

AGENDA



BOARD MEETING

JUNE 27, 2022 at 5:30 PM CST

<https://us06web.zoom.us/j/88669129148?pwd=Snh1UURFbm1ZeXlSZ1dUYzFDMnpBdz09>

- I. Call to Order
- II. Roll Call – Roster pg. 7, Welcome new NDDF board member, Lyndsie Jo Gryskiewicz! - resume pg. 5-6
- III. Mission Moment – Brush-It! - https://youtu.be/d_oeB1EYw14
- IV. Reports
 - A. Operations Report
 - B. Program Reports:
 - 1. Kids Without Cavities - Chris
 - 2. 1MB - Brenna
 - 3. Brush-It! - Mike
 - 4. Bright Futures in Dentistry - Chanel
 - 5. ND Mission of Mercy - Kami
 - 6. Dental Rental - Vacant
 - 7. Grants - John
 - C. Standing Committee Reports:
 - 1. Nominating Committee - Carla
 - 2. Friendraising Committee - Kami
 - D. Members-at-Large & Partner Reports
 - E. Executive Committee Reports:
 - 1. Chair - Rob
 - 2. Vice Chair - Kristin
 - 3. Secretary - Carla - 2/16/2022 Minutes - pg. 9-10
 - 4. Treasurer - John - Financials & Account Balances - pg. 11-15
- V. Old Business
 - A. Resolution to Set Board Term Limits - pg. 2 and pg. 8
- VI. New Business
 - A. Confirm eVote on 3/22/2022 to Approve \$5,000 to Apple Tree Dental.
 - B. Confirm eVote on 5/22/2022 to Approve \$2,500 to NDDA for CE speaker.
 - C. Resolution to Renew Board Members' Terms - pg. 2-3
 - D. Resolution to Restructure Programs & Services - pg. 3-4
 - E. Plan Legacy Giving/Future Capital Campaign
- VII. Next Steps
- VIII. Adjourn

Reports & Resolutions

REPORTS

Operations Report:

- Gate City Bank gifted us \$5,000 to host two socials:
 - Bismarck Axes & Brews at Laughing Sun Brewing - 35 attended / 56 RSVPd
 - Fargo Swinging Fore Smiles at Suite Shots - 42 attended / 58 RSVPd
- Best Practices - E Myth Revisited - Franchise Mindset - Org Chart & Best Practices
- Newsletters: Brush-It! & ND Oral Health Coalition
- Bi-Monthly Socials being planned
- Mike graduated from the FMWF Chamber Leadership Program
- Mike was accepted into the SBA THRIVE CEOprogram

Program Committee Reports:

- Kids Without Cavities - Chris - No Report
- 1MB - Brenna - We are currently doing a Smile Drive
- Brush-It! - Mike - Completed 2 pilots at Eagles & Jefferson Elementary in Fargo, ND
- Bright Futures in Dentistry - Chanel - Waiting for recommendations & pricing from CareerStep
- ND Mission of Mercy - Kami - Need to coordinate a future date with MN MOM to offer in Fargo
- Dental Rental - Vacant - No report
- Grants - John - No Report

Standing Committee Reports:

- Nominating Committee - Carla
 - Welcome Lyndsie Jo Gryskiewicz to the board!
 - We are looking for a candidate in accounting/finance
- Friendraising Committee - Kami - We are planning NDDA Annual Session Activities including: a End of Summer Backyard Party Themed President's Mixer & activities on the golf course.

Treasurer's Report

- Account balances as of 6/23/22:
 - Checking: \$237,037
 - ICS: \$301,654
 - Wealth Management: \$287,281
 - DMF Endowment: \$7,858,815

RESOLUTION TO SET BOARD TERM LIMITS (Old Business)

WHEREAS, the bylaws state "Current board members as of July 9, 2019 shall be grandfathered into serving terms based on their desired length of service not to exceed 6 consecutive years"; and

WHEREAS, this clause shall lead to a significant number of board members leaving at the same time; therefore be it

RESOLVED, to change "6 consecutive years" to "previous board term limits as stated in Board Roster."

RESOLUTION TO RENEW BOARD MEMBER TERMS

WHEREAS, NDDF's bylaws states that a board member joining after July 9, 2019 shall not exceed 3 consecutive 3-year terms; and

WHEREAS, Dr. Kami Dornfeld and Dr. Chris Schmaltz both joined the board after July 9, 2019 for their 1st board terms: July 2019 - July 2022 and 2nd board terms: July 2022 - 2025; and

WHEREAS, The bylaws state that current board members as of July 9, 2019 shall be grandfathered into serving terms based on their desired length of service not to exceed 6 consecutive years; and

Reports & Resolutions

WHEREAS, Chanel Malone's 1st board term was April 2016 – April 2019 (before July 9, 2019), her 2nd board term was April 2019 – April 2022, and her 3rd term shall be April 2022 – April 2025; therefore be it

RESOLVED, the following board members' terms shall be approved:

- Chanel Malone – 3rd Term April 2022 - 2025
- Dr. Kami Dornfeld – 2nd Term July 2022 - 2025
- Dr. Chris Schmaltz – 2nd Term July 2022 - 2025

RESOLUTION TO RESTRUCTURE PROGRAMS & SERVICES

WHEREAS, *What We Currently Do Includes*:

- **Teach** / Prevent disease / Educate:
 - **Kids Without Cavities** – Teach parents how to help kids with brushing.
 - \$ go to online advertising to parents of kids age 9 and younger.
 - **1 Million Brushes** – Raise toothbrush supplies for ND kids-in-need to be distributed by the Great Plains Food Bank's School Backpack program, ND Head Start, & Schools.
 - \$ go to toothbrush kits purchased through Patterson or Henry Schein.
 - **Brush-It!** – Get 1st graders to start the lifelong habit of brushing & flossing their teeth.
 - \$ go to toothbrush kits: bag, toothbrush, floss, paste, & Track-It! Sheets
 - \$ go to collateral materials for kids: crowns, stickers
 - \$ go to incentive prize for class with greatest participation (i.e. Little Caesars Pizza Party)
- **Train** / Workforce:
 - **Bright Futures in Dentistry** – Increase licensed dental workforce in North Dakota
 - \$ go to DALE Foundation prep materials for chairside trained dental assistants
 - \$ go to DANB Exam expenses for chairside trained dental assistants
 - \$ go to Online advertising targeted to girls/women age 16-35
 - \$ go to Recruit high school students at career fairs and classroom presentations
 - \$ go to Dental Assisting Scholarships (currently NDSCS)
 - \$ go to support high school "Intro to Dental Careers" needs (i.e. Dickinson HS)
 - \$ go to travel related to strategic planning
- **Treat** / Access to Care:
 - **ND Mission of Mercy** – Give hope through a smile at a volunteer-run, bi-annual 2 day free dental clinic.
 - \$ go to: Equipment rental, venue, supplies, insurance, marketing, etc...
 - **Dental Rental** – provide portable dental equipment for use in non-traditional settings (i.e. SealND! NDDoH School Sealant Program going into schools).
 - \$ go to equipment:
 - Aseptico Compressors
 - Patient Chairs
 - Operator Stools
 - Lights
 - Nomad x-ray units
- **Invest** / We invest in promising Ideas to fill gaps in dental care by gifting money
 - Grantmaking Process (March 1st and September 1st Deadlines)
 - Donated Dental Services
 - Apple Tree Dental
 - Family Healthcare
 - Ronald McDonald House Charities of Bismarck - Caremobile
 - Sponsorships
 - ND State Science & Engineering Fair
 - ND HOSA State Leadership Meeting
 - NDSCS Dental Assisting Summer Scholarship
 - Board Designated Funds (i.e. Gateway to Science \$50,000 exhibit)

Reports & Resolutions

WHEREAS, *How We Currently Do It Includes:*

- Use annual gains up to 3% from the DMF Endowment
- Engage Friends of the Foundation:
 - Discover
 - Email Updates
 - Monthly Newsletters
 - YouTube
 - 1-on-1 Visits
 - Direct Mail
 - Promote
 - Social Media: Facebook & Instagram
 - Merchandise – ShirtsFromFargo.com
 - Events
 - Give
 - Volunteer
 - 1MB Toothbrushing Packing Events
 - ND Mission of Mercy
 - Pro-Bono Marketing Advice
 - Pro-Bono Program Development Advice
 - Giving Hearts Day
 - Make a Personal Gift
 - Match Employee Gifts
 - Match General Gifts
 - Volunteer
 - In-Kind Gifts
 - Toothbrush (ages toddler – teen)
 - Toothpaste (kid and adult)
 - Dental Floss
 - Carry Bags for Toothbrush Kits
 - Spread the word
 - Events
 - ND Dental Association Annual Session President's Mixer
 - 1-on-1 Visits
 - Social Mixers (i.e. Bismarck Axes & Brews and Fargo Swinging Fore Smiles)
 - ND Dental Association Annual Dues Payment
 - Memorials
 - Special Fundraising Campaigns
 - 1MB Smile Drive
 - Legacy Giving – include NDDF in your will/estate planning

WHEREAS, *Recommendations to Restructure Programs & Services were discussed among the NDDF Board Chair and Executive Director:*

- A. Initial Thoughts from Board Chair and Executive Director:
 - Eliminate Dental Rental – gift equipment to nonprofit clinics, NDDoH, or NDOHC
 - Consolidate brands for “*Teaching*” (Kids Without Cavities, 1MB, & Brush-It!)
 - Rebrand “*Bright Futures in Dentistry*”

WHEREAS, *Recommendations to Restructure Programs & Services shall be discussed among the Board as a Whole during the June 2022 Meeting:*

- A. Board Member Discussion - Four helpful questions to evaluate each program:
 - What’s right?
 - What’s wrong?
 - What’s confusing?
 - What’s missing?

THEREFORE BE IT RESOLVED, the NDDF Board of Directors recommends to restructure its programs and services in the following ways: _____.

LYNDSIE JO GRYSKIEWICZ

3744 16th Street South, Moorhead, MN 56560, (701) 412-4516, ljgryskiewicz@gmail.com

PROFESSIONAL SUMMARY

Dedicated Practice Administrator (COO) with 10 years of progressive advancement and experience in a large private medical practice setting. Skills include strategic growth, leadership, interpersonal communication and conflict resolution.

ACTIVITIES

- American Association of Oral & Maxillofacial Surgeons Committee on Practice Management & Professional Staff Development, Committee Member – Starting September 2022.

SKILLS

- Business Strategy
- Administration
- Excellent communication abilities
- Goal-oriented
- Advanced understanding of technology
- Leadership
- Marketing
- Problem-solving abilities
- Conflict resolution
- Working knowledge of administrative principles
- Healthcare management
- Data analysis
- Familiar with compliance standards
- Outstanding people skills
- Proficient at managing others

EXPERIENCE

Practice Manager

March 2015 - Current

Face & Jaw Surgery Center | Fargo, ND

- Direct the efforts of over 60 employees across 4 locations over 7 years with current employer.
- Collaborate with Shareholders to plan, develop and implement Business Strategic Plan as well as IT Strategic Plan.
- Collaborate with shareholders and colleagues to discuss market information and strategies.
- Conduct market research to learn of current trends and to perform production activities accordingly.
- Facilitated the implementation of several processes and programs including but not limited to AAAHC accreditation, HIPAA Risk Assessment, new build-outs, and on-boarding of new surgeons, by communicating objectives across 4 locations to include shareholders, upper management and staff and vendors, assigning multi-phase activities to appropriate personnel and coordinating time lines to ensure successful launch.
- Contributed to the department's production and collection initiative, which enhanced the company's revenue by 10%.
- Effectively communicate with employees and upper management across divisions to ensure complete care of patients.
- Build strong professional relationships with the referring dental community of North Dakota as well as key vendors.

- Analyze operations and evaluate the performance of the company; determine areas of process improvement, cost reduction, and policy changes.
- Oversee budgetary and financial activities.
- Research and implement innovative new technologies allowing efficiency throughout the practice.
- Build mutual respect and trust among team members.
- Create monthly audits of business processes and report to shareholders.
- Develop and implement advertising campaigns.
- Develop human resource policies for hiring and retaining employees.
- Enhance new hire training manual and program.
- Monitor team performance by establishing quarterly goals and opportunities for process improvements throughout each division.
- Oversee the interviewing, hiring, and training of new employees resulting in long-term employee retention.
- Establish and carry out organizational goals, procedures, and policies.
- Establish long-term objectives and implemented strategies to achieve them.
- Maintain hard copy and digital human resources files.
- Prepare for and present at every shareholder meeting held biannually.

Implant Treatment Coordinator

June 2010 - January 2015

Face & Jaw Surgery Center | Fargo, ND

- Assisted patients in understanding their available treatment options and helped them select the right treatment for their needs.
- Acknowledged customer issues and resolved their problems quickly and efficiently.
- Collaborated with surgeons, referring doctors and teams to plan, develop and implement best treatment option for patients.
- Conducted market research to learn of current trends of the dental implant industry.
- Effectively communicated with surgeon and teams and referring dentists and their teams to ensure complete care of patients.
- Employed knowledge of edentulism and dental implants to educate patient to assist in his/her decision for treatment.
- Consistently informed patients of their financial responsibilities prior to services being rendered.
- Efficiently performed insurance verification and preauthorization functions.
- Followed up with patients ensuring their satisfaction with their treatment.
- Fulfilled administrative duties, including: completing and filing paperwork, directing a multi-line phone and setting appointments.
- Greeted patients and offered them assistance where possible.
- Identified prospective referring dentists through use of business directories, conferences, trade shows and by following existing leads.

EDUCATION

Bachelor of Science in Psychology

May 2012

University of North Dakota, Grand Forks, North Dakota

- 4.0 GPA
- President's List
- Dean's List

2022 BOARD ROSTER



Bylaws: Any board member joining after July 9, 2019 shall not exceed 3 consecutive 3-year terms... Current board members as of July 9, 2019 shall be grandfathered into serving terms based on their desired length of service not to exceed 6 consecutive years... The number of board members shall not exceed 15 members with up to 4 of those 15 being from non-dental-related industries... All Executive Board Terms shall consist of 2 years.

Chair, Executive Board

Dr. Rob Lauf
Goose River Dental
12 Broadway N. #305
Fargo, ND 58102
701.261.5974
drroblauf@gmail.com
2nd Exec Term: 2018 - 2021
Max Board Term: 2015 - 2027

Vice Chair, Executive Board

Dr. Kristin Kenner
Kenner Family Dentistry
PO BOX 220
Devils Lake, ND 58301
701.351.3331
kristinkenner@gmail.com
3rd Exec Term: 2020 - 2023
Max Board Term: 2015 - 2029

Treasurer, Executive Board Finance & Investment Chair Grantmaking Committee Chair

Dr. John Clayburgh
Spectra Health - Dental
1900 13th Ave NE
Grand Forks, ND 58201
218.791.3640
jclayburgh1@msn.com
3rd Exec Term: 2019 - 2022
Max Board Term: 2015 - 2028

Secretary, Executive Board Nominating Committee Chair

Carla Schneider
Mark W Nelson Dentistry
PO Box 1193
Hettinger, ND 58639
701.928.1275
carlaschneider@me.com
3rd Exec Term: 2020 - 2023
Max Board Term: 2015 - 2029

Member-at-Large, Exec Board

Mike Kudrna
New Vision Dental Creations, Inc.
402 14th Ave NE
Jamestown, ND 58401
701.320.5072
mike@daktel.com
2nd Exec Term: 2018 - 2021
Max Board Term: 2015 - 2027

Member-at-Large, Exec Board

Luke Trapp
Patterson Dental
403 11 1/2 St NW
Valley City, ND 58072
701.212.8105
Luke.Trapp@pattersondental.com
1st Exec Term: 2018 - 2021
Max Board Term: 2015 - 2029

Director

Shelly Peterson
ND Long-Term Care Association
1900 North 11th St.
Bismarck, ND 58501
701.220.1992
shelly@ndltca.org
2nd Term: 2018 - 2021
Max Board Term: 2015 - 2027

Director, BFID Chair

Chanel Malone
ND State College of Science
800 6th St. N.
Wahpeton, ND 58076
701.866.3151
chanel.malone@ndscs.edu
2nd Term: April 2019 - April 2022
Max Board Term: 2016 - 2028

Director, ND MOM Chair Fundraising Chair

Dr. Kami Dornfeld
Sincere Smiles Williston
2120 8th Ave East
Williston, ND 58801
701.770.2329
kamidornfeld@gmail.com
1st Term: July 2019 - July 2022
Max Board Term: 2019 - 2028

Director, Kids w/o Cavities Chair

Dr. Chris Schmaltz
Northern Lights Dental Fargo
325 Liberty LN
Horace, ND 58047
701.799.4898
docschmaltz@nldentalfargo.com
1st Term: July 2019 - July 2022
Max Board Term: 2019 - 2028

Director, 1MB Chair

Brenna Lindemoen
Patterson Dental
4821 45th St S
Fargo, ND 58104
701.261.2104
Brenna.lindemoen@gmail.com
1st Term: May 2020 - May 2023
Max Board Term: 2020 - 2029

Director

Lyndsie Jo Gryskiewicz
Face & Jaw Surgery Center
4344 20th Ave S. Ste. 2
Fargo, ND 58103
701-239-5969
lyndsie@faceandjawsurgery.com
1st Term: June 2022 - 2025

Advisor, NDDoH Ex-Officio

Cheri Kiefer
ND Department of Health - OHP
600 E. Boulevard Ave., Dept. 301
Bismarck, ND 58505
701.328.4930
ckiefer@nd.gov

Executive Director, Ex-Officio

Mike Little, MBA
4141 28th Ave S
Fargo, ND 58104
701.610.0571
mike@nddental.org

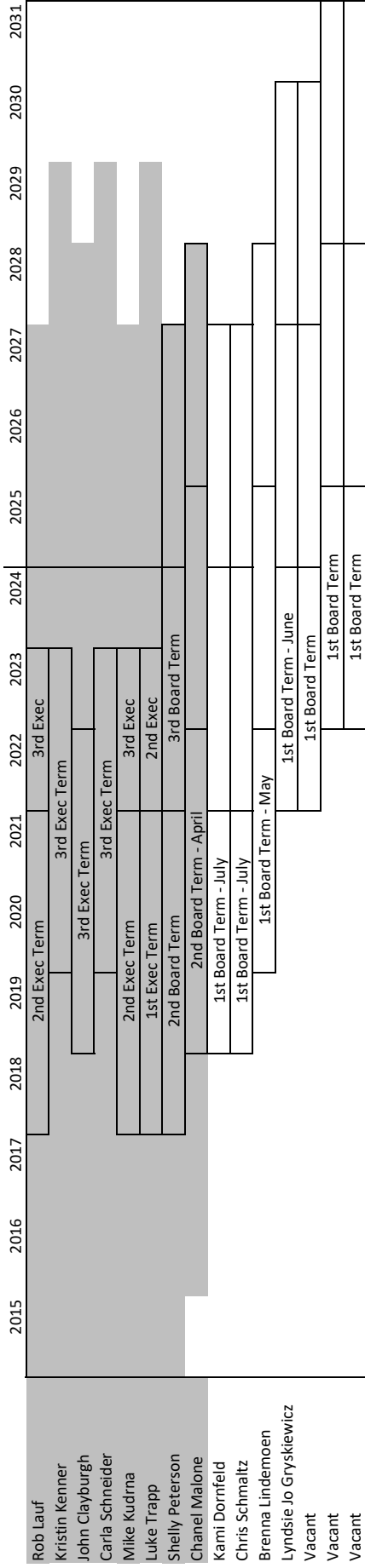
Vacancies:

- **Director, Dental Rental Chair**
- **Director**
- **Director**

Mission: *Promote oral health for all*

Last updated: 6/24/2022

NDDF Board Term Limits



= Grandfathered Board Members

MINUTES



BOARD OF DIRECTORS MEETING FEBRUARY 16, 2022 | 5:30 PM CST

<https://us06web.zoom.us/j/88985612274?pwd=QU9KSih1Yis3cXplRjBjMHphK2ZnUT09>

- I. Call to Order - Dr. Rob Lauf called the meeting to order at 5:30pm.
- II. Roll Call
 - A. Members Present: Dr. Rob Lauf, Dr. Kristin Kenner, Dr. John Clayburgh, Shelly Peterson, Chanel Malone, Dr. Kamie Dornfeld, Brenna Lindemoen, & Mike Little
 - B. Members Absent: Carla Schneider, Mike Kudrna, Luke Trapp, & Dr. Chris Schmaltz
- III. Executive Director's Review - Executive Session
- IV. Guest Presentations
 - A. Kim Hemphill Community Engagement Manager at Unite US gave a presentation on her organization. It provides a software platform to connect social health to healthcare through a referral network that provides two-way communication. There is no participation cost to community-based organizations.
 - B. William Sherwin, NDDA Executive Director gave an update on NDDA activities. With talk of the University of Mary having interest in starting a dental assisting/hygiene school, the NDDA is concerned about maintaining a strong applicant pool to these schools. That's where NDDF's social media marketing efforts will come in handy. Chanel commented that she is seeing recent graduate pay for dental assistants being between \$24-25 / hour. John requested that we create attractive posters for dental offices to recruit.
- V. Mission Moment - [NDMOM Video](#)
- VI. Old Business
 - A. 2022 Plan - the board would like to see a planning retreat scheduled for April/May. Mike will have Kelsey send out a scheduling poll. Motion to approve 2022 plan by John, 2nd by Kami.

MOTION CARRIED
 - B. 2022 Budget - Without objection, Rob tabled the motion.

MOTION TABLED
 - C. 2022 Officer Elections - The Nominating Committee submits this list of candidates to be approved by the board for the 2022 year:
President - Dr. Rob Lauf
Vice President - Dr. Kristin Kenner
Secretary - Carla Schneider
Treasurer - Dr. John Clayburgh
Member-at-Large - Mike Kudrna
Member-at-Large - Luke Trapp
Kristin moved to approve, 2nd by Chanel

MOTION CARRIED

MINUTES

VII. Reports

- A. Staff – Mike shared that NDDF made recent charitable contributions to the following causes: NDSCS – Summer Scholarship, ND HOSA State Leadership Conference Gold-level Sponsor, ND State Science Fair, Dental School Tour Lunches to three dental schools. He created a timeline infographic showing NDDF giving since 1986 and it is incredible to see the spike in 1997 for flood relief and then 2016 to present. He’s working on annual giving amounts to ensure accuracy before posting on <https://niddental.org/impact> or <https://niddental.org/grants/>. Mike has also joined statewide ND AHEC meetings discussing dental workforce.
- B. Members-at-Large & Partners – Shelly shared that hosting dentists in nursing homes has been down since COVID started. She would like to see this increase in the future.
- C. Programs
 - i. Kids Without Cavities – Brush-It! Pilot – Mike shared that we have a custom song to the tune of Salt-n-Pepper’s Push It created by James Bergman. We are also shooting a video on March 6th to be used in Eagles and Jefferson elementary schools.
 - ii. Bright Futures in Dentistry – 2021 Report & Recommendations - Chanel shared that she talked with NDSCS’s new Vice President and they discussed creating a high school dual credit program in partnership with their new career and innovation center opening in Fargo Fall 2023. Mike shared that he submitted a preliminary grant request to the DTA Foundation to cover expenses related to creating this high school curriculum/program. In 2022, NDDF has reimbursed two chairside trained dental assistants with DANB test prep and exam expenses, Jodryn Hofland and Allyssa Wittenberg.
 - iii. Friendraising – Giving Hearts Day - Kami shared that we were under goal for this year’s giving hearts day, but Mike provided a good analysis and plan to get back on track for the future.
- D. Executive Committee
 - i. Chair - None
 - ii. Vice Chair - None
 - iii. Secretary – 12/08/2021 Minutes – Moved to approve by Kami, 2nd by Shelly.
MOTION CARRIED
 - iv. Treasurer – John shared the Financial Reports & totals of accounts.

VIII. 7:00pm New Business

- A. Board Officer Elections Policy - Nominating Committee – Motion to approve by John, 2nd by Kami.
MOTION CARRIED
- B. Board Term Limits (Bylaws for Reference) - Nominating Committee – Kristin tabled this motion without objection.
MOTION TABLED

IX. Next Steps – Kelsey will send out a scheduling poll for all 2022 board meetings.

X. Adjourn – Kristin called the meeting adjourned without objection at 7:32pm.

North Dakota Dental Foundation
Statements of Financial Position
May 31, 2022 and 2021

DRAFT

Notes	2022	2021
ASSETS		
Current Assets		
1 Cash Checking - Bell State Bank	\$ 287,531.28	\$ 187,143.91
2 Treasury ICS - Bell State Bank	245,321.28	344,620.07
3 Prepaid Expenses	-	11,000.00
4 Accounts Receivable	3,948.92	-
Total Current Assets	536,801.48	542,763.98
5 Equipment, Net	4,474.01	28,824.22
6 Board Designated Funds		
Cash and Cash Equivalents	56,333.00	56,333.00
Long-Term Investments	305,900.74	328,366.30
Total Board Designated Funds	362,233.74	384,699.30
Total Assets	\$ 903,509.23	\$ 956,287.50
LIABILITIES AND NET ASSETS		
Current Liabilities		
7 Accounts Payable	\$ 50,688.42	\$ 1,867.82
7 Bell Bank Credit Card Payable	276.10	-
Total Current Liabilities	50,964.52	1,867.82
Long-Term Liability		
8 Pledge Payable - Gateway to Science	19,093.40	37,750.91
NET ASSETS		
Without Donor Restrictions		
9 Change In Net Assets Without Donor Restrictions	489,151.95	457,035.10
	(39,643.24)	14,101.70
	449,508.71	471,136.80
With Donor Restrictions		
10 Restricted - Future Operations	334,993.17	298,132.05
10 Restricted - ND Mission of Mercy	45,132.55	146,332.92
10 Restricted - Dental Rental	10.00	10.00
10 Restricted - 1 Million Brushes	3,686.55	1,057.00
10 Restricted - Kids Without Cavities- Brush It!	120.33	-
Total Net Assets	833,451.31	916,668.77
Total Liabilities and Net Assets	\$ 903,509.23	\$ 956,287.50

**North Dakota Dental Foundation
Notes to Statements of Financial Position
May 31, 2022 and 2021**

STATEMENTS OF FINANCIAL POSITION:

1. **Cash Checking – Bell State Bank**—funds held in checking account for funding ongoing operations.
2. **Treasury ICS – Bell State Bank**—consists of an Insured Cash Sweep (ICS) account. Funds in the account are placed at multiple banks across the ICS network in amounts that stay within the FDIC deposit insurance limit (\$250,000) at each bank, thus allowing the Foundation to be eligible for total amounts of deposit insurance that are greater than the traditional FDIC limit for any one bank. The ICS account is also an interest-bearing account.
3. **Prepaid Expenses**—Prior to October 1, 2021, amount consisted of event venue deposit for Mission of Mercy 2021 (\$11,000) which was held in October 2021.
4. **Accounts Receivable**—consists of a receivable from Gate City Bank for sponsorship of dental community mixer costs in Bismarck and Fargo.
5. **Equipment, Net**— consists of the following:

	May 31,	
	2022	2021
Dental equipment, computers, and website	\$ 161,137	\$ 162,167
Less: Accumulated depreciation	(156,663)	(133,343)
Equipment, Net	\$ 4,474	\$ 28,824

6. **Board Designated Funds**— consists of funds designated by the Board for future projects, including \$15,000 for Mission of Mercy events, as well as operating and programming needs, and growth of the Foundation. Long-term investments are held with Bell Wealth Management.
7. **Accounts Payable and Credit Card Payable** – Consists of payables to Dakota Medical Foundation for management service fee for the quarter ended March 31, 2022 (\$50,218); to Community Healthcare Assn of the Dakotas for sponsorship (\$470) Bell Bank credit card (\$276).
8. **Pledge Payable – Gateway to Science** – Represents amount pledged and not yet paid to Gateway to Science for its capital campaign. The Foundation has pledged \$10,000 per year over a five-year period. The first \$10,000 installment was paid in September 2020. The pledge payable has been discounted to present value using a discount rate of 4%. The Foundation made a \$20,000 payment on the pledge in November 2021.
9. **Change in Net Assets Without Donor Restrictions** – difference between unrestricted Revenues and Expenses – results of unrestricted operations.
10. **Net Assets With Donor Restrictions** - net assets whose use by the Foundation has been limited by donors to a specific time period or purpose. Net assets with donor restrictions are limited for the following purposes:
 - Future Operations – represents the unspent amount received from the DMF NDDF Endowment Fund and donor restricted contributions for operations of the Foundation.
 - ND Mission of Mercy – restricted for future two-day free dental clinic events.
 - Dental Rental – restricted for providing portable equipment for dental outreach.
 - Kids Without Cavities and Brush-It! Initiative – restricted for promotion outreach to parents to improve access to dental care and to build positive brushing habits in children.
 - 1 Million Brushes – restricted for distributing free dental kits to children across North Dakota.

North Dakota Dental Foundation
Statements of Activities
Five Months Ended May 31, 2022 and 2021

DRAFT

Five Months
 Ended
 May 31
 2021

Notes	Five Months Ended May 31, 2022			2022 Annual	Five Months Ended May 31 2021		
	Actual	Budget	Variance	Budget	Actual to PY		
Change in Net Assets Without Donor Restrictions							
Revenues and Other Support							
	Dividends	\$ 1,445.05	\$ 1,250.00	\$ 195.05	\$ 3,000.00	\$ 1,330.69	\$ 114.36
	Interest	229.47	416.67	(187.20)	1,000.00	380.69	(151.22)
	Realized Gains (Losses), net	(1,000.50)	416.67	(1,417.17)	1,000.00	2,531.02	(3,531.52)
	Change in Unrealized Gains and Losses	(39,595.81)	5,416.67	(45,012.48)	13,000.00	13,066.43	(52,662.24)
	Investment Management Fees	(571.80)	(500.00)	(71.80)	(1,200.00)	(553.82)	(17.98)
1	Total Investment Income, Gains, and Losses	(39,493.59)	7,000.00	(46,493.59)	16,800.00	16,755.01	(56,248.60)
Contributions and Other Income							
2	Gifts and Contributions	4,802.16	2,269.45	2,532.71	5,446.69	7,489.11	(2,686.95)
3	Net Assets Released from Restrictions:						
	For Operations	70,821.28	74,005.89	(3,184.61)	255,221.85	61,740.72	9,080.56
	For ND Mission of Mercy (MOM)	(148.84)	-	(148.84)	-	1,059.62	(1,208.46)
	For Kids without Cavities- BrushIt!	714.67	-	-	-	-	714.67
	For 1 Million Brushes	392.52	-	-	-	25.00	367.52
	For Kids without Cavities	-	-	-	-	100.00	(100.00)
	For Bright Futures in Dentistry	38.04	-	38.04	-	430.47	(392.43)
2	Memorial Contributions	100.00	-	100.00	-	-	100.00
4	Membership Dues	-	-	-	-	3,765.00	(3,765.00)
	Miscellaneous Income	100.00	-	100.00	-	-	100.00
	Total Contributions and Other Income	76,819.83	76,275.35	(562.71)	260,668.54	74,609.92	2,209.91
Total Revenues and Other Support Without Donor Restrictions							
		37,326.24	83,275.35	(47,056.30)	277,468.54	91,364.93	(54,038.69)
Expenses							
5	Purchased Services - Employee Compensation	42,579.82	40,198.00	2,381.82	160,793.54	28,384.81	14,195.01
6	Purchased Services - Accounting	3,300.00	3,300.00	-	13,200.00	3,300.00	-
	Postage and Copying	307.28	333.00	(25.72)	800.00	259.46	47.82
	Professional Development	-	417.00	(417.00)	1,000.00	40.00	(40.00)
	Fundraising	2,357.94	2,500.00	(142.06)	2,500.00	852.36	1,505.58
7	Grants/Charitable Gifts/Scholarship Expense	7,170.07	8,333.00	(1,162.93)	20,000.00	13,750.00	(6,579.93)
	Memberships, Dues, and Subscriptions	803.20	667.00	136.20	1,600.00	793.62	9.58
	Mileage	-	-	-	-	95.20	(95.20)
	Meetings	1,035.78	833.00	202.78	2,000.00	193.47	842.31
	Board Retreat	-	833.00	(833.00)	2,000.00	-	-
	Recognition	120.90	83.00	37.90	200.00	-	120.90
	Kids Without Cavities Initiative	-	860.00	(860.00)	2,065.00	1,042.98	(1,042.98)
	Kids Without Cavities -Brush It!	714.67	598.00	116.67	1,435.00	-	714.67
	ND Mission of Mercy	(148.84)	-	(148.84)	-	1,059.62	(1,208.46)
	Bright Futures in Dentistry Initiative	2,865.28	6,250.00	(3,384.72)	15,000.00	7,304.58	(4,439.30)
	Dental Rental	-	1,250.00	(1,250.00)	3,000.00	-	-
	1 Million Brushes	392.52	4,167.00	(3,774.48)	10,000.00	-	392.52
	Maintenance - Computer and Website	77.00	125.00	(48.00)	300.00	-	77.00
	Travel and Education - Staff	3,291.28	1,667.00	1,624.28	4,000.00	50.00	3,241.28
	Professional Fees	912.54	1,365.00	(452.46)	3,275.00	565.72	346.82
	Marketing	1,930.11	2,083.00	(152.89)	5,000.00	2,172.99	(242.88)
	Supplies	118.85	208.00	(89.15)	500.00	-	118.85
	Insurance	616.00	625.00	(9.00)	1,500.00	866.00	(250.00)
8	Occupancy	2,625.00	2,625.00	-	10,500.00	2,625.00	-
8	Telephone & Internet	748.27	-	748.27	-	-	748.27
9	Depreciation	5,151.81	5,151.81	-	9,625.82	13,907.42	(8,755.61)
	Total Expenses	76,969.48	84,471.81	(7,502.33)	270,294.36	77,263.23	(293.75)
Change in Net Assets Without Donor Restrictions							
		\$ (39,643.24)	\$ (1,196.47)	\$ (39,553.97)	\$ 7,174.18	\$ 14,101.70	\$ (53,744.94)

North Dakota Dental Foundation
Notes to Statements of Activities
Five Months Ended May 31, 2022 and 2021

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STATEMENTS OF ACTIVITIES:

1. **Investment Income, Gains and Losses**—consists of interest and dividend income (\$1,675), realized loss (net) (\$-1,000), and change in unrealized gains and losses (\$-39,596), less investment management fees (\$572).
2. **Gifts, Contributions and Memorials**—consists of Giving Hearts Day donations, donation from Dakota Medical Foundation (\$4,000), memorials and various donations received throughout the year.
3. **Net Assets Released from Restrictions**—represents net assets released from restrictions for certain program expenditures from the Future Operations Fund (\$70,821), for refund of prior year Mission of Mercy expenses (\$-149), for Kids Without Cavities Brush-It! Initiative (\$715), for 1 Million Brushes program (\$393), and for Bright Futures in Dentistry (\$38).
4. **Membership Dues**—Membership dues are collected from NDDA members. During the renewal process, members are encouraged, but not required, to make a recommended donation of \$50 to the Foundation.
5. **Purchased Services-Employee compensation**—costs include salaries and benefits of the Executive Director and Operations Specialist. Benefits include payroll taxes, health, dental and vision insurance, and pension (salaries and benefits are billed quarterly by Dakota Medical Foundation).
6. **Purchased Services - Accounting**—fees paid to Dakota Medical Foundation for accounting and financial reporting services (billed \$3,300 per quarter in 2022).
7. **Grants/Charitable Gifts/Scholarship Expense**— consists of grants made to Apple Tree Dental for a digital x-ray sensor (\$5,000), to North Dakota State School of Science Foundation for a dental assistance scholarship (\$500), to North Dakota State Science & Engineering Fair Association for award sponsorship (\$200), to North Dakota HOSA (future health professionals) for sponsorship of the 2022 HOSA State Leadership Conference (\$1,000), and to Community Healthcare Assn of the Dakotas for sponsorship (\$470).
8. **Occupancy, Telephone and Internet**—represents the Foundation’s cost-share for office space and telephone and internet services at Dakota Medical Foundation (billed quarterly by Dakota Medical Foundation). Also includes cell phone reimbursement to the executive director of \$109/mo.
9. **Depreciation**—useful life of dental equipment is five years. Useful lives for computers and the website are three years.

North Dakota Dental Foundation
Statements of Cash Flows
Five Months Ended May 31, 2022 and 2021

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	2022	2021
Operating Activities		
Changes in net assets	\$ 161,061.20	\$ 208,698.15
Adjustment to reconcile changes in net assets to net cash from (used for) operating activities	.	
Depreciation	5,151.81	13,907.42
Net unrealized and realized (gains) and losses on investments	40,596.31	(15,597.45)
Changes in operating assets and liabilities		
Accounts receivable	(3,948.92)	-
Accounts payable (including credit card payable)	(1,237.28)	(42,548.15)
Net Cash From (Used For) Operating Activities	201,623.12	164,459.97
Investing Activity		
Decrease (increase) in long-term investments	(828.53)	(761.27)
Net Cash From (Used For) Investing Activities	(828.53)	(761.27)
Financing Activity		
Increase (decrease) in pledge to Gateway to Science	-	-
Net Change in Cash, Cash Equivalents, and Restricted Cash	200,794.59	163,698.70
Cash, Cash Equivalents, and Restricted Cash, Beginning of Year	388,390.97	424,398.28
Cash, Cash Equivalents, and Restricted Cash, End of Year (1)	\$ 589,185.56	\$ 588,096.98

(1) Includes Cash - Checking, Treasury ICS, and Cash and Cash Equivalents in Board Designated Funds

Undesignated Cash and Cash Equivalents		
Cash, cash equivalents, and restricted cash above	\$ 589,185.56	\$ 588,096.98
Less: Accounts payable and credit card payable	(50,964.52)	(1,867.82)
Less: Pledge payable to Gateway to Science	(19,093.40)	(37,750.91)
Less: Restricted for Mission of Mercy	(45,132.55)	(146,332.92)
Less: Restricted for Dental Rental	(10.00)	(10.00)
Less: Restricted for Kids Without Cavities - Brush It!	(120.33)	-
Less: Restricted for 1 Million Brushes	(3,686.55)	(1,057.00)
	470,178.21 *	401,078.33 *
Less: Cash included in Board designated funds	(56,333.00)	(56,333.00)
Less: Restricted for future operations	(334,993.17)	(298,132.05)
Net Undesignated Cash and Cash Equivalents	\$ 78,852.04	\$ 46,613.28

Estimated Days Cash on Hand based on actual expense to date - formula below	988.6	955.9
Cash and Cash Equivalents*		
(Total Expenses - Depreciation - Gifts in Kind Expense)/number of days to date		
Estimated Days Cash on Hand based on annual budget - formula below	658.4	351.0