

# Building a better future **together.**



2013 ANNUAL REPORT

*Dientes Community Dental's mission is to create lasting oral health for the under-served children and adults of Santa Cruz County and neighboring communities.*



**dientes**  
COMMUNITY DENTAL

*“You must be the change  
you wish to see in the world.”*

— Mahatma Gandhi

**Dear Dientes Family,**

*This year we celebrated 20 years in partnership with generous supporters like you. Together, we have provided over 185,000 dental visits to those in need in our community – including single mothers, children, seniors, the homeless, veterans and many working families who lack dental insurance. In doing so, we have transformed the way dental services are delivered to our most vulnerable neighbors ... providing dignity through dentistry.*

**The need is growing.**

*Dientes served 7,745 patients this year; more than ever before! Yet, the need is so much greater. 1 out of every 2 people in our community are in need of affordable dental care. To address this shortage, we created a strategic plan that will allow us to double our capacity to provide 40,000 visits annually by 2020. We are thrilled to share our plans on how we are growing to meet the community’s needs on Page 3.*

**We couldn’t do this without your generosity.**

*Through the support of donors like you, Dientes is changing lives. Larry is one such patient. At age 48 he was living on a limited income and had lost most of his front teeth because he couldn’t afford dental care. He was embarrassed to go to work, and his health was declining because he couldn’t eat fruits and vegetables. Dientes was able to give him a new set of dentures. Now, he can eat properly, looks 10 years younger and smiles with confidence. This is one small example of how you help us make a profound difference in our patients’ lives every day.*

**Your participation has an impact.**

- **Volunteer with our Dental Affinity or Outreach programs.**
- **Donate to help us provide affordable dentistry to low-income patients.**
- **Advocate for better funding for dental care.**

*With every hour of volunteer time and every donation, you are helping knit this piece of the safety net into a stronger fabric that supports a healthier, more vibrant community. For that we are deeply grateful.*

**Thank you!**



*Laura Marcus*  
**Laura Marcus,**  
Executive Director



*Phil Grauberger*  
**Phil Grauberger,**  
Board President

**7,745**

*Patients served*

- **Children** 3,682
- **Adults** 3,325
- **Seniors** 733

**21,050**

*Dental visits  
provided*

**4,000**

*School children  
taught oral health*

**96%**

*Patients at or  
below poverty  
level*

**94%**

*Patients rate their  
satisfaction as  
Excellent / Good*

# Dientes' Expansion Plans **Take Shape**

**These are exciting times at Dientes!** Healthcare reform means the need for affordable dental care is growing. With an already compacted schedule and the Medi-Cal rolls expected to increase by another 15,000 people over the next two years, Dientes is stepping up to meet these challenges.

- **Picture** a brightly-lit, colorful waiting room for children and their parents in the new Helen and Will Webster Children's Center. After a short time, friendly dental assistants show patients into this state-of-the-art, six-chair pediatric wing with adjoining administrative offices – all found at our main 1830 Commercial Way clinic. Here, children are provided care by licensed pediatric dentists and given oral health education at child-friendly tooth brushing stations featuring pictures and videos.
- **Imagine** low-income Pajaro Valley residents being able to receive high-quality dental care in their neighborhood. A four-chair clinic, co-located with other Santa Cruz County services on Watsonville's Freedom Boulevard, provides comprehensive dental care.
- **Envision** homeless families not having to figure out transportation to get dental care. Instead, these patients receive dental services right on the Santa Cruz-based Homeless Services Center campus in our one-chair outreach clinic.

**In total**, these projects will enable Dientes to grow our services by twice our current size—to 40,000 dental visits a year!

Thanks to our early supporters, these plans are becoming a reality! We have started a \$3.0M capital campaign and have \$750,000 left to raise towards our goal. A special thanks goes to the Dignity Health Investment Loan Program for a \$1.0M loan to help us complete our construction on time!

Plans are moving through the permitting process. Soon we will have news of our groundbreaking ceremonies this Fall and Winter. Together, we are building a better, healthier future for our community.

## Dental Health at Dientes **Begins Early...**

**Recently**, Jessica DeCastro came to Dientes for her pre-schooler's first dental checkup. Dr. Mai Dinh greeted Bailey with a friendly smile and a toy, and let her sit on mom's lap. Bailey was relaxed the whole time, and left the clinic smiling, proud of her first trip to the dentist. Jessica says she feels comfortable bringing her family here, *"Coming in I was apprehensive, but they're very gentle with children here in the pediatric wing. I brought my nephew in for a checkup. He has sensory issues, but they worked with us and I was very happy with the result."* By reaching kids early, we can instill good dental habits that will last a lifetime. Because of community support, we can serve many more patients like Jessica and Bailey.



**Bailey DeCastro**

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THANK YOU.



# Statement of Financial Position

as of June 30, 2013 (Unaudited)

## Balance Sheet :

### Assets :

Cash & Equivalents	\$2,019,657
Grants Receivable	109,000
Accounts Receivable	317,022
Inventory	37,950
Prepaid Expenses	66,143
Property & Equipment	1,447,225

**Total Assets :** **\$3,996,997**

### Liabilities :

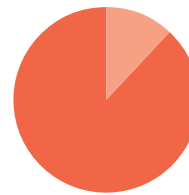
Accounts Payable	\$229,235
Notes Payable	186,406
Accrued Expenses	17,209

**Total Liabilities :** **\$432,850**

### Net Assets :

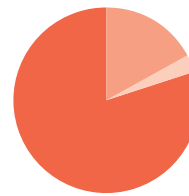
Unrestricted	\$3,564,147
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**Total Net Assets :** **\$3,564,147**



**Income :** **\$3,901,616**

Grants & Contributions	12%
Earned Income	88%



**Expenses :** **\$3,883,438**

Administration	17%
Fundraising	3%
Client Services	80%

## Making A Difference :

**Last year,** Dientes met Pauline at the skilled nursing facility, where we hold a mobile clinic. The dentures she had used for 15 years had worn out. At age 99, she was in good health, but was having trouble eating. Just in time for her 100th birthday, Dientes' Dr. Wistrom fitted her with a brand new pair of dentures. She was able to eat her birthday cake with her family and celebrate her long life. Although she passed away a few months later, her remaining time was filled with dignity thanks to the care she received. With grants and donations to support our outreach program, next year we can reach even more patients.



**Pauline Montgomery**

1830 Commercial Way  
Santa Cruz, CA 95065

**Clinic** : 831.464.5409

**Office** : 831.464.5421

[www.dientes.org](http://www.dientes.org)

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## Volunteers :

We are tremendously grateful for the countless hours that these volunteers have given towards the goal of providing high-quality, low cost dental services to those most in need in our community.

**Thank you!**

### Dental Affinity Program Volunteers :

James Alderete, D.D.S.  
John Anderson, D.D.S.  
Richard Bianco, D.D.S.  
Corrine Cline-Fortunato, D.D.S.  
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### Advisory Council :

Ryan Coonerty  
Nicole Lezin  
Cynthia Mathews

## Dientes Reaches Out to the Community :

**Last year**, Dientes reached 4,000 school children through our school outreach program. Each school year our staff drives one of our two mobile clinic vans to 12 different schools in the area, including the Santa Cruz, Soquel and Pajaro School Districts. Once there, they do fun and interactive presentations on good oral hygiene habits. Later, our dentists return to each school and run a mobile exam clinic for children who lack a regular dentist. Here, Dr. Taff visits Ms. Henderson's class at Calabasas School. Dientes' Outreach Program also includes visits to skilled nursing facilities, health fairs, Women, Infants and Children, and Migrant Head Start in Watsonville.

