient Account - Bad Debt Write-off	0.00	0.00	0.00	(587.83)	0.00	(587.83)
Total Uncompensated Care	(325,860.37)	(239,704.86)	(86,155.51)	(2,018,485.82)	(2,020,364.41)	1,878.59
Other Program Revenue						
Other Program Revenue	0.00	0.00	0.00	5,492.00	0.00	5,492.00
Total Other Program Revenue	0.00	0.00	0.00	5,492.00	0.00	5,492.00
Net Patient Revenue	217,645.63	324,883.42	(107,237.79)	2,259,799.82	2,550,750.32	(290,950.50)
Total Expenses						
Direct Expenses						
Direct Personnel Expense						
Direct Program Salaries	251,520.32	278,249.48	26,729.16	2,142,862.42	2,225,995.84	83,133.42
Payroll Taxes	16,555.13	21,286.09	4,730.96	147,139.71	170,288.72	23,149.01
Unemployment Taxes	219.67	3,429.58	3,209.91	3,066.03	27,436.64	24,370.61
Benefits	8,245.67	8,275.98	30.31	63,706.25	62,107.74	(1,598.51)
401k Match	6,454.83	6,400.94	(53.89)	50,739.09	51,207.52	468.43
Worker's Comp	2,157.27	2,261.68	104.41	19,153.31	18,093.44	(1,059.87)
Continuing Education	195.17	200.00	4.83	2,758.90	1,600.00	(1,158.90)
License and Registration	468.03	1,333.00	864.97	8,351.10	10,664.00	2,312.90
Total Direct Personnel Expense	285,816.09	321,436.75	35,620.66	2,437,776.81	2,567,393.90	129,617.09
Clinic Expenses						
Sterilization Services	927.67	900.00	(27.67)	7,156.34	7,200.00	43.66
Shredding	0.00	82.00	82.00	410.00	656.00	246.00
Dental Specialist-Claims Processing	4,506.31	4,916.98	410.67	40,236.80	42,011.92	1,775.12
Dental Supplies	25,908.63	23,955.18	(1,953.45)	151,371.69	192,698.19	41,326.50
Small Dental Equipment	2,263.67	833.00	(1,430.67)	7,226.45	6,664.00	(562.45)
Dental Equipment Repair	2,757.14	3,180.00	422.86	12,728.49	25,440.00	12,711.51
Lab Fees	16,220.82	14,312.05	(1,908.77)	87,219.62	115,134.61	27,914.99
Uniforms	100.00	0.00	(100.00)	200.00	300.00	100.00
PPE& Covid Related	4,575.62	6,800.78	2,225.16	36,881.80	54,695.98	17,814.18
Patient Notification	798.00	800.00	2.00	6,384.00	6,400.00	16.00
Claims Processing	485.27	600.00	114.73	3,533.53	4,800.00	1,266.47
Total Clinic Expenses	58,543.13	56,379.99	(2,163.14)	353,348.72	456,000.70	102,651.98
Total Direct Expenses	344,359.22	377,816.74	33,457.52	2,791,125.53	3,023,394.60	232,269.07

Sonrisas Dental Health
 Revenues and Expenditures - Budget vs Actual
 As of February 28, 2025

As of Date:

Location:

Restriction:

	Month Ending 02/28/2025			Year To Date 02/28/2025		
	Actual	2024 2025 BUDGET	Budget Diff	Actual	2024 2025 BUDGET	Budget Diff
Indirect Expenses						
Indirect Personnel Expenses						
Salaries/Wages	62,258.25	86,417.64	24,159.39	637,661.14	691,341.12	53,679.98
Payroll Taxes	6,759.80	6,610.95	(148.85)	47,914.00	52,887.60	4,973.60
Unemployment Taxes	1,159.40	1,041.38	(118.02)	14,478.64	8,331.04	(6,147.60)
Benefits	2,626.34	3,722.73	1,096.39	20,254.04	27,937.56	7,683.52
401k Match	2,689.24	2,803.68	114.44	21,837.03	22,429.44	592.41
Worker's Comp	0.00	881.45	881.45	4,235.66	7,051.60	2,815.94
Outreach Fellowship Stipend	1,667.00	500.00	(1,167.00)	8,309.00	4,000.00	(4,309.00)
Total Indirect Personnel Expenses	77,160.03	101,977.83	24,817.80	754,689.51	813,978.36	59,288.85
Facility Expenses						
Auto Expenses	53.22	200.00	146.78	658.09	1,600.00	941.91
Building Maintenance	3,079.46	2,100.00	(979.46)	16,891.46	16,800.00	(91.46)
Janitorial Service	1,000.00	3,187.00	2,187.00	16,332.00	25,496.00	9,164.00
Rent	3,484.00	3,484.00	0.00	27,872.00	27,872.00	0.00
Phone/Internet	1,819.99	2,100.00	280.01	16,282.32	16,800.00	517.68
Utilities	5,404.16	5,115.00	(289.16)	38,885.92	40,920.00	2,034.08
Total Facility Expenses	14,840.83	16,186.00	1,345.17	116,921.79	129,488.00	12,566.21
Office Expenses						
Office. Equip. Maintenance	0.00	0.00	0.00	22.53	0.00	(22.53)
Property Taxes	0.00	0.00	0.00	51.97	250.00	198.03
Employee Goodwill	685.89	1,680.83	994.94	12,890.90	13,346.64	455.74
Volunteer Appreciation	681.53	333.75	(347.78)	2,439.31	2,670.00	230.69
Outreach Storage Rent	500.00	500.00	0.00	3,500.00	4,000.00	500.00
Recruitment Expense	3,518.00	700.00	(2,818.00)	29,830.57	28,100.00	(1,730.57)
Office Supplies	1,373.81	1,922.50	548.69	10,302.68	15,380.00	5,077.32
Postage and Shipping	50.00	362.25	312.25	1,659.67	2,998.00	1,338.33
Total Office Expenses	6,809.23	5,499.33	(1,309.90)	60,697.63	66,744.64	6,047.01
Insurance						
Insurance - Auto	255.21	228.00	(27.21)	2,007.43	1,859.00	(148.43)
Insurance - Malpractice	677.15	850.00	172.85	6,271.45	6,800.00	528.55
Insurance - Liability & Property	451.40	560.00	108.60	4,154.20	4,480.00	325.80
Insurance - Directors & Officer Liability	1,156.50	958.00	(198.50)	8,259.48	7,664.00	(595.48)
Total Insurance	2,540.26	2,596.00	55.74	20,692.56	20,803.00	110.44
Fundraising Department						
Fundraising Expenses	32.10	3,412.00	3,379.90	91,174.59	102,982.00	11,807.41
Fundraising Consulting	2,410.00	5,250.00	2,840.00	27,640.00	34,000.00	6,360.00
Total Fundraising Department	2,442.10	8,662.00	6,219.90	118,814.59	136,982.00	18,167.41
Professional fee						
Consultant - General	5,200.00	416.00	(4,784.00)	9,100.00	3,328.00	(5,772.00)
Consultant - HR Professionals	2,600.00	3,166.80	566.80	18,200.00	24,278.80	6,078.80
Consultant-Project Manager	0.00	0.00	0.00	21,700.00	9,000.00	(12,700.00)
Consultant-Outreach System	230.00	0.00	(230.00)	420.00	0.00	(420.00)
Consultant-FQHC	6,666.66	2,083.00	(4,583.66)	6,666.66	16,664.00	9,997.34
Consultant - Legal	0.00	100.00	100.00	15,784.50	800.00	(14,984.50)
Consultant - Leadership Coaching	(6,666.66)	0.00	6,666.66	0.00	4,000.00	4,000.00
Total Professional fee	8,030.00	5,765.80	(2,264.20)	71,871.16	58,070.80	(13,800.36)
General						
Depreciation Expense	16,364.13	28,193.10	11,828.97	185,355.82	221,543.16	36,187.34
Marketing Expense	0.00	2,383.00	2,383.00	3,471.09	17,564.00	14,092.91
Meeting & Travel Expenses	240.63	527.00	286.37	2,430.59	13,091.00	10,660.41
Fees and Interest	5,637.96	6,448.00	810.04	49,891.66	51,584.00	1,692.34
Outreach Supplies	363.03	800.00	436.97	11,002.02	30,166.00	19,163.98
Training & Membership	0.00	0.00	0.00	6,008.00	9,500.00	3,492.00
Board Expense	57.05	0.00	(57.05)	9,264.51	12,200.00	2,935.49
Total General	22,662.80	38,351.10	15,688.30	267,423.69	355,648.16	88,224.47

Sonrisas Dental Health
 Revenues and Expenditures - Budget vs Actual
 As of February 28, 2025

As of Date:
 Location:
 Restriction:

	Month Ending 02/28/2025			Year To Date 02/28/2025		
	Actual	2024 2025 BUDGET	Budget Diff	Actual	2024 2025 BUDGET	Budget Diff
Computer expense						
Computer Support	8,045.83	7,406.25	(639.58)	59,864.24	59,250.00	(614.24)
Software Support	1,475.74	2,570.07	1,094.33	13,548.60	22,360.56	8,811.96
Computer Accessories	549.42	1,016.66	467.24	5,040.04	8,133.28	3,093.24
Total Computer expense	10,070.99	10,992.98	921.99	78,452.88	89,743.84	11,290.96
Total Indirect Expenses	144,556.24	190,031.04	45,474.80	1,489,563.81	1,671,458.80	181,894.99
Total Total Expenses	488,915.46	567,847.78	78,932.32	4,280,689.34	4,694,853.40	414,164.06
Total Net Program Income	(271,269.83)	(242,964.36)	(28,305.47)	(2,020,889.52)	(2,144,103.08)	123,213.56
Grants and Other Income						
Grants and Donations						
Fundraiser	0.00	0.00	0.00	187,044.61	189,000.00	(1,955.39)
Donations	3,370.00	7,000.00	(3,630.00)	44,615.98	48,000.00	(3,384.02)
In-Kind Donations	0.00	0.00	0.00	7,500.00	0.00	7,500.00
Grants	102,019.83	129,069.81	(27,049.98)	1,101,642.15	1,073,087.24	28,554.91
PHCD Grants	66,666.00	66,667.00	(1.00)	659,132.00	533,336.00	125,796.00
Total Grants and Donations	172,055.83	202,736.81	(30,680.98)	1,999,934.74	1,843,423.24	156,511.50
Other Income						
Interest Income-Heritage	123.60	200.00	(76.40)	831.82	1,600.00	(768.18)
Other Income	0.00	0.00	0.00	14,985.91	15,000.00	(14.09)
Unrealized gain(loss)-CityNational	4,281.27	0.00	4,281.27	24,696.78	0.00	24,696.78
Investment Income	4,768.74	1,708.33	3,060.41	16,982.40	13,666.64	3,315.76
Sale of Fixed Asset	0.00	0.00	0.00	0.00	0.00	0.00
Total Other Income	9,173.61	1,908.33	7,265.28	57,496.91	30,266.64	27,230.27
Total Grants and Other Income	181,229.44	204,645.14	(23,415.70)	2,057,431.65	1,873,689.88	183,741.77
Net income	(90,040.39)	(38,319.22)	(51,721.17)	36,542.13	(270,413.20)	306,955.33

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**Sonrisas Dental Health
Balance Sheet**

As of Date:

02/28/2025

Location:

Sonrisas Dental Health

	Year To Date 02/28/2025	Month Ending 01/31/2025
	Current Year Balance	Actual
Assets		
Current Assets		
Cash and Cash Equivalents		
11218 - Heritage -Operating	399,956.65	445,548.00
11600 - Petty Cash	198.84	198.84
Total Cash and Cash Equivalents	400,155.49	445,746.84
Accounts Receivable, Net		
Accounts Receivable		
12100 - Accounts Receivable-Patients	269,220.86	323,078.89
12210 - Accounts Receivable - Grants	442,253.58	516,727.58
12220 - Accounts Receivable - Agencies	634,356.00	653,049.00
Total Accounts Receivable	1,345,830.44	1,492,855.47
Total Accounts Receivable, Net	1,345,830.44	1,492,855.47
Other Current Assets		
Prepaid Expenses		
13110 - Prepaid - General	36,108.12	40,205.81
Total Prepaid Expenses	36,108.12	40,205.81
Total Other Current Assets	36,108.12	40,205.81
Total Current Assets	1,782,094.05	1,978,808.12
Long-term Assets		
Property & Equipment		
17300 - Improvements	1,239,525.21	1,239,525.21
17400 - Equipment	1,569,195.64	1,569,195.64
17500 - Furniture/Fixtures	127,358.07	127,358.07
17600 - Vehicle	51,107.70	51,107.70
17999 - Accum Depreciation	(2,340,348.79)	(2,323,984.66)
Total Property & Equipment	646,837.83	663,201.96
Other Long-term Assets		
Deposits and Prepayments		
14110 - Deposits	16,297.00	16,297.00
Total Deposits and Prepayments	16,297.00	16,297.00
Total Other Long-term Assets	16,297.00	16,297.00
Total Long-term Assets	663,134.83	679,498.96
Investments		
Long Term Investments		
11412 - Investment Acct. - City National	1,094,801.19	1,090,146.04
11415 - Unrealized Gain(loss) on Investment	37,293.97	33,012.70
Total Long Term Investments	1,132,095.16	1,123,158.74
Total Investments	1,132,095.16	1,123,158.74
Total Assets	3,577,324.04	3,781,465.82

**Sonrisas Dental Health
Balance Sheet**

As of Date:

02/28/2025

Location:

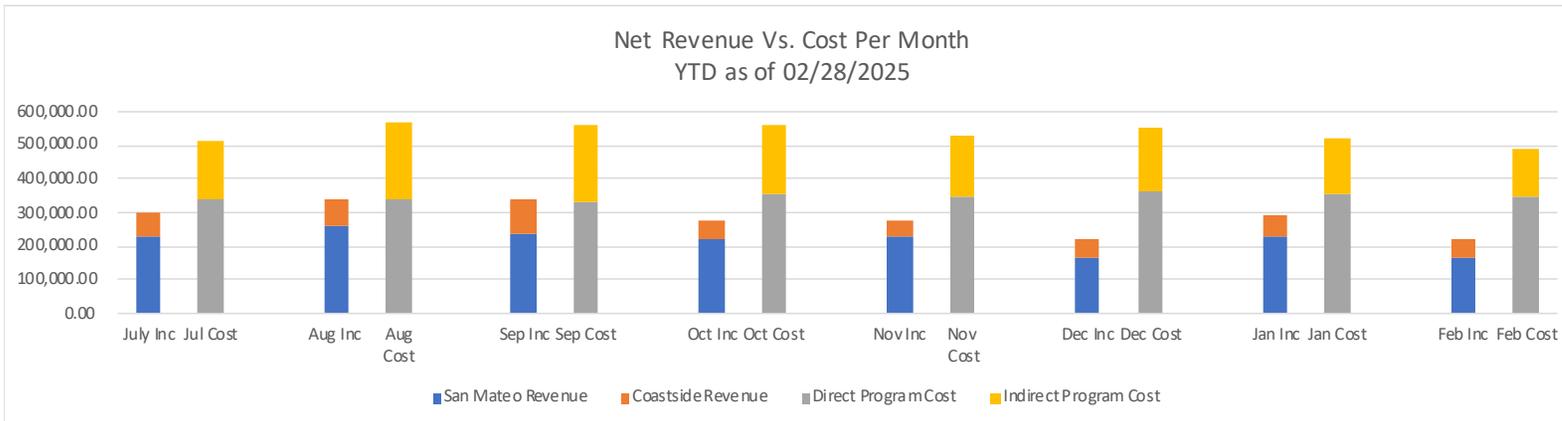
Sonrisas Dental Health

	Year To Date 02/28/2025	Month Ending 01/31/2025
	Current Year Balance	Actual
Liabilities and Net Assets		
Liabilities		
Short-term Liabilities		
Accounts Payable		
21110 - Accounts Payable	58,795.31	71,343.77
22110 - Accrued Payable - General	254.33	532.00
23100 - Patient Prepayments	32,926.06	32,926.06
23200 - Patient Refunds Payable	674.25	1,119.25
Total Accounts Payable	92,649.95	105,921.08
Accrued Liabilities		
22210 - Accrued Payroll	165,153.88	175,790.31
22220 - Accrued PTO	93,913.95	93,913.95
Total Accrued Liabilities	259,067.83	269,704.26
Withholding Tax Payable		
22230 - Accrued Payroll Taxes	7,184.57	7,184.57
Total Withholding Tax Payable	7,184.57	7,184.57
Total Short-term Liabilities	358,902.35	382,809.91
Long Term Liabilities		
Other Long-term Liabilities	2,093.26	2,332.26
Total Long Term Liabilities	2,093.26	2,332.26
Total Liabilities	360,995.61	385,142.17
Net Assets	3,216,328.43	3,396,323.65
Total Liabilities and Net Assets	3,577,324.04	3,781,465.82

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Sonrisas Dental Health Operations

	Jul 24	Aug 24	Sep 24	Oct24	Nov24	Dec24	Jan25	Feb25	Total	Budget	B(W)
San Mateo Revenue	224,660	257,350	239,621	219,703	226,536	166,414	228,739	162,310	1,725,333	1,696,032	29,301
Coastside Revenue	78,305	83,930	101,718	53,763	45,869	50,446	60,662	55,336	530,028	529,835	192
Total Net Revenue	302,965	341,280	341,338	273,466	272,405	216,860	289,401	217,646	2,255,360	2,225,867	29,494
Direct Program Cost	339,895	339,188	353,129	346,383	348,665	365,013	351,197	344,359	2,787,829	2,645,578	(142,251)
Indirect Program Cos	170,154	225,983	205,241	200,961	181,807	183,131	171,491	144,551	1,483,331	1,481,421	(1,909)
Total Cost	510,049	565,171	558,374	547,348	530,466	548,146	522,696	488,915	4,271,166	4,127,006	(144,160)
TOTAL	(207,084)	(223,891)	(217,035)	(273,882)	(258,062)	(331,286)	(233,295)	(271,270)	(2,015,805)	(1,901,139)	(114,667)
Dividend/Other Income	14,557	11,909	12,787	(841)	3,703	5,082	6,617	9,174	62,989	28,358	34,630
Donations Received	102,955	148,103	255,494	181,455	128,255	244,462	174,689	105,390	1,340,802	1,174,017	166,785
Grant from PHCD	66,666	66,666	148,068	66,666	66,666	111,068	66,666	66,666	659,132	466,669	192,463
OTHER INCOME	184,171	226,671	416,341	247,281	198,621	360,611	247,971	181,221	2,062,921	1,669,041	393,871
NET INCOME	(22,906)	2,787	199,314	(26,602)	(59,438)	29,326	14,678	(90,040)	47,118	(232,094)	279,212



	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Total	Budget	Variance
San Mateo Visits	906	980	916	945	817	846	1006	911	7,327	7,823	(496)
Half Moon Bay Visits	327	350	312	299	317	277	342	275	2,499	2,571	(72)
Total Visits	1233	1330	1228	1244	1134	1123	1348	1186	9,826	10,394	(568)

Budget	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Total
San Mateo Visits	947	1,097	991	986	902	904	1,021	975	7,823
Half Moon Bay visits	318	357	321	340	290	284	342	318	2,571
Total	1,265	1,454	1,312	1,326	1,192	1,188	1,363	1,293	10,394

Visits by Payer -San Mateo

	28-Feb Budget	Variance	YTD	YTD Budget	Variance	
Commercial Insurance	34	29	5	257	236	21
PPO	130	214	(84)	1320	1731	(411)
Private Pay	19	29	(10)	204	236	(32)
Affordable Scale	14	19	(5)	95	157	(62)
Farmworker	0	0	0	0	0	0
FQHC	182	292	(110)	1534	1868	(334)
Public Dental-HPSM	458	302	156	3348	2916	432
Public Dental-Medi-Cal	74	88	(14)	569	678	(109)
Total Visits	911	975	(64)	7327	7822	(495)

Visits by Payer -Half Moon Bay

	28-Feb Budget	Variance	YTD	YTD Budget	Variance	
Commercial Insurance	7	6	1	60	52	8
PPO	36	38	(2)	271	310	(39)
Private Pay	3	3	0	33	25	8
Affordable Scale	19	29	(10)	175	233	(58)
Farmworker	20	35	(15)	194	285	(91)
FQHC	0	57	(57)	386	431	(45)
Public Dental-HPSM	179	127	52	1171	1055	116
Public Dental-Medi-Cal	11	22	(11)	209	181	28
Total	275	317	(42)	2,499	2,572	(73)

Avg. Income (Loss) per Visit			
	YTD	Budget YTD*	FY24
Net Revenue per Visit	\$ 229.53	\$ 214.15	\$241.79
Direct Cost per Visit	\$ (270.73)	\$ (241.92)	(\$265.34)
Indirect Cost per Visit*	\$ (105.88)	\$ (89.73)	(\$93.33)
Net Income per Visit	\$ (147.07)	\$ (117.51)	(\$116.88)

* Indirect cost excludes costs in outreach program and fundraising department

Sonrisas Dental Health Operations Feb-25 Vs. Feb-24			
	Feb-25	Feb-24	Variance B(W)
Visits	1186	1159	27
San Mateo Revenue	162,310	217,293	(54,983)
Coastside Revenue	55,336	35,835	19,501
Total Net Revenue	217,646	253,128	(35,482)
Direct Program Cost	344,359	266,801	(77,558)
Indirect Program Cost	144,556	176,048	31,492
Total Cost	488,915	442,849	(46,066)
TOTAL	(271,270)	(189,721)	(81,549)
Dividend/Other Income	9,174	6,749	2,425
Donations Received	105,390	110,717	(5,327)
Grant from PHCD	66,666	66,666	0
Grants and Donations	181,229	184,132	(2,903)
NET INCOME	(90,040)	(5,589)	(84,451)





DATE: April 15, 2025
TO: SDH Board of Directors
FROM: Spandan Chakrabarti, Director of Development
RE: **Development Update**

Pescadero RV Capital Campaign: In April, Sonrisas and Puente hosted members of the Board of Directors of Atkinson Foundation at Puente's farmworker housing site where the Dental RV will be stationed. The Atkinson representatives, some of whom also represent other organizations Sonrisas has cultivated positive relationships with, left the tour impressed.

On April 17, Sonrisas and our partners at Puente will host a kickoff for the public phase of our capital campaign to fund a dental RV clinic to sustain and expand our operations in the rural South Coast of San Mateo County. The kickoff event will feature a service recipient of Sonrisas' clinical services for farmworkers, a video featuring a Sonrisas clinician, remarks from Sonrisas and Puente leaders, and a welcome by the office of Sup. Ray Mueller. We expect 30 attendees.

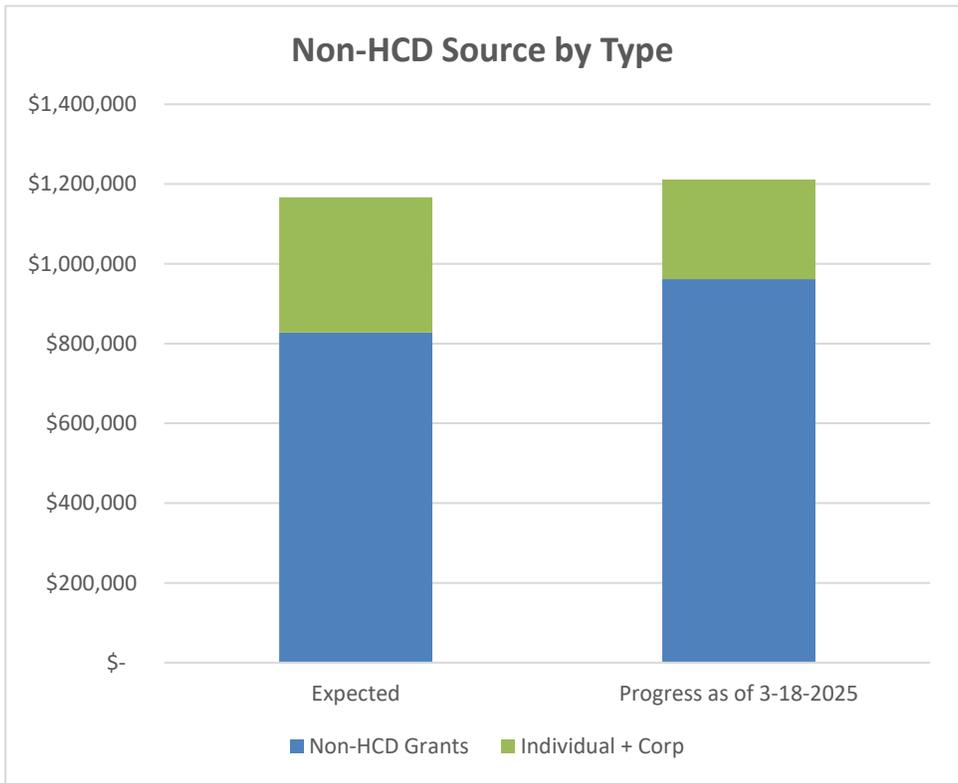
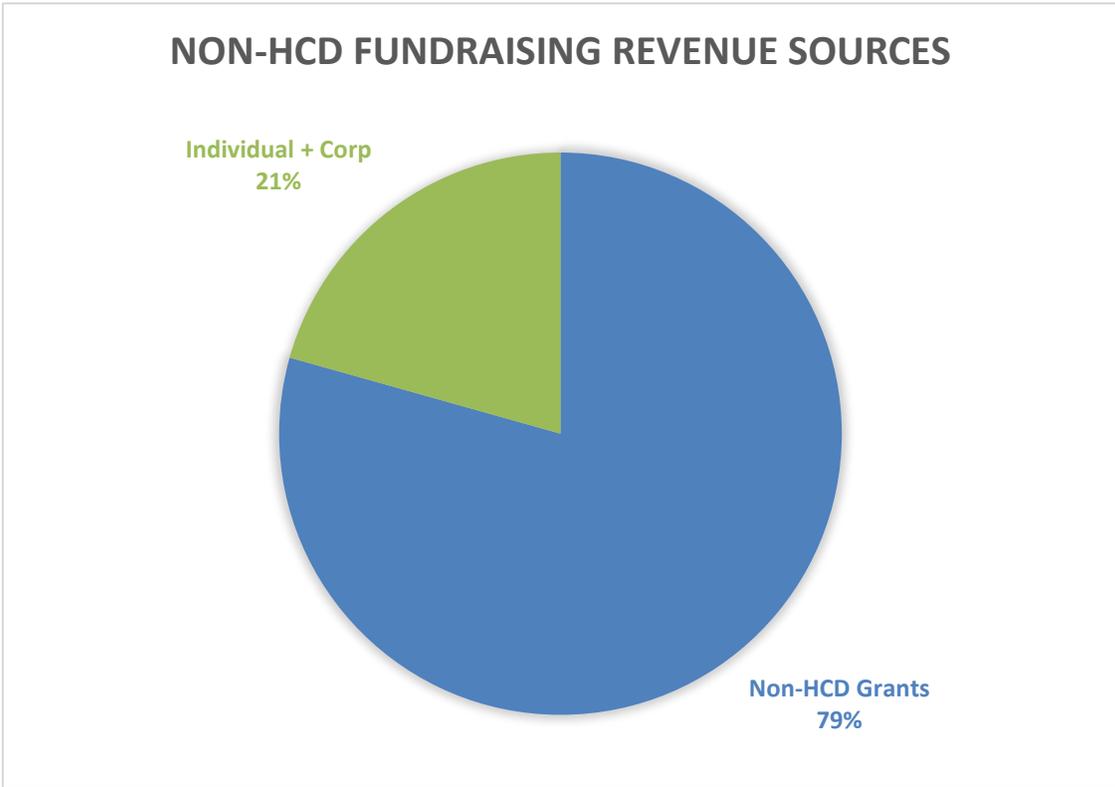
Coastside Gives: During the month of April, Sonrisas is engaged in two major giving campaigns through Coastside Gives: a \$25,000 campaign for children's screening, and a \$50,000 towards the Pescadero RV capital campaign funds (in concert with Puente).

- The Development team recorded radio ads at the KHMB studios that will play during the last two weeks leading up to Coastside Gives day of May 1.
- I will appear on KHMB at 10 am on May 1 to Sonrisas and our Coastside Gives efforts.
- Toolkits with images and suggested social media posts and emails have been sent to Board members and Sonrisas staff.

Cooking for a Cause 2025: Director Hinshelwood and I met with Bastian Schoell, the owner of Spanish Table, this month. We presented Spanish Table with a plaque recognizing their decade-long partnership through CFAC. Spanish Table will sponsor food and demonstrations, create a distinctly upscale Spanish flavor, at this year's VIP reception.

Other Significant Notes: Sonrisas presented a one-year funding proposal to the Sequoia Healthcare District in the amount of \$664,965 for the 2025-26 fiscal year. This proposal significantly increases funding for screenings in district schools by 37%, while extending clinical access funding for district residents for an additional year while a new District-partnered dental facility is operationalized by Ravenswood. A decision on Sonrisas' proposal is expected in May.

Sonrisas Dental Health
Development Update. Dashboard Visuals.







DATE: April 15, 2025

TO: SDH Board of Directors

FROM: Bonnie Jue, DDS

RE: Community Engagement Director Report – April 2025

Did you know that Sonrisas Dental Health’s Community Outreach Program distributes over 5,000 oral health kits to community members every year?

And who’s behind the scenes putting these goodie bags together? It’s not the tooth fairy—it’s our incredible volunteers!

Throughout the year, these dedicated individuals generously give their time and energy to support Sonrisas—assisting at local health fairs and dental screening events and assembling oral health kits for those in need. A toothbrush might seem like a small thing, but for many families, sharing one is a daily reality – often due to financial constraints or limited awareness about the importance of preventing bacteria through proper oral hygiene. We’re here to help ensure everyone has access to the basic tools they need for a healthy smile.

Just last month, thanks to Cheryl Fama’s initiative, members of the Rotary Club of Burlingame rolled up their sleeves and assembled nearly 1,000 kits during one of their meetings, joined by Dr. Bonnie Jue and Spandan Chakrabarti. Sonrisas also appreciates the polio vaccines that they donated in our name!

Our volunteers come from all walks of life, including:

- High school and college students throughout the Bay Area eager to explore careers in the dental field
- Dental professionals who generously donate their time and expertise to provide screenings
- Community members who are committed to supporting Sonrisas’ mission of expanding access to care

As we celebrate *National Volunteer Month*—and especially *Volunteer Recognition Day* on April 20th—Sonrisas would like to recognize and thank all the amazing community members who selflessly serve others. Their contributions play a vital role in improving the health and well-being of so many and help us fulfill our mission every day.



