



**DATE:** December 11th, 2024

**TO:** SDH Board of Directors

**FROM:** Vickie Yee, CFO  
Kris Kwan, Senior Accountant

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

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**November PERFORMANCE:**

- **Revenue:** Net Patient Revenue was **\$272,405** - \$12K below the budget
  - Total visits were 1,134 -58 visits below the budget
  - Total gross revenue was \$497,737 – \$22K below the budget due to fewer visits
  - Total uncompensated care deduction was **(\$225,332)** – 45% of gross revenue.
  
- **Expenses: \$528,097** – \$43K better than the budget.
  - Direct Expenses - \$25K better than budget from \$21k savings in the clinic payroll.
  - Indirect Expenses -\$17K better than budget.
  
- **Donations/Grants & Other Income: \$198,623-** \$36K below the budget.
  - \$125,605 was released from restricted grants, including \$45K from Sequoia Health District.
  - \$2,650 from the paella fundraising event.
  - \$66,666 in PHCD grant.
  - \$2,471 in TriNet credits
  - \$496 from interest and capital gain
  - \$736 in unrealized gain

**NET INCOME: (57,069) - \$5K below the budget**



**YTD PERFORMANCE:**

- 1) While visits are under budget by 5%, total direct care expenses are under budget by 8%.
- 2) As of November, the current balance at City National Bank is \$1,290,789 (our initial investment was \$1.25M) and an unrealized gain of \$23,045.

**YTD PERFORMANCE TO BUDGET:** YTD's net income is **\$95,653**, better than the budget by \$263,481. The estimated cash flow is \$183,321, which is better than the budget of \$301K. The estimated PHCD grant to date is \$414,732k.

	YTD Actual	YTD Budget	Performance
<i>Visits</i>	6,169	6,550	(381)
Gross Patient Revenue	\$2,696,205	\$2,866,653	(6%)
Uncompensated Care (Deductions)	(\$1,161,287)	(\$1,299,367)	11%
Grants/Donations/Other Income	\$1,269,645	\$1,246,088	2%
Direct Cost	(\$1,730,893)	(\$1,894,174)	9%
Indirect Cost	(\$978,017)	(\$1,087,029)	10%
<b>Net Income</b>	\$95,653	(\$167,828)	157%
<i>Non-cash items adj.</i>			
Depreciation	\$126,743	\$137,262	8%
Capital Expenditure	\$39,075	\$87,429	55%
<b>Estimated Cash Flow</b>	<b>\$183,321</b>	<b>(\$117,995)</b>	225%

**FINANCIAL OPERATIONS:**

- SMMC FQHC visits were not scheduled for the last three weeks of October. The visits began again in early November and are currently focused on patients referred directly by SMMC.
- Merrill Lynch Account was closed in November.

Sonrisas Dental Health  
 Revenues and Expenditures - Budget vs Actual  
 As of November 30, 2024

As of Date:  
 Location:  
 Restriction:

	Month Ending 11/30/2024			Year To Date 11/30/2024		
	Actual	2024 2025 BUDGET	Budget Diff	Actual	2024 2025 BUDGET	Budget Diff
<b>Revenue and Expenditures</b>						
<b>Net Program Income</b>						
<b>Patient Revenue</b>						
<b>Patient Services</b>						
Commercial Insurance	9,686.00	15,302.11	(5,616.11)	77,576.00	80,582.29	(3,006.29)
PPO	75,983.00	85,740.44	(9,757.44)	371,441.52	450,403.01	(78,961.49)
Private Pay	6,069.00	10,860.06	(4,791.06)	49,591.00	57,009.54	(7,418.54)
Medi-Cal Dental	42,049.00	44,296.01	(2,247.01)	210,544.00	220,533.76	(9,989.76)
HPSM	268,530.50	221,666.33	46,864.17	1,224,257.62	1,266,677.85	(42,420.23)
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	0.00	19,690.00
Affordable Scale	8,005.00	19,777.52	(11,772.52)	53,348.00	105,017.44	(51,669.44)
Farmworker	11,071.00	14,110.96	(3,039.96)	57,396.00	75,922.76	(18,526.76)
FQHC	76,343.00	108,013.66	(31,670.66)	627,657.00	610,506.99	17,150.01
<b>Gross Patient Revenue</b>	<b>497,736.50</b>	<b>519,767.09</b>	<b>(22,030.59)</b>	<b>2,692,741.14</b>	<b>2,866,653.64</b>	<b>(173,912.50)</b>
<b>Uncompensated Care</b>						
Prior Period Adjustment	13,273.84	(1,000.00)	14,273.84	7,157.88	(5,000.00)	12,157.88
Uncompensated Care - Commercial Insurance	(2,123.00)	(2,434.89)	311.89	(14,959.60)	(12,890.16)	(2,069.44)
Uncompensated Care - PPO	(29,716.00)	(33,378.15)	3,662.15	(148,373.35)	(175,386.46)	27,013.11
Uncompensated Care -Medi-Cal Dental	(28,544.35)	(28,616.05)	71.70	(131,050.72)	(142,468.58)	11,417.86
Uncompensated Care -HPSM	(150,590.10)	(131,120.00)	(19,470.10)	(691,818.19)	(749,423.85)	57,605.66
Uncompensated Care - Affordable Scale	(3,518.00)	(8,612.15)	5,094.15	(22,539.00)	(45,730.13)	23,191.13
Uncompensated Care - Farmworker	(773.00)	(2,355.47)	1,582.47	(3,214.55)	(12,673.38)	9,458.83
Uncompensated Care - FQHC	(20,212.20)	(25,344.31)	5,132.11	(131,911.90)	(145,794.58)	13,882.68
Fee Adjustments	(3,129.19)	(2,000.00)	(1,129.19)	(23,990.19)	(10,000.00)	(13,990.19)
Patient Account - Bad Debt Write-off	0.00	0.00	0.00	(587.83)	0.00	(587.83)
<b>Total Uncompensated Care</b>	<b>(225,332.00)</b>	<b>(234,861.02)</b>	<b>9,529.02</b>	<b>(1,161,287.45)</b>	<b>(1,299,367.14)</b>	<b>138,079.69</b>
<b>Other Program Revenue</b>						
Other Program Revenue	0.00	0.00	0.00	3,464.00	0.00	3,464.00
<b>Total Other Program Revenue</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>3,464.00</b>	<b>0.00</b>	<b>3,464.00</b>
<b>Net Patient Revenue</b>	<b>272,404.50</b>	<b>284,906.07</b>	<b>(12,501.57)</b>	<b>1,534,917.69</b>	<b>1,567,286.50</b>	<b>(32,368.81)</b>
<b>Total Expenses</b>						
<b>Direct Expenses</b>						
<b>Direct Personnel Expense</b>						
Direct Program Salaries	264,366.36	278,249.48	13,883.12	1,333,971.42	1,391,247.40	57,275.98
Payroll Taxes	17,856.57	21,286.09	3,429.52	95,094.05	106,430.45	11,336.40
Unemployment Taxes	52.64	3,429.58	3,376.94	1,015.47	17,147.90	16,132.43
Benefits	8,852.78	7,592.63	(1,260.15)	36,366.69	37,963.15	1,596.46
401k Match	5,811.63	6,400.94	589.31	31,328.93	32,004.70	675.77
Worker's Comp	1,941.62	2,261.68	320.06	9,293.38	11,308.40	2,015.02
Continuing Education	0.00	200.00	200.00	2,143.73	1,000.00	(1,143.73)
License and Registration	658.49	1,333.00	674.51	6,719.88	6,665.00	(54.88)
Outreach Fellowship Stipend	0.00	500.00	500.00	3,642.00	2,500.00	(1,142.00)
<b>Total Direct Personnel Expense</b>	<b>299,540.09</b>	<b>321,253.40</b>	<b>21,713.31</b>	<b>1,519,575.55</b>	<b>1,606,267.00</b>	<b>86,691.45</b>
<b>Clinic Expenses</b>						
Sterilization Services	883.50	900.00	16.50	4,417.50	4,500.00	82.50
Shredding	75.00	82.00	7.00	410.00	410.00	0.00

Sonrisas Dental Health  
Revenues and Expenditures - Budget vs Actual  
As of November 30, 2024

As of Date:

Location:

Restriction:

	Month Ending			Year To Date				
	Actual	2024	2025 BUDGET	Budget Diff	Actual	2024	2025 BUDGET	Budget Diff
		11/30/2024			11/30/2024			
Dental Specialist-Claims Processing	4,989.62	5,036.40	46.78	24,962.06	27,143.37	2,181.31		
Dental Supplies	26,403.54	22,074.95	(4,328.59)	89,270.07	121,477.83	32,207.76		
Small Dental Equipment	0.00	833.00	833.00	4,325.13	4,165.00	(160.13)		
Dental Equipment Repair	994.23	3,180.00	2,185.77	9,186.37	15,900.00	6,713.63		
Lab Fees	10,231.33	13,187.38	2,956.05	53,311.47	72,584.51	19,273.04		
Uniforms	0.00	50.00	50.00	0.00	250.00	250.00		
PPE& Covid Related	3,958.42	6,268.98	2,310.56	19,356.37	34,475.91	15,119.54		
Patient Notification	1,197.00	800.00	(397.00)	3,990.00	4,000.00	10.00		
Claims Processing	382.56	600.00	217.44	2,088.28	3,000.00	911.72		
Total Clinic Expenses	49,115.20	53,012.71	3,897.51	211,317.25	287,906.62	76,589.37		
Total Direct Expenses	348,655.29	374,266.11	25,610.82	1,730,892.80	1,894,173.62	163,280.82		
Indirect Expenses								
Indirect Personnel Expenses								
Salaries/Wages	82,160.33	86,417.64	4,257.31	423,945.83	432,088.20	8,142.37		
Payroll Taxes	4,489.16	6,610.95	2,121.79	27,598.08	33,054.75	5,456.67		
Unemployment Taxes	285.87	1,041.38	755.51	1,107.97	5,206.90	4,098.93		
Benefits	2,100.00	3,415.35	1,315.35	12,219.35	17,076.75	4,857.40		
401k Match	2,622.66	2,803.68	181.02	13,619.34	14,018.40	399.06		
Worker's Comp	3,741.00	881.45	(2,859.55)	4,235.66	4,407.25	171.59		
Total Indirect Personnel Expenses	95,399.02	101,170.45	5,771.43	482,726.23	505,852.25	23,126.02		
Facility Expenses								
Auto Expenses	150.36	200.00	49.64	412.65	1,000.00	587.35		
Building Maintenance	2,303.46	2,100.00	(203.46)	10,105.90	10,500.00	394.10		
Janitorial Service	3,083.00	3,187.00	104.00	15,415.00	15,935.00	520.00		
Rent	3,484.00	3,484.00	0.00	17,420.00	17,420.00	0.00		
Phone/Internet	1,934.03	2,100.00	165.97	10,411.68	10,500.00	88.32		
Utilities	4,205.23	5,115.00	909.77	23,626.10	25,575.00	1,948.90		
Total Facility Expenses	15,160.08	16,186.00	1,025.92	77,391.33	80,930.00	3,538.67		
Office Expenses								
Property Taxes	0.00	0.00	0.00	0.00	250.00	250.00		
Employee Goodwill	892.75	680.83	(211.92)	5,096.79	7,304.15	2,207.36		
Volunteer Appreciation	172.10	333.75	161.65	649.03	1,668.75	1,019.72		
Outreach Storage Rent	0.00	500.00	500.00	2,000.00	2,500.00	500.00		
Recruitment Expense	54.99	700.00	645.01	24,991.26	26,000.00	1,008.74		
Office Supplies	1,080.30	1,922.50	842.20	5,096.38	9,612.50	4,516.12		
Postage and Shipping	104.05	462.25	358.20	1,158.57	1,911.25	752.68		
Total Office Expenses	2,304.19	4,599.33	2,295.14	38,992.03	49,246.65	10,254.62		
Insurance								
Insurance - Auto	248.36	228.00	(20.36)	1,241.80	1,175.00	(66.80)		
Insurance - Malpractice	848.00	850.00	2.00	4,240.00	4,250.00	10.00		
Insurance - Liability & Property	560.00	560.00	0.00	2,800.00	2,800.00	0.00		
Insurance - Directors & Officer Liability	958.00	958.00	0.00	4,790.00	4,790.00	0.00		
Total Insurance	2,614.36	2,596.00	(18.36)	13,071.80	13,015.00	(56.80)		
Fundraising Department								
Fundraising Expenses	760.15	4,262.00	3,501.85	85,847.91	96,927.00	11,079.09		
Fundraising Consulting	2,410.00	3,250.00	840.00	18,450.00	20,250.00	1,800.00		
Total Fundraising Department	3,170.15	7,512.00	4,341.85	104,297.91	117,177.00	12,879.09		

Sonrisas Dental Health  
 Revenues and Expenditures - Budget vs Actual  
 As of November 30, 2024

As of Date:  
 Location:  
 Restriction:

	Month Ending 11/30/2024			Year To Date 11/30/2024		
	Actual	2024 2025 BUDGET	Budget Diff	Actual	2024 2025 BUDGET	Budget Diff
Professional fee						
Consultant - General	5,200.00	416.00	(4,784.00)	6,500.00	2,080.00	(4,420.00)
Consultant - HR Professionals	2,600.00	3,016.00	416.00	13,000.00	15,080.00	2,080.00
Consultant-Project Manager	0.00	0.00	0.00	18,000.00	9,000.00	(9,000.00)
Consultant-FQHC	0.00	2,083.00	2,083.00	0.00	10,415.00	10,415.00
Consultant - Legal	378.00	100.00	(278.00)	378.00	500.00	122.00
Consultant - Leadership Coaching	0.00	1,000.00	1,000.00	3,041.66	3,000.00	(41.66)
Total Professional fee	8,178.00	6,615.00	(1,563.00)	40,919.66	40,075.00	(844.66)
General						
Depreciation Expense	25,721.93	27,894.73	2,172.80	126,742.94	137,262.23	10,519.29
Marketing Expense	850.00	2,083.00	1,233.00	958.99	10,915.00	9,956.01
Meeting & Travel Expenses	212.09	3,527.00	3,314.91	1,925.38	11,510.00	9,584.62
Fees and Interest	6,450.75	6,448.00	(2.75)	30,297.08	32,240.00	1,942.92
Outreach Supplies	4,616.76	800.00	(3,816.76)	10,201.04	18,941.00	8,739.96
Training & Membership	0.00	0.00	0.00	1,008.00	7,000.00	5,992.00
Board Expense	4,037.80	6,100.00	2,062.20	5,927.21	6,100.00	172.79
Total General	41,889.33	46,852.73	4,963.40	177,060.64	223,968.23	46,907.59
Computer expense						
Computer Support	7,875.51	7,406.25	(469.26)	33,213.29	37,031.25	3,817.96
Software Support	1,584.74	2,570.07	985.33	8,119.70	14,650.35	6,530.65
Computer Accessories	1,266.54	1,016.66	(249.88)	2,224.60	5,083.30	2,858.70
Total Computer expense	10,726.79	10,992.98	266.19	43,557.59	56,764.90	13,207.31
Total Indirect Expenses	179,441.92	196,524.49	17,082.57	978,017.19	1,087,029.03	109,011.84
Total Total Expenses	528,097.21	570,790.60	42,693.39	2,708,909.99	2,981,202.65	272,292.66
Total Net Program Income	(255,692.71)	(285,884.53)	30,191.82	(1,173,992.30)	(1,413,916.15)	239,923.85
Grants and Other Income						
Grants and Donations						
Fundraiser	2,650.00	25,000.00	(22,350.00)	171,718.19	189,000.00	(17,281.81)
Donations	0.00	10,000.00	(10,000.00)	5,006.25	15,000.00	(9,993.75)
Grants	125,604.81	128,236.48	(2,631.67)	639,537.16	686,711.14	(47,173.98)
PHCD Grants	66,666.00	66,667.00	(1.00)	414,732.00	333,335.00	81,397.00
Total Grants and Donations	194,920.81	229,903.48	(34,982.67)	1,230,993.60	1,224,046.14	6,947.46
Other Income						
Interest Income-Heritage	101.23	200.00	(98.77)	627.39	1,000.00	(372.61)
Other Income	2,470.91	2,500.00	(29.09)	14,985.91	12,500.00	2,485.91
Unrealized gain(loss)-CityNational	736.00	0.00	736.00	10,447.75	0.00	10,447.75
Investment Income	394.75	1,708.33	(1,313.58)	12,590.69	8,541.65	4,049.04
Sale of Fixed Asset	0.00	0.00	0.00	0.00	0.00	0.00
Total Other Income	3,702.89	4,408.33	(705.44)	38,651.74	22,041.65	16,610.09
Total Grants and Other Income	198,623.70	234,311.81	(35,688.11)	1,269,645.34	1,246,087.79	23,557.55
Net income	(57,069.01)	(51,572.72)	(5,496.29)	95,653.04	(167,828.36)	263,481.40

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

As of Date:

11/30/2024

Location:

Sonrisas Dental Health

Year To Date

11/30/2024

Current Year Balance

**Assets**

Current Assets

Cash and Cash Equivalents

11218 - Heritage -Operating 326,147.09

11600 - Petty Cash 198.84

Total Cash and Cash Equivalents 326,345.93

Accounts Receivable, Net

Accounts Receivable

12100 - Accounts Receivable-Patients 284,886.95

12210 - Accounts Receivable - Grants 467,519.49

12220 - Accounts Receivable - Agencies 540,169.00

Total Accounts Receivable 1,292,575.44

Total Accounts Receivable, Net 1,292,575.44

Other Current Assets 28,233.10

Total Current Assets 1,647,154.47

Long-term Assets

Property & Equipment

17300 - Improvements 1,234,499.96

17400 - Equipment 1,550,588.28

17500 - Furniture/Fixtures 127,358.07

17600 - Vehicle 48,361.29

17999 - Accum Depreciation (2,281,735.91)

Total Property & Equipment 679,071.69

Other Long-term Assets 16,297.00

Total Long-term Assets 695,368.69

Investments

Long Term Investments

11410 - Investment Acct. - Merrill Lynch 0.00

11412 - Investment Acct. - City National 1,290,789.22

11415 - Unrealized Gain(loss) on Investment 23,044.94

Total Long Term Investments 1,313,834.16

Total Investments 1,313,834.16

**Total Assets 3,656,357.32**

**Liabilities and Net Assets**

Liabilities

Short-term Liabilities

Accounts Payable

21110 - Accounts Payable 52,704.71

23100 - Patient Prepayments	23,143.09
23200 - Patient Refunds Payable	5,560.67
<b>Total Accounts Payable</b>	<b>81,408.47</b>
<b>Accrued Liabilities</b>	
22210 - Accrued Payroll	86,916.42
22220 - Accrued PTO	93,913.95
<b>Total Accrued Liabilities</b>	<b>180,830.37</b>
<b>Withholding Tax Payable</b>	
22230 - Accrued Payroll Taxes	7,184.57
<b>Total Withholding Tax Payable</b>	<b>7,184.57</b>
<b>Total Short-term Liabilities</b>	<b>269,423.41</b>
<b>Long Term Liabilities</b>	
Other Long-term Liabilities	2,810.26
<b>Total Long Term Liabilities</b>	<b>2,810.26</b>
<b>Total Liabilities</b>	<b>272,233.67</b>
<b>Net Assets</b>	<b>3,384,123.65</b>
<b>Total Liabilities and Net Assets</b>	<b>3,656,357.32</b>

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	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Total	Budget	Variance
<b>San Mateo Visits</b>	906	980	916	945	817	4564	4923	<b>(359)</b>
<b>Half Moon Bay Visits</b>	327	350	312	299	317	1605	1628	<b>(23)</b>
<b>Total Visits</b>	<b>1233</b>	<b>1330</b>	<b>1228</b>	<b>1244</b>	<b>1134</b>	<b>6169</b>	<b>6550</b>	<b>(381)</b>

### Visits by Payer -San Mateo

	30-Nov Budget	Variance	YTD	YTD Budget	Variance	
<b>Commercial Insurance</b>	23	28	(5)	173	149	24
<b>PPO</b>	175	209	(34)	876	1093	(217)
<b>Private Pay</b>	26	28	(2)	141	149	(8)
<b>Affordable Scale</b>	6	20	(14)	59	99	(40)
<b>Farmworker</b>	0	0	0	0	0	0
<b>FQHC</b>	158	190	(32)	994	1043	(49)
<b>Public Dental-HPS</b>	371	342	29	1971	1973	(2)
<b>Public Dental-Medi-Cal</b>	58	85	(27)	350	417	(67)
<b>Total Visits</b>	<b>817</b>	<b>902</b>	<b>(85)</b>	<b>4564</b>	<b>4923</b>	<b>(359)</b>

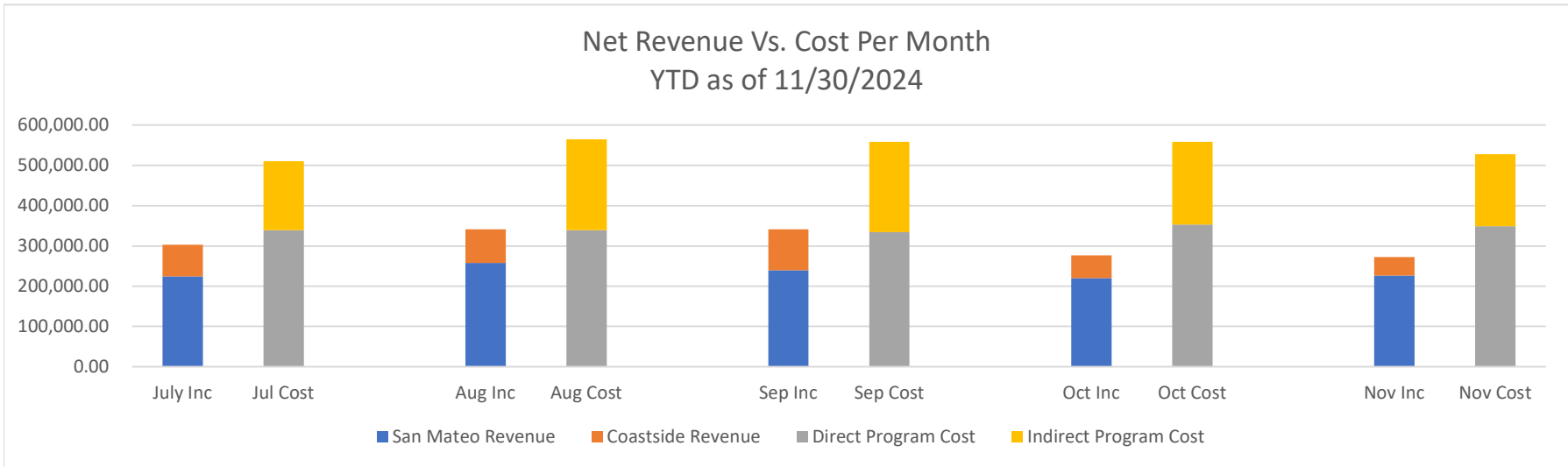
### Visits by Payer -Half Moon Bay

	30-Nov Budget	Variance	YTD	YTD Budget	Variance	
<b>Commercial Insurance</b>	6	6	0	34	33	1
<b>PPO</b>	39	37	2	162	197	(35)
<b>Private Pay</b>	3	3	0	16	16	0
<b>Affordable Scale</b>	19	27	(8)	111	148	(37)
<b>Farmworker</b>	23	34	(11)	134	181	(47)
<b>FQHC</b>	1	40	(39)	385	260	125
<b>Public Dental-HPS</b>	198	122	76	634	677	(43)
<b>Public Dental-Medi-Cal</b>	28	21	7	129	115	14
<b>Total Visits</b>	<b>317</b>	<b>290</b>	<b>27</b>	<b>1,605</b>	<b>1,627</b>	<b>(22)</b>



**Sonrisas Dental Health Operations**

	<b>Jul 24</b>	<b>Aug 24</b>	<b>Sep 24</b>	<b>Oct24</b>	<b>Nov24</b>	<b>Total</b>	<b>Budget</b>	<b>B(W)</b>
<b>San Mateo Revenue</b>	224,660	257,350	239,621	219,703	226,536	1,167,870	1,192,051	(24,181)
<b>Coastside Revenue</b>	78,305	83,930	101,718	57,227	45,869	367,048	375,236	(8,188)
<b>Total Net Revenue</b>	302,965	341,280	341,338	276,930	272,405	1,534,918	1,567,287	(32,369)
<b>Direct Program Cost</b>	339,895	339,188	353,129	350,025	348,655	1,730,892	1,894,174	163,282
<b>Indirect Program Cost</b>	170,154	225,983	205,245	197,193	179,442	978,017	1,087,029	109,013
<b>Total Cost</b>	510,049	565,171	558,374	547,218	528,097	2,708,908	2,981,203	272,294
<b>TOTAL</b>	<b>(207,084)</b>	<b>(223,891)</b>	<b>(217,035)</b>	<b>(270,288)</b>	<b>(255,692)</b>	<b>(1,173,991)</b>	<b>(1,413,916)</b>	<b>239,925</b>
<b>Dividend/Other Income</b>	14,557	11,909	12,787	(4,305)	3,703	38,651	22,042	16,610
<b>Donations Received</b>	102,955	148,103	255,494	181,455	128,255	816,261	890,711	(74,450)
<b>Grant from PHCD</b>	66,666	66,666	148,068	66,666	66,666	414,732	333,335	81,397
<b>OTHER INCOME</b>	184,178	226,679	416,349	243,816	198,624	1,269,645	1,246,088	23,557
<b>NET INCOME</b>	<b>(22,906)</b>	<b>2,787</b>	<b>199,314</b>	<b>(26,472)</b>	<b>(57,069)</b>	<b>95,654</b>	<b>(167,828)</b>	<b>263,482</b>



<b>Avg. Income (Loss) per Visit</b>			
	YTD	Budget YTD*	FY24
Net Revenue per Visit	\$ 248.81	\$ 239.28	\$241.79
Direct Cost per Visit	\$ (268.53)	\$ (274.51)	(\$265.34)
Indirect Cost per Visit*	\$ (102.26)	\$ (102.76)	(\$93.33)
Net Income per Visit	\$ (121.98)	\$ (138.00)	(\$116.88)

\* Indirect cost excludes costs in outreach program and fundraising department

<b>Sonrisas Dental Health Operations Nov-24 Vs. Nov-23</b>			
	Nov-24	Nov-23	Variance B(W)
<b>Visits</b>	<b>1134</b>	<b>1125</b>	<b>9</b>
<b>San Mateo Revenue</b>	226,536	210,340	16,196
<b>Coastside Revenue</b>	45,869	49,743	(3,875)
<b>Total Net Revenue</b>	272,405	260,083	12,322
<b>Direct Program Cost</b>	348,655	316,608	(32,047)
<b>Indirect Program Cost</b>	179,442	174,859	(4,583)
<b>Total Cost</b>	528,097	491,467	(36,630)
<b>TOTAL</b>	<b>(255,692)</b>	<b>(231,385)</b>	<b>(24,308)</b>
<b>Dividend/Other Income</b>	3,703	8,245	(4,542)
<b>Donations Received</b>	128,255	117,505	10,749
<b>Grant from PHCD</b>	66,666	66,666	0
<b>Grants and Donations</b>	198,624	192,416	6,207
<b>NET INCOME</b>	<b>(57,069)</b>	<b>(38,968)</b>	<b>(18,100)</b>