

Healthy Smiles  
For Kids of Orange County

**2017-2018  
ANNUAL REPORT**

# FROM OUR CEO & BOARD CHAIR



**Ria Berger**

Chief Executive Officer



**Richard Lee**

Chairman of the Board

Dear Friends,

From the bottom of our hearts, thank you for helping us reach our 15th year. For the past decade and a half, we have made it our mission to give every child a healthy smile—and you helped make this happen!

Thanks to your support and generosity, we have been able to:

- Expand our specialty clinic in Garden Grove and **grow from 7 to 11 dental chairs.** This means children like Nathaniel, who suffers from dwarfism and other medical complications, can find a dental home after being turned down by over 20 dentists.
- Bring **teledentistry to 18 elementary schools,** middle schools, and CHOC health clinics, a service that allows kids to receive a full exam, cleaning, and x-rays without visiting a traditional clinic.
- Hop aboard our **third Smile Mobile,** bringing dentists to kids all over Orange County.
- Develop a **cleft-palate program** for babies at CHOC Children's.

Because of donors like yourself, we are now the largest nonprofit dental provider for children in Orange County. It was the vision of Jack Shaw, Dr. Richard Mungo, and Dottie Andrews to give every child in need access to quality dental care. Our kids deserve the best!

We also want to add a special thank you to our Board of Directors, who have been instrumental in guiding our growth.

Thanks to all of our supporters, the future is bright! We are looking forward to expanding our field programs to after-school programs, pediatric offices, and other key community locations. We will also launch an oral health awareness campaign to bring more attention to the fact that 1 in 3 Orange County children are suffering from cavities at this moment ... and it is preventable!

Thank you for making our dreams a reality every single day!

**By 2020, we will improve the oral health of over 1 million kids and parents!**



# TOOTH FAIRY



**Jesus Martinez**  
Dental Assistant



Jesus became a patient of ours when he was seven years old and urgently needed treatment under general anesthesia. After we completed his care, he continued to come every 6 months for preventative treatment. He even taught his siblings how to brush, floss, and avoid sugary snacks!

At his last appointment, when he was 18 years old, he knew he wanted to make oral health his career. Darline Torres, our Clinical Operations Manager, gave him information on how to become a Dental Assistant. Right after finishing his certification, he joined our team! Jesus is now a Dental Assistant for our Smiles X-Press Teledentistry Program and helps kids every day at their schools!

# OUR STORY

Dental disease is the **single most common** chronic childhood disease. It is most common in children from low-income families and affects their ability to eat, speak, and learn. Up to 2/3 of the children we screen in the community show signs of dental decay and require immediate treatment.

At Healthy Smiles we work to eradicate this preventable illness through a combination of traditional clinics and innovative mobile treatment programs.

# 5X

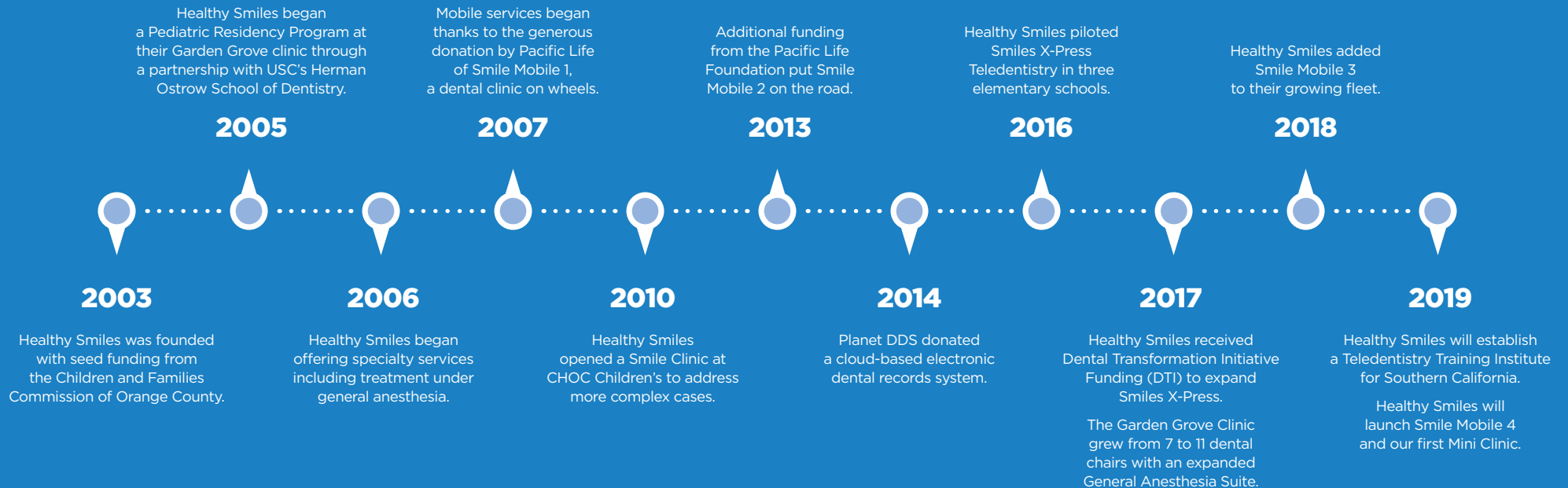
more common than asthma

# 4X

more common than childhood obesity

# 20X

more common than diabetes







## OUR LEADERSHIP

Meet the Healthy Smiles leadership team! Healthy Smiles offers several employee programs such as career pathing, leadership development and succession planning. Employees are also encouraged to join the CEO Council upon their first 90 days. The CEO Council is comprised of Healthy Smiles employees from various departments interested in engaging fellow employees through team building activities and events.

“It’s important that our employees are engaged, motivated, and inspired by the work that we do in our communities.”

**Ria Berger**

Chief Executive Officer



# TOOTH BY TOOTH

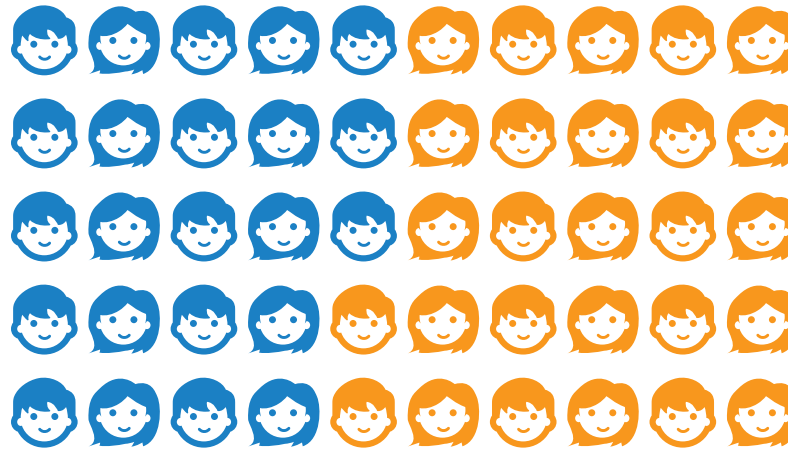


GREW FROM **2** TO **3** SMILE MOBILES



GREW FROM **3** TO **18** TELEDENTISTRY SITES

**400% INCREASE**



AVERAGE PATIENTS PER DAY JUMPED FROM

**23**

TO

**50**

AT THE SMILE CENTER

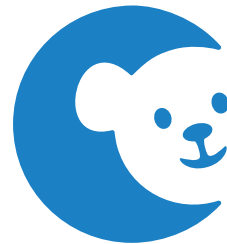
**117% INCREASE**

SMILE CENTER

**13,798**

VISITS AT OUR SMILE CENTER

**24% INCREASE**



**DOUBLED**

OUR PATIENT VISITS AT  
CHOC CHILDREN'S HOSPITAL



**26%**

**INCREASE**

IN GENERAL ANESTHESIA PATIENTS





# PROGRAM HIGHLIGHT:

## *Smile Mobile Saturdays*



**The Problem:** *We identified 700 kids from our Smiles X-Press Teledentistry program with severe dental decay that were not getting healthier.*

The kids in our Smiles X-Press Program receive dental treatment in the classroom. Sometimes these children have advanced decay that needs to be treated in a clinical setting. Our care coordinators make appointments for them either at our Garden Grove Smile Center or with our partner clinics. However, transportation and parent work schedules remain tremendous barriers to care, resulting in these children not going to their appointments.

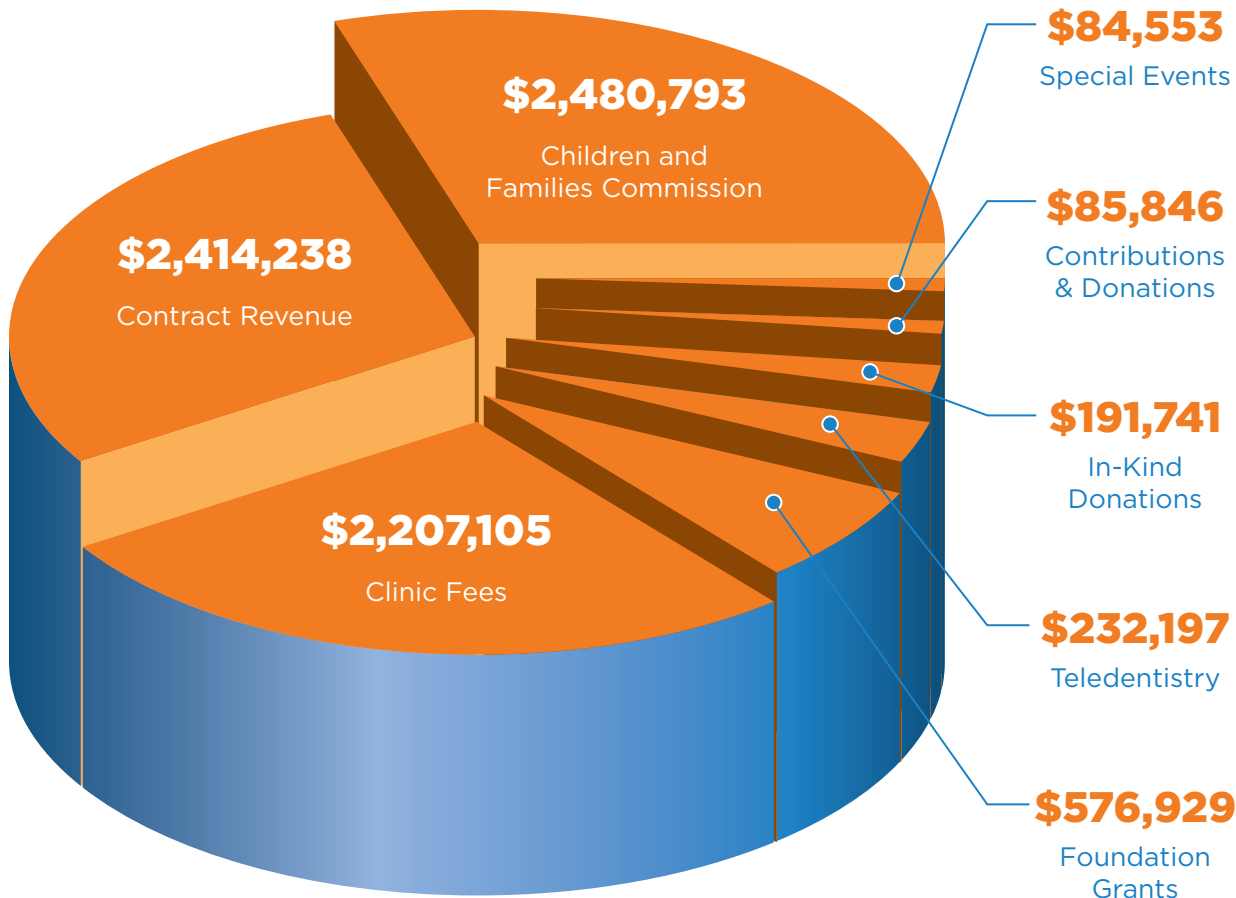
**The Solution:** *We started a restorative program on wheels.*

We decided to bring our dentists to their neighborhoods by setting up Saturday appointments on our Smile Mobiles. Traditionally, our Smile Mobiles provide full cleanings and preventive services such as fluoride and dental sealants at elementary schools. For this restorative program, our Smile Mobiles were deployed at central community sites on Saturdays, thus eliminating the transportation barrier. With a team comprising of one Healthy Smiles Dentist and two dental assistants, we are able to provide restorative care to 12-14 kids each Saturday. We are happy to report that 50% of the kids identified for this program have already completed their treatment plans and are cavity-free! The no-show rates for these patients fell from 60% to 15% once we removed the transportation barrier.

### **More about Smiles X-Press**

Smiles X-Press transforms a classroom or a pediatrician's office into a dental clinic. A Registered Dental Hygienist in Alternative Practice (RDHAP) provides a full cleaning with x-rays and photos. The child misses less than an hour of class and a Healthy Smiles dentist creates a treatment plan for them online. Smiles X-Press is the one of the biggest teledentistry pilots in the nation.

# REVENUE & SUPPORT



**\$8,273,402**  
TOTAL REVENUE

TOTAL EXPENSES: \$7,762,253







# MEET CHARLOTTE



**Charlotte Rose**

Cleft Palate



When Charlotte's parents found out that she would be born with cleft lips and gums, they immediately started looking for answers. They knew their state insurance would help them cover some of the costs, but they didn't know if they were going to be able to afford her full treatment. Luckily, Charlotte's grandma found Healthy Smiles. Charlotte, or "Starlotte" as she became to be known at our clinic at CHOC Children's, came in every Wednesday for three months to get her cleft palate treatment. Each week brought her closer to her surgery day, November 8, 2018. That's the day that Starlotte received her forever smile!

# BOARD OF DIRECTORS

## CHAIRMAN OF THE BOARD



**RICHARD LEE**

CEO,  
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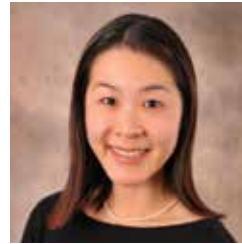
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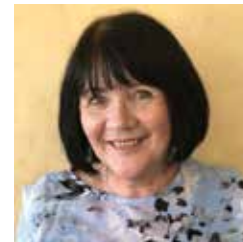
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**DR. RICHARD MUNGO**

Pediatric Dentist &  
Founder of Healthy Smiles



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# TOOTH FAIRY



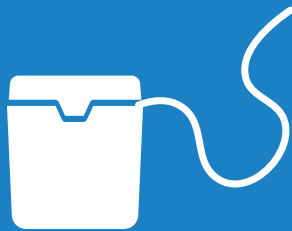
**Dr. Geraldine Ruiz**  
Residency Director



Dr. Ruiz is another homegrown tooth fairy. She did not visit a dentist until the age of 14 when she was in excruciating pain and needed a root canal. After the experience was over, she was determined to make changes both for herself and her family. She found Healthy Smiles and started volunteering at our Tooth Fairy Learning Center. She was inspired to become a dentist and came back to Healthy Smiles as a resident from USC's Herman Ostrow School of Dentistry.

Dr. Ruiz never forgot what it was like to be a child in desperate need of care, and she held on to her desire to give back to her community. Now she is a dentist working in our clinic and leading the Residency Program! Dr. Ruiz also has her own dental practice but continues to give our children healthy and happy smiles.

# MEET ZEN



Zen and his grandmother Loraine found Healthy Smiles through the Center for Autism. Zen has autism and muscular dystrophy, making trips to the dentist difficult. Loraine wanted to find a dental clinic for Zen that specialized in children with special needs. On her first visit to Healthy Smiles, Loraine was delighted by how our dentist took their time with Zen, looked at him right in the eye, let him touch the instruments, and accommodated all of Zen's needs. By their second visit, Zen was starting to feel right at home! Zen is six years old, loves to read, play games on his tablet, play hide and seek, and enjoys the outdoors. We are so excited to have found Zen and Loraine! In the last three years, we have treated **over 7,000 children with special needs.**

“Healthy Smiles took  
a burden off my heart.”

**Loraine Dressler**  
Zen's Grandmother





# JOIN THE #SMILE SQUAD



Are you ready to take a stand against dental disease? With your help, we can help every child start their life with a healthy smile.

## Corporate Programs

We can help your organization meet their philanthropic goals and give back to the community you love. Some ideas include:

- Let us assist you in starting an employee workplace giving program
- Sponsor or underwrite a Healthy Smiles fundraiser

## Gifts

Every contribution, large or small, helps a child in pain. Here are some ways you can help:

- Donate a car, truck, or RV
- Donate toys for our Tooth Fairy Learning Center
- Contribute to our silent and live auctions
- Consider a monthly contribution to our programs
- Gifts of real estate, stock, or life insurance
- Charitable remainder trust and bequest

## Volunteer

There is so much great work to do. We welcome volunteers of all skill levels and experience. Join us!

- Teach children and their parents how to brush and floss at our Tooth Fairy Learning Center
- Join us at health fairs, parent education nights, and our community outreach events
- Hop aboard a Smile Mobile and help children at their school
- Help us with our administrative duties
- Volunteer by helping us plan our fundraising events

FOR ONLY **45¢**

a day you can help a child receive treatment for an entire year

.....

FOR ONLY **\$6**

a day you can help an entire school receive oral health education and preventive screenings

.....

**For questions and inquiries, contact Ria Berger  
rberger@healthysmilesoc.org or (818) 415-8497**

# DONOR RECOGNITION

## **LAUGH OUT LOUD | \$1M+**

Children and Families Commission  
of Orange County  
Department of Healthcare Services

## **LAUGHTER | \$50,000 - \$99,999**

Biolase  
David R. Clare & Margaret C. Clare  
Foundation  
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UniHealth Foundation

## **BIG SMILES | \$25,000 - \$49,999**

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Planet DDS — Richard Lee  
Ueberroth Family Foundation

## **SMILES | \$10,000 - \$24,999**

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## **CHUCKLES | \$1,000 - \$9,999**

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## **GIGGLES | \$1 - \$999**

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**Healthy Smiles**  
For Kids of Orange County

**healthysmilesoc.org**  
**(818) 415-8497**

**SMILE CENTER**

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Garden Grove, CA 92840

**ADMINISTRATIVE OFFICE**

2101 E. Fourth St.  
Suite A220  
Santa Ana, CA 92705



**HSKOrangeCounty**



**healthysmilesoc**



**ohealthysmiles**



**Healthy Smiles for Kids of Orange County**

**For questions and inquiries, contact Xanat Hernandez  
xhernandez@healthysmilesoc.org | (714) 510-3845**