



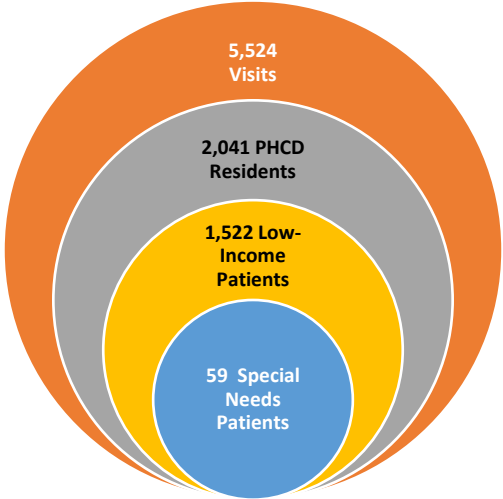
DATE: August 8, 2022

TO: Peninsula Health Care District Board of Directors

FROM: Tracey Fecher, CEO

RE: **Sonrisas Dental Health FY 21-22 Fourth Quarter Report**

Sonrisas Dental Health is pleased to share the results and outcomes with the PHCD board for the FY22, July 1, 2021 to June 30, 2022. For the fiscal year, the following PHCD residents visited a Sonrisas clinic for dental care.



With funding received in 2021 to build out new operatories, Sonrisas increased visit capacity at the San Mateo Clinic by 30% in FY21-22. The impact on PHCD residents was significant with Sonrisas’ treating 30% more low-income residents and 23% more visits for all PHCD residents. This translates into 338 more unique low-income patients who live in the district boundaries receiving care at Sonrisas than in the prior year.



The Outreach Team, led by Dr. Bonnie Jue, screened 368 children in the district at five schools in two districts. Over 650 Toothbrush To Go kits were distributed within the district boundaries. There were also 151 adult toothbrush kits given out. Over 400 children attended a virtual oral health presentation; and 98 adults attended a virtual oral health presentation. In FY22, Sonrisas received a grant from Delta Dental to gather information from community members about the needs of Seniors for access to dental



care and to pilot a senior dental program. In FY22, the Outreach team held a senior focus group in partnership with Burlingame Park and Recreation and attended the Foster City Senior Health Fair. After gathering information from seniors, their caregivers and community partners, the outreach team began piloting providing oral health screenings in community locations.



This work will continue in FY23 and we are pleased that we received an additional year of funding from Delta Dental for this important project. The new grant includes funding for a .4 FTE senior dental care coordinator/navigator as well as funds for transportation. Transportation was a common barrier to seniors having access to dental care that was mentioned in the focus groups.

Sonrisas' three-year strategic plan was approved by the Sonrisas board at the July board meeting. There are three focus areas, with each have high level goals.

Focus Area I: Sonrisas' Culture

Vision for focus area - within three years we will have:

- *Staff Wellness*: Established processes to promote staff wellness and engagement
- *Staff Learning and Development*: Further developed practical staff development systems and processes that support and grow a learning culture and career path.
- *Internal Collaboration*: Continued to strengthen the collaboration and alignment between the administrative and clinical staff teams, supported in part by a set of replicable events to bring staff together in person to strengthen teamwork and deepen relationships.
- *Mission, Vision and Values*: Ensured that all staff have internalized and can communicate Sonrisas' mission, vision, and core values.

Focus Area II: Sustainable Growth

Vision for focus area – within three years, we will have further refined a diversified growth and revenue strategy, to include:

- *Patient Revenue*: A more sustainable set of patient revenue tactics relating to low-income patients and the low reimbursement rate Sonrisas receives.
- *Fundraising*: Replicable approaches to include major donor outreach, grants, events, and possibly plans for a capital campaign, seated within an organization-wide culture of philanthropy.

Focus Area III: Patient and Community Engagement

Vision for focus area - within three years we will have:

- *Patient Engagement*: Established a patient advisory committee to gather input on Sonrisas' programs and patient facing processes.
- *Outreach Programs*: Further developed our oral health programs in ways our community indicates they need and support.
- *Quality Dentistry*: We will communicate the importance of quality oral health to our patients and the wider community, *in a timely manner*, as well as our vision that all San Mateo County residents have access to a dental home.
- *Community Partnerships*: Expand current partnerships and increase the number of partners we work with to further Sonrisas' vision

In partnership with the San Mateo Medical Center, a three-year FQHC contract renewal with per visit rate increases each year was approved by the San Mateo County Board of Supervisors and goes into effect on September 1st. Sonrisas will begin to see FQHC patients at the Half Moon Bay clinic in the fall.



In July, the Sonrisas team took an afternoon off to reinstitute our annual summer picnic. With the many changes and challenges the Sonrisas team has faced due to Covid-19, it is even more important for us to spend time together than ever. Events such as these also support the focus area of Sonrisas’ culture. Giant Jenga was quite a hit with the team as was the relay race designed by a staff member on the planning committee. Every employee was a winner in the relay race – getting a gift card for Starbucks, Baskin Robbins, or Jamba Juice!



Sonrisas’ 8th annual Cooking for A Cause event will be held at the Half Moon Bay Library on Saturday, September 17th. We’d love to have PHCD board members and residents with us celebrating our partnership in providing a dental home for San Mateo County Residents: <https://www.sonrisasdental.org/news/cooking-for-a-cause-visions-of-valencia/>



In summary, here is a table showing the impact the PHCD support has had for your residents over the last two years:

	FY20-21	FY21-22	Increase
All Unique PHCD Patients	1,553	2,041	31%
Unique PHCD Low-Income Patients	1,184	1,522	29%
PHCD Special Needs Patients	38	59	55%
All visits for PHCD Residents	4,484	5,524	23%
Children Screened in District Boundaries	64	368	
Senior Outreach in District Boundaries	0	9	

The SDH team wants to thank PHCD for its continued support, which allows SDH to deliver our mission in San Mateo County. Thank you for bringing smiles to the staff and patients of Sonrisas Dental Health!