Dear Friends,

For more than 15 years, Community Dental Care has been improving the lives of low-income people of all ages by providing access to oral health services and preventive education. Our vision is that all people will have access to high quality, affordable dental care to improve their overall health in a convenient, caring, and respectful environment.

It is well known that low-income people experience unequal access to oral healthcare and higher rates of dental disease. Untreated tooth decay can lead to missed school/work days and systemic health complications. The good news is that dental decay is 100% preventable and the tools needed to maintain good oral health are not expensive.

Our aim is that no patient is turned away due to inability to pay for treatment. Uninsured low-income patients are eligible for discounted services, and we offer care-grants for emergency care for patients unable to cover the cost of treatment. Our clinics dedicate time each day for walk-in patients, which helps reduce unnecessary emergency room visits.

The financial impact of the COVID-19 pandemic has been significant. Thanks to our robust infection control protocols, we have been operating at nearly full capacity since July of 2020 with no spread of COVID-19 in our clinics. We also continued many of our community outreach programs in a socially distanced manner in 2020, and are excited to be back in schools in 2021. We consider it a great success to be able to provide critical dental care to patients in need throughout the pandemic, while keeping our staff and patients safe.

We are deeply grateful for the generous support from foundations, businesses, the government and individuals in 2019 and 2020. It is because of the generosity of donors like YOU that we are able to sustain our mission to provide culturally sensitive oral health care, preventive education, professional training and advocate for access for all. THANK YOU!

Sincerely,

Karen Flanagan Kleinhans, MHA
Chief Executive Officer

Cedric Long
Board Chair
Dedicated to Providing Comprehensive Dental Care to People in Need

MISSION
Our mission is to provide culturally sensitive community oral healthcare, preventive education, professional training, and to advocate for access for all.

VISION
Our vision is that all people will have access to high quality, affordable dental care to improve their overall health in a convenient, caring, and respectful environment.

VALUES

<table>
<thead>
<tr>
<th>Year</th>
<th>All Clinics Total</th>
<th>Saint Paul Clinic</th>
<th>Maplewood Clinic</th>
<th>Robbinsdale Clinic</th>
<th>Rochester Clinic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unique Patients Served</td>
<td>32,987</td>
<td>47,436</td>
<td>8,808</td>
<td>12,982</td>
<td>15,722</td>
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<tr>
<td>Total Patient Encounters</td>
<td>80,955</td>
<td>132,535</td>
<td>19,235</td>
<td>31,487</td>
<td>39,145</td>
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<tr>
<td></td>
<td>3,046</td>
<td>6,439</td>
<td>5,411</td>
<td>6,756</td>
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<tr>
<td></td>
<td>6,825</td>
<td>19,185</td>
<td>15,750</td>
<td>22,653</td>
<td></td>
</tr>
</tbody>
</table>

65% People of Color
28% Emergency Patients
22% New Patients
63 Counties
49% Children
7% Uninsured
10% Commercial Insurance
83% Medical Assistance
Community Programs Designed to Motivate Behavior Change and Inspire the Future Leaders in Health Care

Community Dental Care’s Program to Improve Community Oral Health (PICOH) provides oral health prevention and education for children (ages 0-12) and pregnant women in our clinics and in community outreach locations, including schools, at local food shelves, and with community programs such as Early Childhood Family Education (ECFE) and Women, Infants, and Children (WIC).

We use evidenced based practices to promote positive health behaviors and improve oral health. Participants enrolled in PICOH engage in conversation with a health coach about how and why to practice good oral health habits, set personal goals for new habits and receive periodic follow-up calls from their coach. PICOH enrollees demonstrate a 62% reduction in risk of dental disease.

Our Student Training Program, collaborates with 11 Minnesota schools to offer clinical training for students, including those enrolled in dental hygiene, dental assistant, dental therapy, community health worker and nursing programs. The objective of the program is to give students experience in providing dental care and promoting oral health in a non-profit public health dental clinic serving a culturally diverse and underserved patient population. Not only are we providing a valuable, and in some cases necessary, component of their training program, we also hope to inspire students to seek careers in public health for the underserved.

How You Can Help

$5,000 - Sustain our mission so we can continue to meet the needs of the underserved.

$1,000 - Sponsor emergency care-grants for patients in pain.

$500 - Cover the cost of restorative treatment for a child in need.

$100 - Provide dental sealants to prevent cavities for low-income children.

$25 - Purchase oral hygiene kits for children and adults in the community.
Your Support Changes Lives

With sincere appreciation, thank you to the many foundations, corporations, businesses, organizations and individuals for supporting Community Dental Care. Taking care of people in a culturally sensitive manner is integral to our mission, and YOU help make that possible. Contributions from generous supporters enable us to continue to provide comprehensive dental care to people in need.

*Denotes Contributions Made in 2019 & 2020

Foundations

3M Foundation  
AmazonSmile Foundation*  
American Dental Association Foundation*  
America’s ToothFairy: National Children’s Oral Health Foundation*  
Beautykind Foundation  
Carl & Verna Schmidt Foundation*  
Delta Dental of Minnesota Foundation*  
F.R. Bigelow Foundation  
Fred C. and Katherine B. Andersen Foundation*  
Greater White Bear Lake Community Foundation  
Hardenbergh Foundation*  
Mardag Foundation  
MAXIMUS Foundation*  
Medica Foundation*  
Mightycause Charitable Foundation*  
Minnesota Dental Foundation*  
Olmsted Medical Center Regional Foundation  
Otto Bremer Trust*  
Park Dental Foundation*  
Ray Edwards Memorial Trust  
Rochester Area Foundation*  
Roseville Area Community Foundation  
Saint Paul & Minnesota Foundation  
Shavlik Foundation  
UCare Foundation  
WCA Foundation

Corporations, Businesses, and Organizations Continued

Denny’s  
Direct Benefits, Inc.  
Drifters Car Club of Southeastern Minnesota  
Dunn Brothers Coffee  
Fairview Community Advancement*  
Gallagher  
GlaxoSmithKline  
Great America Financial Services Corp.  
Hutchinson Dental Center  
Hy-Vee  
Mayo Clinic  
Menon Periodontics and Implants, LLC  
Metropolitan State University  
Minnesota Board of Dentistry  
Minnesota Department of Health*  
Minnesota Hmong Chamber of Commerce  
Network for Good*  
Ramsey County (RECERT)
Corporations, Businesses, and Organizations Continued

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## Financial Summary

### Statement of Financial Position

<table>
<thead>
<tr>
<th>Assets</th>
<th>2020</th>
<th>2019</th>
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</thead>
<tbody>
<tr>
<td>Cash &amp; Equivalents</td>
<td>$4,693,645</td>
<td>$2,593,384</td>
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<tr>
<td>Property &amp; Equipment</td>
<td>6,086,118</td>
<td>6,786,311</td>
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<tr>
<td>Other Assets</td>
<td>2,966,224</td>
<td>2,868,327</td>
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<tr>
<td>Total Assets</td>
<td>$13,745,987</td>
<td>$12,248,022</td>
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<tr>
<th>Liabilities &amp; Net Assets</th>
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<tr>
<td>Current Liabilities</td>
<td>$1,642,021</td>
<td>$1,111,357</td>
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<td>Long-term Liabilities</td>
<td>1,852,129</td>
<td>2,532,933</td>
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<tr>
<td>Total Liabilities</td>
<td>$3,494,150</td>
<td>$3,644,290</td>
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| Net Assets                    |                  |                  |
| Unrestricted                  | $9,700,294       | $8,113,465       |
| Restricted                    | 551,543          | 490,267          |
| Total Net Assets              | $10,251,837      | $8,603,732       |
| Total Liabilities & Net Assets| $13,745,987      | $12,248,022      |

### Statement of Activities and Change in Net Assets

| Unrestricted Revenues/Gains & Other Support | $15,112,499 | $19,688,045 |
| Operating Expenses                 | 13,621,189   | 19,332,532  |
| Operating Income                   | 1,491,310    | 355,513     |
| Non-Operating Gains (Losses)       | 9            | (104,390)   |
| Restricted Contribution            | 938,029      | 712,936     |
| Net Assets Released                | (784,419)    | (374,330)   |
| Change in Net Assets               | $1,648,105   | $351,769    |

### Expenditures

- **Program Services**: 9% in 2020, 9% in 2019
- **Management & General**: 1% in 2020, 1% in 2019
- **Fundraising**: 50% in 2020, 50% in 2019
quality dental care and preventive education for all

1670 Beam Avenue, Suite 204, Maplewood, MN 55109
828 Hawthorne Avenue East, Saint Paul, MN 55106
3359 West Broadway Avenue, Robbinsdale, MN 55422
2120 US Highway 14 East, Rochester, MN 55904

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