

# Expanding Our Horizons...



2003 Annual Report

## Message from the President

2003 was a year of great changes, challenges and growth for KIND. This year was viewed as one for re-organization and re-focusing our organization toward that which we do best- providing quality, low-cost dental care to children from families of marginal income.

At their April meeting, the board of Trustees voted to change KIND's fiscal year. We now operate on a calendar year, a change from an April 1 to March 31 calendar. This allows us to plan throughout the year, in that most charitable contributions can be more easily tracked over the course of a calendar year, and it will make forecasting the financial condition of the organization easier. As a result, you will see a financial statement reflecting this change. Our auditors reviewed KIND's finances between April 1 and December 31, 2003. As a result, some annual contributions that would have been applied to the first quarter of the year will not be reflected in this annual report.

Because of Nancy Schoyer's resignation, the Board formed a Search Committee in the fall to review resumes and present a slate of candidates for Executive Director to the full Board. Nancy Cross chaired the committee. Also serving on this committee were Jim Knight, Jean Miles and myself, Jason Harris. The Board voted to extend an offer to Mary Allman-Koernig, who took over as Executive Director on March 1, 2004.

Our clinics and other programs continue to grow. The Colorado Springs clinic continues to accept volunteer dentists who are interested in donating a few hours to helping underserved kids. Our Denver clinics continue to see more kids in the Denver metro area, and Miles for Smiles served 1,240 kids from April to December 2003. Chopper Topper placed 2,214 molar sealants on kids from low-income families, and all of our programs provided more than \$790,000 in service to our patients.

All of this is possible only through the help of our volunteers, donors, trustees and staff who worked hard in 2003 to bring healthy smiles to so many children. I extend a sincere 'thank you' to each of you who have contributed time, money or in-kind support to make KIND such a valuable piece of the Colorado dental health care network.

Sincerely,

**Jason Harris**  
**2003 President**  
**Board of Trustees**

## Board of Trustees

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**Colleen Adolfsen, RDH**  
Program Services Committee  
Private Practice

**Aaron K. Azari**  
Development Committee  
Colorado State Bank and Trust

**Dr. Rob Berg**  
Ex-Officio  
University of Colorado School of Dentistry

**Nancy C. Cross**  
Program Services Committee  
Medical Group Management Assn.

**Tom Froehle, CPA**  
Treasurer, Executive Committee  
Gordon, Hughes & Banks

**Dr. James H. Gallagher**  
Development Committee  
Private Practice

**M. Suzanne Hamill, RDH**  
Program Services Committee  
Private Practice

**Jason Harris**  
President, Executive Committee  
Delta Dental Plan of Colorado

**Mark Hogan**  
At Large, Executive Committee  
Retired

**James H. Knight**  
Program Services Committee  
Rocky Mountain Oral & Maxillofacial Surgery

**Dr. John Lydiatt**  
Program Services Committee  
Private Practice

**Jean Miles**  
Communications Committee  
Commercial Investments, LLC

**Annamaria Phillips**  
Optibridge, LLC

**Wallis S. Stromberg, Esq.**  
Past President, Executive Committee  
Stromberg, Cleveland, Crawford, Schmidt, PC

**Lou Anne Wilroy**  
Communications Committee  
Colorado Rural Health Center

**Dr. Rudy Woessner**  
Program Services Committee  
Private Practice

## Staff

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as of December 31, 2003

### Administrative

Megan Hillman, Assistant  
Mary Long, CPA, Accountant  
Tom Seward, Grants Department  
Sally Shindler, Programs/Administrative Assistant

### Chopper Topper

Julie Collett, RDH, Chopper Topper Coordinator

### Clinical (Denver)

Laura Burk, DA, Clinic Coordinator  
Ann Marie Caballero, DA, Dental Assistant  
Mary Connolly, DDS, Staff Dentist  
Steven Hopkins, DDS, Staff Dentist  
Linda Ludin, DDS, Staff Dentist  
Elizabeth Tarby, DDS, Staff Dentist

### Clinical (Colorado Springs)

Cindy Brandich, DA, Clinic Coordinator

### Miles for Smiles

Henok Berhane, DA  
Joanne Hokanson, DDS, Staff Dentist  
Mark Lunder, Service/Repair  
David Mallett, DDS, Staff Dentist  
Norm Wheeler, Driver  
Rosie Wheeler, Local Coordinator

### Mary Allman-Koernig Hired as Executive Director

After a six-month search, the Board of Trustees hired Mary Allman-Koernig as KIND's new Executive Director. Allman-Koernig brings more than 20 years of successful administrative experience to KIND, including board development, fund raising, public relations and strategic planning. During the last 12 years of her career, Allman-Koernig has raised over \$14 million in programmatic support, and managed staffs as small as three and as large as 150, and has managed up to 200 volunteers.

"We are thrilled to have Mary join our team," said Nancy Cross, Chair of the Selection Committee. "We are looking forward to many successes under Mary's leadership."

During the transition, Jason Harris, President of the Board of Trustees, filled in as Interim Executive Director. The Board and staff would like to express its appreciation to the many volunteer hours Mr. Harris devoted to KIND during the transition phase.

## Donors

### Patron (\$500+)

Doherty High School  
Dr. Gary Hagen  
Mr. John and Mrs. Brenda Kostelecky  
Mr. Aldo and Mrs. Peggie Notarianni  
Dr. William Roth

### Memorial/Honorary:

Mr John Oppenheim and Ms. Kathie Huffman in honor of the Boone Family and Ms. Myna Oppenheim

### Sponsor a Family (\$250+)

Dr. Wayne Bausch  
Mr. and Mrs. William Lincoln  
Orthodontic Specialists, PC  
Dr. James Pride

### Sponsor a Child (\$125+)

Agilent Technologies  
Dr. Richard Dial  
Greenwood Dental Associates  
Dr. Robert Nassimbene

### Sponsor an Appointment (<\$125)

Ms. Carleen Achuff  
Mr. Charles Amen  
Mr. James Armbruster  
Mr. Gregory and Mrs. Mary Baker  
Ms. Kerry Bastian  
Dr. Wayne Bausch  
Ms. Carolyn Benoit  
Mr. Henok Berhane  
Dr. David and Mrs. Karla Berman  
Dr. Frank Bowling  
Dr. Miles Collett  
Ms. Katherine Collins  
Dr. Thomas Daniel  
Ms. Ruth Darnell  
Dr. Coleman and Mrs. Martha Dell  
Dr. Dorothy Distelhorst  
Mr. John and Mrs. Katherine Dockerty  
Doherty High School  
Ms. Valerie Edoff  
Mr. Michael Edwards  
Dr. David Fishman  
Ms. Roslyn Fleischman  
Ms. Edith Fox  
Dr. Robert Freeman  
Dr. Stephen Friedman  
Mr. Patrick Galuska  
Mr. Ronald and Mrs. Gaile Green  
Greenwood Dental Associates  
Mr. Gary Hagen  
Dr. Russell Hanson  
Ms. Wendy Heckman  
Dr. Robert Hendry  
Ms. Karen Hill  
Mr. Andrew and Mrs. Carol Hiller  
Mr. Mark Hogan  
Mr. Calvin and Mrs. Mililla Howard  
Dr. David James  
Dr. Michael Kish  
Ms. Jennifer Klein  
Mr. Richard Kloehn  
Mr. John Kostelecky  
Ms. Joan Leinbach  
Ms. Andrea Levine

Mr. William Lincoln  
Ms. Susan Machmer  
Mr. William and Mrs. Dorothy Mashaw  
Mr. Thomas and Mrs. Nancy Moe  
Mr. Chris Mootz  
Dr. James Moses  
Dr. Harold Most  
Dr. Robert Murray  
Mr. Peter Naseth  
Mr. Aldo and Peggie Notarianni  
Mr. G. Nuss  
Mr. John Oppenheim  
Ms. Myrna Oppenheim  
Mr. Sheldon and Mrs. Shannon Rhodes  
Dr. William Roth  
Dr. Sharon Russell  
Ms. Carolyn Samuelson  
Mr. Rudy Sanchez  
Ms. Jeanette Saylor  
Dr. David Silberman  
Ms. Marilyn Stein  
Mr. Steven Steinberger  
Mr. Daniel Stiehr  
Mr. Dale Strietzel  
Dr. Celia Turner  
Ms. Jaqueline Vacca, RDH  
Ms. Cheryl Victorian  
Dr. John Volp  
Ms. Lois Wakefield  
Ms. Lillian Weisbly  
Western Slope Dental Hygienist Society  
Dr. Cassy Wiggins  
Dr. Kenneth Wilson  
Mr. Hal Wofford  
Ms. La Rea Younkman

## Foundations, Corporations and Other Organizations

Anschutz Family Foundation	\$7,500
A. V. Hunter Trust	\$35,000
Bank One	\$3,000
Bonfils-Stanton Foundation	\$8,000
The Barbara Bridges Family Foundation	\$250
Capitol Hill United Neighborhoods, Inc.	\$6,000
Children's Dentistry, A Partnership	\$5,000
Colorado Springs Dental Society	\$258
Delta Dental Plan of Colorado	\$5,000
Denver Foundation	\$1,035
Denver Nuggets	\$5,000
ECA Foundation, Inc.	\$5,000
El Pomar Foundation	\$1,500
Great West Life & Annuity Insurance Co.	\$40,000
Virginia Hill Foundation	\$10,000
Inasmuch Foundation	\$10,000
Helen K. and Arthur E. Johnson Foundation	\$15,000
Johnstone Memorial Trust	\$10,000
Kaiser Permanente	\$500
Kenneth King Foundation	\$5,000
Meeker School District	\$2,000
Schilling Family Foundation	\$200
University of Missouri	\$1,000
Vail Resorts	\$10,000
WB2 Charities	\$15,000

## Major Event Sponsors

### "Strokes of KINDness" Golf Tournament

Anonymous  
Anthem Blue Cross Blue Shield  
Chili's Grill and Bar  
COPIC Companies  
COPIC Financial Services  
Cosby, James & Patterson, PC, Oral and Maxofacial Surgery  
Dr. Deborah Deeg  
Delta Dental Plan of Colorado  
Fiduciary Trust Company International  
FirstBank of Wheat Ridge  
First Pacific Corporation – Jed Esposito  
Freeman Decorating  
Great West Life and Annuity Insurance Co.  
Kennedy, Christopher, Childs & Fogg, PC  
Merrill Lynch-Boulder  
Old Neighborhood Restaurant  
Patterson Dental Supply, Inc.  
PIP Printing – South Colorado Blvd.  
Pryor, Johnson, Montoya, Carney and Karr, PC.  
Rocky Mountain Orthodontics  
Dr. Edward Rosenfeld – Mile High Endodontics  
Spalding Sports Worldwide, Inc.  
Universal Dental Arts

### Rocky Mountain Vintage Grand Prix, as sanctioned by Rocky Mountain Vintage Racing, LTD

Adventure Sports Products  
Channel 9 News  
Chili's Grill & Bar Restaurants  
Waterpik  
Wells Fargo Bank West, N.A.

Many thanks to all our contributors; KIND regrets any errors or omissions from this list.

# Programs and Services

**KIND Mission:** Kids In Need of Dentistry is a not-for-profit corporation organized to provide dental care to children of Colorado Families with low income.

## Denver Metro Area Clinics

Throughout the 2003 fiscal year KIND operated four dental clinics located throughout the metropolitan Denver area delivering services ranging from exams and x-rays to emergency, preventive, and restorative treatments.

- **Adams County**  
Tri County Health Department  
4301 East 72<sup>nd</sup> Avenue  
Commerce City, CO 80022
- **Denver County**  
Morey Middle School  
1350 Clarkson Street  
Denver, CO 80218
- **Aurora**  
Tri County Health Department  
15400 East 14<sup>th</sup> Place  
Aurora, CO 80011
- **Jefferson County**  
Warren Technical Vocational School  
13300 West 2<sup>nd</sup> Place  
Lakewood, CO 80228

## Service Statistics: April 1 - December 31, 2003

### Metro Denver Clinic and Volunteer Practices

Patient Visits	1,101
Value of Services	\$229,899

### Chopper Topper School-Based Screening and Sealant Program

Screenings	716
Sealants placed	2,214
Value of Services	\$89,200

### Miles for Smiles Mobile Dental Program

Patient Visits	1,240
Value of Services	\$348,142

### Colorado Springs Clinic

Patient visits	435
Value of Services	\$97,861

### Outreach

<i>In clinics</i>	
Patient Visits	36
Value of Services	\$101,360

### *Community-based settings*

Screenings	375
Value of Services	\$4,125

<b>Total Patient Visits</b>	<b>2,812</b>
<b>Total Screenings</b>	<b>1,091</b>
<b>Total Value of Services</b>	<b>\$790,287</b>

## Miles for Smiles Mobile Dental Program

The Miles for Smiles program began in 1998 as a critical step in the battle against oral health problems in underserved populations in rural Colorado. The comprehensive dental services offered inside this 36-foot mobile dental clinic include dental education for children and their families, as well as a public relations campaign to increase oral health awareness.

## Community Outreach/Education

Outreach services are offered on a contractual basis to provide on-site screenings and education to at-risk children. In-clinic exams and treatment may also be arranged for KIND-eligible children.

## Chopper Topper

Chopper Topper is a school-based pit and fissure sealant program targeting second grade students attending Denver area elementary schools with 70%+ enrollment in free and reduced meals programs. Investigators have repeatedly demonstrated that cavity protection is 100% in pits and fissures in teeth that remain completely sealed. Along with sealant placement, the program also includes a dental screening, oral hygiene instruction, and appropriate referrals for children who need restorative or emergency care.

## Partner Agencies

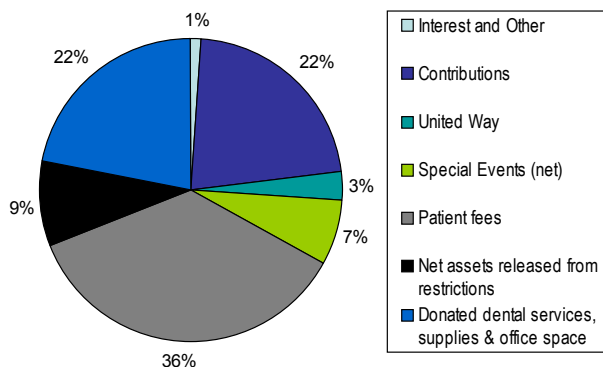
Catholic Charities, Glenwood Springs  
Centura Health  
Colorado Department of Public Health and Environment  
Community College of Denver Dental Hygiene Program  
Denver Public Schools  
Jefferson County Department of health and Environment  
Mile High United Way  
Northwest Colorado Dental Coalition, Craig  
Warren Technical Vocational School

We also recognize the following dental professional organizations for their ongoing support:

- Colorado Dental Association
- Colorado Dental Hygienists' Association
- Metropolitan Denver Dental Society
- Metropolitan Denver Hygienists' Association
- Western Slope Dental Hygienists' Society

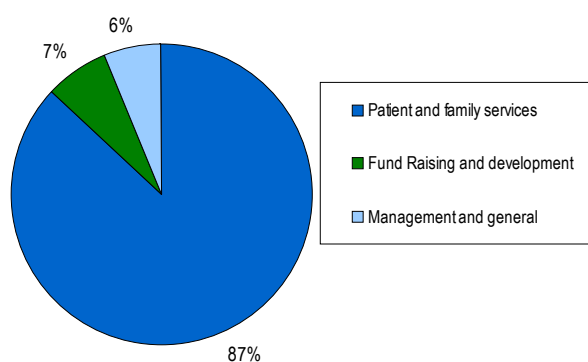
# At A Glance

## Unrestricted Income\*



\*Includes restricted gifts spent during the fiscal year in accordance with donor requests but not gifts restricted for future use or gifts for purposes which have not yet been fulfilled.

## Expenses



## Statement of Financial Position

December 31, 2003 (with comparative totals for March 31, 2003)

### Assets

#### CURRENT ASSETS

	<u>12/31/03</u>	<u>3/31/03</u>
Cash and Cash Equivalents	\$441,354	\$570,477
Certificates of Deposit	135,493	134,293
Investments		2,174
Accounts Receivable	28,448	13,725
Pledges Receivable	260,953	230,657
Prepaid Expenses and Other Assets	<u>9,800</u>	<u>7,325</u>
Total Current Assets	<u>876,048</u>	<u>958,651</u>

#### PROPERTY AND EQUIPMENT

Office Furniture and Equipment	524,883	510,349
Less: Accumulated Depreciation	<u>(298,990)</u>	<u>(260,695)</u>
Net Property and Equipment	<u>225,893</u>	<u>249,654</u>

#### TOTAL ASSETS

**1,101,941**                      **1,208,305**

### Liabilities and Net Assets

#### CURRENT LIABILITIES

Accounts Payable	18,270	27,296
Accrued Compensation	3,047	11,700
Payroll Taxes Payable	279	952
Other Current Liabilities	610	223
Deferred Revenue	<u>0</u>	<u>16,240</u>
Total Current Liabilities	<u>22,206</u>	<u>56,411</u>

#### NET ASSETS

Unrestricted	882,422	817,094
Operating Reserve:		
Designated for Van Maintenance	<u>15,774</u>	<u>19,400</u>
	898,196	836,494
Temporarily Restricted	<u>181,539</u>	<u>315,400</u>
Total Net Assets	1,079,735	1,151,894

#### TOTAL LIABILITIES AND NET ASSETS

**\$1,101,941**                      **\$1,208,305**

Financial information is taken from the financial statement audited by Bondi & Co. LLP. The full audit report, including footnotes to the financial statements, is available for review at KIND's administrative offices.

# Volunteers

Dr. James Abramowitz	Dr. Perri Carnes,	Dr. Brian Ferguson	Dr. Autumn Hurd	Dr. Ken Myers,	Terri S. Rupert	Dr. Ronald Sweet
Colleen Adolfsen, DA	Dr. Chris Carpenter	Dr. Stephen Freidman	Dr. Sue James,	Dr. Robert Nassimbene	Dr. Ellen Sachs	Dr. E. Mark Thurber
Dr. Kenneth Andow	Dr. Mark Carpenter	Mr. Tom Froehle, CPA	Rosanna Jenkins	Dr. Jeff Nelson	Dan Sager	Dr. Boyd Tomasetti
Dr. Steven Anundsen	Dr. Stephen Carter	Dr. James H. Gallagher	Dr. Stanley Jeranko	Dr. Bryan Nelson	Dr. Alan Schafer	Dr. Liz Twomey
Sandy Asercion, RDH	Dr. Doug Carver	Dr. Richard Goad,	Dr. Carl Johnson,	Dr. Donald Nelson	Dr. John B. Schmidt	Dr. Ronald Unterseher
Aaron Azari	Dr. Joseph Catalano	Dr. Frank Gold	Dr. Collis Johnson Jr.,	Dr. Richard Nelson	Dr. Walter Schneider	Dr. Mark Uremovich
Dr. Nelle Barr	Dr. Garo Chalian,	Dr. Chris Graff	Marcia Johnson, RDH	Dr. Steven Nelson	Loretta Schoenberger, DA	Dr. Paul Vuluck
Dr. Robbie L. Baxter	Dr. Sheldon Ciner	Dr. Mervin Graham	Dr. Mark Kessler	Dr. Schott Ohmart	Gina Seamans	Dr. Allen Vean,
Dr. A.J. Beaghrler	Mike Cobb	Dr. Bruce Greestein	Dr. James Latta	Dr. Joseph O'Leary	Jim Seamans	Dr. Gilbert Vigil
Mary Beck, RDH	Dr. Irwin Cohen	Dr. Paul Hamersky	Kim Laudenslager, RDH	Valerie Orlando, RDH	Dr. Floyd Sekiya	Dr. Gary Vogelsberg
Terri Beecher, RDH	Dr. Courtney College	M. Suzanne Hamill, RDH	Dr. James Lessig	Jose Padilla	Dr. R. Kent Sellers	Dr. Timothy Wachuta
Dr. Martin Bench	Ms. Nancy Cross	Jason Harris	Dr. Stacy Lind	Dr. Claude Pareja	Dr. John Sexton	Dr. Paul Wagenaar
Dr. Scott Bennett	Dr. James Curry	Nikki Headlee	Dr. Scott Lindsay	Dr. Kevein Patterson	Dr. Nancy Simons	Dr. Dale Wahl
Dr. Rob Berg	Dr. Joseph Dankey	Dr. Thomas Hebda	Dr. Lance Long	Dr. Michael Plous	Dr. Robert Simpson	Dr. Allan Weimer
Dr. Mark D. Berman	Dr. Jill Decker	Wendy Heckman	Dawn Loton, RDH	Dr. Michael Poulos	Dr. N. Curtis Slack	Dr. Richard Wheeler
Dr. David N. Berman	Dr. Deborah Deeg	Dr. Robert Hendry	Dr. Jason Luchrefeld	Joan Reinstein	Dr. Stephen J. Smith	Dr. Jeffrey Whit
Dr. Karl Bernklau	Dr. James DeLapp	Dr. Elizabeth Hill	Dr. Jennifer A. Lunders	Dr. Alan Reisman	Dr. Douglas Smith	eDr. Kelly White
Dr. Edward Bertagnoli	Dr. Tobias Derloshon	Dr. David Hoag	Dr. Chris Macri	Dr. Jeffrey Resnick	Dr. Scott Smith	Dr. Cassy Wiggins
Dr. Chris Biety	Dr. Patricia DeVilliers	Dr. Gary Hoffman	Dr. Eileen McGinty	Beth Rice, RDH	Dr. Bradley Smith	Dr. Steven Wilk
Dr. Paul Bottone	Dr. Richard Dial	Mark Hogan	Suzy Meyer	Dr. Bryan Rieker	Dr. Peter Spence	Dr. Randall Wise
Diane Brunson, RDH, MPH	Dr. Greg Dietmeier	Dr. JoAnna Hokanson	Jean Miles	Dr. Stephen Robertson	Mark Spiroff	Dr. Jesse Witkoff
Dr. Jan Buckstein	Dr. Michael Diorio	Dr. David Holtzmann	Dr. James Miller	Dr. Paul Rocke	Peg Spitzer, RDH	Dr. Rudy Woessner
Dr. Sandra Bujanda-Wagner	Karen Dolan, RDH	Krista Holtzmann, Esq.	Thomas Moe	Dr. Michael Rollert	Dr. Dennis Steh	Dr. Richard Worley
Dr. John Burkart	Jane Dvorak	Dr. Kemie Houston	Greg Morton	Dr. Richard Rollins	Dr. Lisa Stimmel	Dr. Robert Wurtzbech
Dr. James Burquest	Dr. Gerlinde Ehni	Dr. Tim Hubble	Dr. Ira Moyer	Dr. Edward Rosenfeld	Wallis Stromberg, Esq.	
Dr. Kendal Carlson	Margaret Evans	Dr. Beryl Hunter	Dr. Richard Murdoch	Dr. John Rubenstrunk	Suzanne Sutherland, RDH	

# Statement of Activities

For the Nine Months Ended December 31, 2003

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
<b>REVENUES, GAINS AND OTHER SUPPORT</b>			
Support:			
Contributions	\$257,783	\$84,000	\$341,783
United Way	33,789	43,154	76,943
Donated Professional Dental Services,			
Dental Supplies and Office Space	423,144		
Special Events Revenue	107,492		
Less: Costs of Direct Benefits to Donors	(27,553)		
Net Assets Released from Restrictions	<u>261,015</u>	<u>(261,015)</u>	
Total Support	1,055,670	(133,861)	921,809
Program Service Fees:			
Paid by Patients	109,697		
Paid by Government Units	2,644		
Interest and Other Income	5,537		
Unrealized Loss on Investments	(23)		(23)
<b>Total Revenues, Gains and Other Support</b>	<b><u>1,173,525</u></b>	<b><u>(133,861)</u></b>	<b><u>1,039,664</u></b>
<b>EXPENSES</b>			
Program Expenses:			
Patient and Family Services	965,969		965,969
Supporting Services:			
Management and General	65,949		
Fundraising and Development	79,905		79,905
Total Supporting Services	145,854		145,854
<b>Total Expenses</b>	<b><u>1,111,823</u></b>		<b><u>1,111,823</u></b>
<b>CHANGE IN NET ASSETS</b>	<b>61,702</b>	<b>(133,861)</b>	<b>(72,159)</b>
<b>NET ASSETS, Beginning of Year</b>	<b><u>836,494</u></b>	<b><u>315,400</u></b>	<b><u>1,151,894</u></b>
<b>NET ASSETS, End of Year</b>	<b><u>\$898,196</u></b>	<b><u>\$181,539</u></b>	<b><u>\$1,079,735</u></b>

