

# DENTAL HOMES for 1 MILLION children



Healthy Smiles, Healthy Children  
The Foundation of the American Academy of Pediatric Dentistry

2018 ANNUAL REPORT

**Healthy Smiles, Healthy Children: The Foundation of the American Academy of Pediatric Dentistry (HSHC) is the nation's largest dentist-led foundation dedicated to children's oral health. HSHC works to ensure that all children, regardless of families' ability to pay, have access to a Dental Home—a place to receive consistent, compassionate dental care.**

Since 2010,  
**HSHC**  
grantees  
have provided  
**DENTAL HOMES**  
to more than  
**325,000**  
CHILDREN



## TABLE OF CONTENTS

- 1 A Note from Our President and CEO
- 2 Helping One Million Children
- 3 Access to Care Grantees
- 6 Dental Home Day
- 7 Leadership Institute
- 8 Leadership
- 9 Circle Donors
- 10 Donors
- 16 Financial Report

*"The Dental Home is a safe place for children to receive routine dental care. For the first time in many of these children's lives they have a professional who cares deeply for them and wants to help them in any way possible. We have heard many stories of children who want to grow up to be a dentist because of the care received as a result of an HSHC grant!"*

# A NOTE FROM OUR PRESIDENT AND CEO

**T**hank you for believing in our mission, donating to the cause, spreading the word and getting involved to help us help children and families in need.

Thanks to your generosity, Healthy Smiles, Healthy Children (HSHC) has provided Dental Homes to 325,000 underserved children since 2010.

Where do we go from here?

Questioning that, we took a hard look at our work, successes, support and our strategic plan. We also looked ahead at an oral care crisis that unfortunately just keeps growing.

All of us at HSHC are 100 percent committed to making this important goal a reality. We need you and are always here to listen to your thoughts and ideas. Let's do this!

Best regards,

**Neophytos L. Savide, DDS**  
*HSHC President*

**John S. Rutkauskas, DDS, MBA, CAE**  
*HSHC Chief Executive Officer*

We realized it's the right time to do even more. So, powered by your generosity and children's smiles, we set a bold new goal:

**DENTAL HOMES for  
1 MILLION  
children**

That's right. ONE MILLION CHILDREN! It's exciting. It's empowering. It's doable.

To reach ONE MILLION CHILDREN by June 2022, we must continue to work together and think big. We plan to replicate many of the successful programs that you will read about in this report. In addition, we are planning new and exciting initiatives that will make it possible for HSHC and our grantees to serve more children and reach our goal.

Stay tuned ....



Neophytos L. Savide



John S. Rutkauskas

# HELPING ONE MILLION CHILDREN

## OUR DIRECTION

### HSHC STRATEGIC PLAN

#### 2017-2020

##### VISION

- Every child has a Dental Home

##### MISSION

- Promote initiatives supporting Dental Homes for all children

##### SUCCESS MARKERS (BY 2022)

- **Reach the one million mark for children helped** via HSHC-supported oral health initiatives
- Generate annual **contributions** (donations, sponsorships and grants) totaling at least \$2.5 million
- Increase public **awareness of HSHC** and its mission over 2018 levels
- **Strategically invest assets** to ensure growth over 2018 levels

## OUR SUCCESS

### 2017 HSHC HIGHLIGHTS

- Nearly **33,000** children found their Dental Home in 2016-2017, thanks to our incredible grantees.

Since 2010, HSHC has:

- Donated more than \$4.6 million to dental professionals to provide dental services for families and children who cannot afford care.
- Supported underserved children in 29 states and the District of Columbia.
- Provided Dental Homes to more than 325,000 children.

## OUR FUTURE

### ONE MILLION CHILDREN

DENTAL HOMES for

**1MILLION**  
**children**

*"Working toward the goal of providing dental care for ONE MILLION CHILDREN will, in the long term, help uplift and strengthen underserved communities through improved health outcomes."*

Dr. Jessica Lee  
Petaluma Health Center, Inc., HSHC Grantee

# 2017-2018 HSHC ACCESS TO CARE GRANTEES

**H**SHC Access to Care Grants are awarded each year to organizations that provide unique solutions and partnerships, are a consistent community presence and have a record of success. HSHC Grants cover costs of clinic supplies, patient and family education and outreach, home care supplies or other activities with direct impact on child oral care.

Providing funds to exceptional organizations that support our mission will be especially important as we strive to serve ONE MILLION CHILDREN.



## SINGLE YEAR GRANTEES

Congratulations to the organizations that received single year Access to Care Grants of up to \$20,000 to support their important work.

**Chesapeake Health Center, Salisbury, Md.**, is the only provider of pediatric dental care within a 90 mile radius. The HSHC Grant will help the Center provide Dental Homes to 5,500 children over the grant period.

**Children's Mercy, Kansas City, Mo.**, breaks down barriers to care for children with complex medical conditions by offering routine and emergency services that many private dental providers are not equipped to handle. HSHC funding will help Children's Mercy offer care to more families of children with complex medical conditions.

*"Providers at Children's Mercy know that poor dental health can compromise treatment of a child with another serious disease such as cancer, delaying potentially lifesaving surgeries. Therefore, a referral to Children's Mercy Dental Clinic is the first step in treatment for children with complex medical conditions."*  
Dr. Robin Onikul, Medical Chairman, Children's Mercy Dental Clinic

**Eastern Iowa Health Center, Cedar Rapids, Iowa**, opened the Eastern Iowa Dental Center (EIDC), a permanent dental clinic. Thanks to HSHC funding, EIDC was fully-equipped with essential dental equipment, adequately staffed and ready to treat patients when the doors opened.

*"We are more comfortable coming to the dentist now that we have a Dental Home. My daughter is brushing better now and she loves coming to the dentist here."* Kasisla, mother of a patient at Eastern Iowa Dental Center

**El Centro de Corazón, Houston**, provides comprehensive dental services and ongoing education to children and parents in underserved communities.

*"Good oral health is critical to school success. If a student has tooth pain it is almost impossible for the child to concentrate in class. At El Centro, we see school children on the same day as the tooth pain so they can get back to learning as soon as possible."* Dr. Heather Dent, El Centro de Corazón



Recognizing that many underserved children start the school year suffering from dental issues, El Centro and HSHC held a back-to-school event to help children in need get their smiles ready for school. Dentists provided oral care education and scheduled dental exams. Children had fun posing for photos commemorating the start of a new school year.

# 35 organizations received ACCESS TO CARE GRANTS to help break down barriers to dental care.

- 17 2016-2017 single year grantees
- 10 2017-2018 single year grantees
- 6 multi-year grantees
- 2 custom grantees

## Gillette Children's Hospital

**Foundation for Gillette Children's Specialty Healthcare, St. Paul, Minn.**, is the only hospital in the upper Midwest dedicated to providing comprehensive health care for patients with special needs due to disabilities and highly complex health conditions.

HSHC funds will enable Gillette to purchase equipment that will increase the Dental Clinic's capacity so each patient will be able to receive two standard check-ups and the required follow-up care each year.

*"The increased capacity that HSHC funding provides will make a significant difference to children who need professional care to compensate for the daily self-care that they can't perform on their own. Every additional appointment provided by this Grant will contribute to health improvements and quality of life for children with special needs."* Chrysa Prom, Grant Specialist, Gillette Children's Hospital Foundation

**Healthy Smiles for Kids of Orange County, Santa Ana, Calif.**, is the leading provider of dental services for Orange County's most vulnerable and impoverished children. HSHC funding will help Healthy Smiles expand its Garden Grove Smile Center, increasing the number of chairs and visits from 9,800 to 17,500 a year.

**Infant Welfare Society, Chicago, Ill.**, one of a few dental programs in Illinois that serves low-income pediatric patients, is part of a larger effort to ensure continuity of care across all health disciplines. Children are screened while attending other medical appointments. Those who have not seen a dentist in six months receive a "Flash Pass" to visit the dentist before they depart the facility.

*"With the help of every dental professional via volunteering, charging a nominal fee, or donating care to a child each year, ONE MILLION CHILDREN should be very possible to achieve."* Dr. Sheila Hall, Vice President of Dental Services, Infant Welfare Society

**Petaluma Health Center, Petaluma, Calif.**, will use HSHC funding to expand successful prevention-focused oral health education and services. Healthy Smiles for Bright Futures, one program making a difference, educates expectant mothers about the need for and availability of dental care for children less than 12 months of age.

*"I used to worry a lot before going to the dentist because they would make me cry. Now that I have a Dental Home, I like coming to the dentist. I am happier because my teeth don't hurt or bleed or fall out. I take much better care of my teeth now too."* Tyler, seven year old patient at Petaluma Health Center

**Shenandoah Dental Clinic, Woodstock, Va.**, serves a large, rural region with no mass transit. Lack of transportation is the most common cause of missed and cancelled appointments so the Clinic is establishing a school-based Dental Home with support from HSHC. This will make it easier for children to access dental resources. This is a big benefit for working parents who cannot miss work or receive reduced pay for time off, resulting in even greater financial insecurity.

**Turner House Children's Clinic, Kansas City, Kan.**, offers each patient a personal dentist and care team to ensure comprehensive and coordinated care, foster culturally competent provider-patient relationship building, and connect patient families to community resources to address comprehensive health and social service needs.

*"Early care is the best care. Some of the children we see have never seen dental floss before. Identifying a problem before it starts is the best protocol, but early intervention via routine evaluations can save a lot of tooth structure, time and resources as well."* Dr. Rebecca King, Turner House Children's Clinic



## CUSTOM GRANTS

Custom Grants are awarded to organizations with innovative ideas and programs that don't fit neatly into the annual Access to Care Grant structure.

HSHC's first ever Custom Grant was awarded to **LSU Health New Orleans School of Dentistry** to help launch an after-hours pediatric dental clinic. Many low-income families cannot take time off from work during the day to go to the dentist, so offering dental services in the evening hours increases access to care for more vulnerable children.

Pajamas were the uniform of choice at the LSU Health New Orleans School of Dentistry/HSHC pajama party. The pajama party drew attention to the need for early dental care and recognized two concepts—the Dental Home and after-hours pediatric dental care—that make it possible for more children, regardless of their financial means, to receive early and ongoing dental care.



Here are some of the innovative ways HSHC grantees address barriers to care in their communities:

- Provide educational outreach to specific at-risk audiences
- Offer transportation to ensure children get to their appointments
- Host seasonal check-up events
- Tailor clinic hours to assist families unable to visit the dentist at certain times of the day/week
- Increase facility and staff size to serve more children

Solutions like these will be replicated, funded and used as inspiration to help us reach our goal.

DENTAL HOMES for  
**1 MILLION**  
children

# DENTAL HOME DAY

## A DAY OF SERVICE.

## A YEAR OF CARE.

Our fifth annual Dental Home Day was held at Children's National Health System in Washington, D.C., as a kick-off to the 2017 AAPD Annual Session.



Dentists in town for the Session volunteered their time to welcome more than 80 children and their families to their new Dental Home at Children's National. The event marked the first dentist appointment in a year of free care thanks to an HSHC grant to Children's National Health System.

Each of the children received free cleanings, treatments and oral health education. Participants were included in a variety of fun activities including an oral health fair and a visit with Dr. Bear, the Children's National mascot.

Thank you to all of the volunteers who made Dental Home Day a success.

### THANK YOU DENTAL HOME DAY 2017 VOLUNTEERS

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Dental Home Day is made possible thanks to the support of Sunstar Americas, Inc. We are so grateful for your support.

# INVESTING IN OUR FUTURE PEDIATRIC DENTAL LEADERSHIP

Investing in future pediatric dental leaders is another way HSHC continues to grow, innovate and, ultimately, help more children in need.

Select pediatric dentists participate in our AAPD/HSHC Leadership Institute at the Kellogg School of Management at Northwestern University and the Advanced Leadership Institute.



**Fifth Cohort of the AAPD/HSHC Leadership Institute at Kellogg** is a group of outstanding pediatric dentists participating in a three year program designed to help them develop skills and approaches that maximize leadership potential and performance.

**The AAPD/HSHC Advanced Leadership Institute** harnesses the collective experience of Leadership Institute graduates to address issues affecting pediatric dentistry. The most recent group, The Second Cohort, focused on developing the AAPD's strategic plan that will guide Academy activities through 2020. Applications for the Third Cohort will open December/Winter 2018.

*"Healthy Smiles, Healthy Children is a continually evolving organization that moves forward with progressive new initiatives that put children first. Our collaborations with The Kellogg School of Management at Northwestern University, our Leadership Institute, and the Aresty Institute of Executive Education at Wharton, our Advanced Leadership Institute provide our members with opportunities to develop the skills necessary to become leading advocates in the fight for children's oral health and to strategically manage forward-thinking initiatives as our ONE MILLION CHILDREN goal."*

Dr. David Curtis  
AAPD Past President, HSHC Past President

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Special thanks to Dr. Jade Miller and Ms. Diane Johnson Krueger  
who retired from the HSHC Board in May 2017.

*"It is hard to imagine a child having a decent shot at a happy and healthy life without having good oral health."*

C. Scott Litch, Esq., CAE  
Chief Operating Officer and General Counsel

# THANK YOU FOR YOUR SUPPORT

**W**e are grateful to these generous donors who have made sustained multi-year pledges, becoming part of our Circles of Support.

Donors making President's, Gold, Platinum and Legacy Circle contributions are recognized in perpetuity while those individuals making Leader's Circle and John C. Brauer Fellowship Gifts are recognized for their generosity during their pledge period.

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Thank you to each and every one of you for your generosity and commitment to the cause.

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# FINANCIAL REPORT

## COMPARATIVE STATEMENT OF FINANCIAL POSITION

as of June 30, 2017

### ASSETS

	<b>2017</b>	<b>2016</b>
Cash and Equivalents	\$ 451,385	\$ 786,174
Unconditional Promises To Give, Less		
Allowance of \$75,000 in 2016 and \$54,000 in 2015	961,226	1,168,906
Interest & Dividend Receivable	22,563	23,297
Due From Affiliate	64,118	208,501
Prepaid Expenses	283,613	426,226
Investments	14,982,750	13,572,054
<b>TOTAL ASSETS</b>	<b>\$ 16,765,655</b>	<b>\$ 16,185,158</b>

### LIABILITIES

Accounts Payable	\$ 18,715	\$ 7,266
Due To Affiliate	212,677	67,789
Deferred Revenue	102,289	370,104
<b>TOTAL LIABILITIES</b>	<b>\$ 333,681</b>	<b>\$ 445,159</b>

### NET ASSETS

Unrestricted	\$ 14,782,984	\$ 13,839,381
Temporarily Restricted	1,647,990	1,900,618
<b>TOTAL NET ASSETS</b>	<b>\$ 16,431,974</b>	<b>\$ 15,739,999</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 16,765,655</b>	<b>\$ 16,185,158</b>

## COMPARATIVE STATEMENT OF ACTIVITIES

as of June 30, 2017

<b>UNRESTRICTED NET ASSETS</b>	<b>2017</b>	<b>2016</b>
<b>Unrestricted Revenues</b>		
Contributions	\$ 466,214	\$ 220,423
Major Gifts and Circle Pledges	69,933	201,272
Affiliate Support	574,662	522,923
Fee-for-Service	112,400	68,500
Net Investment Income	2,022,355	21,271
<b>TOTAL UNRESTRICTED REVENUES</b>	<b>\$ 3,245,564</b>	<b>\$ 1,034,389</b>
Net Assets Released from Restrictions	364,206	1,189,580
Total Unrestricted Revenues and Releases From Restrictions	\$ 3,609,770	\$ 2,223,969
<b>Expenses</b>		
Program Services		
Grants and Awards	\$ 1,562,309	\$ 1,193,741
Grant Making Costs	82,178	116,526
Support Services		
Marketing	190,207	35,233
Fundraising - Contributions	588,699	513,958
Management and General	241,774	321,994
<b>TOTAL EXPENSES</b>	<b>\$ 2,665,167</b>	<b>\$ 2,181,452</b>
Change in Unrestricted Net Assets	\$ 944,603	\$ 42,517
Unrestricted Net Assets at Beginning of Year	13,839,381	13,796,864
<b>TOTAL UNRESTRICTED NET ASSETS AT END OF YEAR</b>	<b>\$ 14,783,984</b>	<b>\$ 13,839,381</b>
<b>TEMPORARILY RESTRICTED NET ASSETS</b>		
Contributions	\$ 30,445	\$ 57,122
Major Gifts and Circle Pledges	81,133	571,917
Net Assets Released from Restrictions	(364,206)	(1,189,580)
Increase (Decrease) in Temporarily Restricted Net Assets	\$ (252,628)	\$ (560,541)
Temporarily Restricted Net Assets at Beginning of Year	1,900,618	2,461,159
<b>TOTAL TEMPORARILY RESTRICTED NET ASSETS AT END OF YEAR</b>	<b>\$ 1,647,990</b>	<b>\$ 1,900,618</b>
<b>TOTAL NET ASSETS</b>	<b>\$ 16,431,974</b>	<b>\$ 15,739,999</b>

WE LOOK FORWARD TO WORKING TOGETHER TO REACH OUR GOAL

# DENTAL HOMES for 1 MILLION children



211 East Chicago Avenue  
Suite 1600  
Chicago, Illinois, 60611  
(312) 337-2169  
[healthysmileshealthychildren.org](http://healthysmileshealthychildren.org)