

# ANNUAL REPORT

# 2015

## 2015 was a year of *change* and *celebration*.

**Change** because we transitioned from cramped inefficient office space to new, enlarged, and better located space that will accommodate our needs for years to come. The new space provides two complete “operatories” for our dentists, private office space for our Executive Director and newly hired Development Director, as well as office space for our support staff and clients. Further change, as I have retired as Board Chair after serving our organization since its inception in 2005.

**Celebration** as we welcome Rosemary Salerno as our newly elected Board Chair after serving the past five years as a member of our Board of Directors. Rosemary is a lifelong Northlander, having grown up and gone to school in the Northland, and now serving as General Manager at Zona Rosa in Platte County. Rosemary is well positioned to take Miles of Smiles to its next level of service to our Northland community.

Further **celebration** because we added Karma Vowell to fill our newly created position of Development Director. Karma comes to us from six years serving in the Development Department of Hope House, and we welcome her as both a new resident of the Northland and to Miles of Smiles.

Further added **celebration** as we welcome two newly elected Board Members – Donna Sumpter and Ryan Francois, DDS.

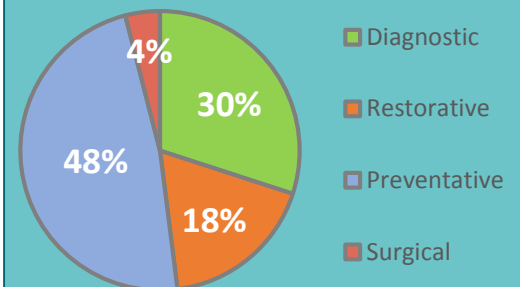
All of the above mentioned actions have been enacted in response to our recent strategic review provided by an outside consultant. Miles of Smiles is poised for new growth and expanded comprehensive dental service to the poor and needy children of the Northland.

**Bill Zimmer, Board President 2005-2015**

## 2015 Highlights

- Moved to a bigger home office, adding a second chair and a panoramic x-ray unit
- Added a second chair at the Synergy clinic
- Added a part-time dentist position
- Increased our number of patients by 37%
- Added four new schools to our schedule
- Dollars raised from our annual fundraising event, *Brush Up On Fashion* increased by 112%
- Received \$48,365 from the Argosy Hearts & Hands Charity Golf Classic

## 2015 Services Provided



## Patients Statistics

In 2015, Miles of Smiles treated 3,614 patients through 7,635 chair visits. 221 were EMERGENCY visits.

### NEED

46% uninsured ..... 54% on Missouri Medicaid  
 27% clinically needy (4 or more teeth need restoration)

### RACE

49% Caucasian                      12% Hispanic  
 17% African American            22% Other

### OUTCOMES

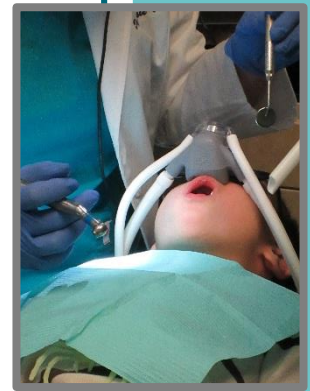
94% complete their treatment plans  
 82% have reduced cavities on return visits

### AGE

33% 2 to 9 years  
 45% 10 to 15 years  
 22% 16 to 18 years

# Every smile tells a story...

Dominic became a patient of Miles of Smiles at age four. He was diagnosed with severe decay in 8 of his 20 teeth. Dominic required two extractions, three fillings and two crowns. He also required a space maintainer to hold the space where his baby teeth were pulled. Referring Dominic was out of the question because he was in pain and needed treatment immediately. Dominic's extensive dental treatment was successfully completed in our office with just two appointments due to the use of nitrous oxide gas. The "laughing gas" that the dentist uses in the office allows the patient to relax, and sit still for longer periods of time for extensive treatment. When Dominic came to the office 6 months later, he only had one little cavity and he demonstrated much better oral hygiene. Dominic and his family speak very little English. Without the help of the school district translators, and the nitrous oxide we may have not been able to complete his treatment. We have developed a great relationship with his father and school nurse, so we hope Dominic can keep his healthy smile long after this 5th birthday.



## 2015 Board of Directors

Bill Zimmer, President  
 Anita Gorman, Vice President  
 Jerry Brant, Secretary  
 Linda Coventon  
 Ryan Francois, DDS  
 Susan Hiland  
 Jan Kauk  
 David Miles  
 Victor Rodman, DDS  
 Kerry Roe, PhD  
 Gwen Royle  
 Rosemary Salerno  
 Donna Sumpter  
 Tom Teesdale

## Thank You to Our Generous Funders!

### \$5,000 or more

Argosy Casino Hotel & Spa ✦ H&R Block Foundation ✦ Hall Family Foundation ✦ Harrah's North Kansas City ✦ Harvest Ball Society ✦ Health Care Foundation of Greater Kansas City ✦ Irven E. and NeVada P. Linscomb Foundation ✦ Jacob L. and Ella C. Loose Foundation ✦ Oppenstein Brothers Foundation ✦ Prime Health Foundation ✦ City of Riverside ✦ Victor E. Speas Foundation ✦ Synergy Services ✦ United Way of Greater Kansas City

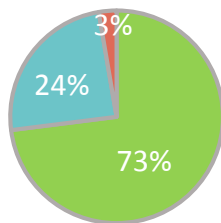
### \$500 to \$4,999

Above the Line Foundation ✦ Henry Arnote Charitable Foundation ✦ Blue Cross Blue Shield Kansas City ✦ Ray Brock ✦ Children's Mercy Hospitals & Clinics ✦ CitiBank, N.A. ✦ Commerce Bancshares, Inc. ✦ Commerce Bank ✦ Dentaquest ✦ Dental Care 50 of Kansas City, Inc. ✦ Dentistry for Children ✦ Dillingham Communications ✦ Dunn Family Foundation ✦ Douglas & Caryn Firebaugh Foundation ✦ Hallmark Cards Distribution Center ✦ Harley Davidson ✦ Christopher Hunt ✦ Junior League of Kansas City, Missouri ✦ Kearney Schools ✦ Kern and Associates ✦ Lawson Bank ✦ Mariner Foundation ✦ McCray Foundation ✦ McRuer CPA ✦ David & Jennifer Miles ✦ Northland Health Care Access ✦ North Kansas City Hospital ✦ North Kansas City Schools ✦ Park Hill School District ✦ Power Group Companies ✦ QuikTrip ✦ R.A. Long Foundation ✦ Vic Rodman, DDS ✦ David W. Russell Family Charitable Fund ✦ SkillBuilders Fund ✦ Ten Ten Foundation ✦ Westwood Dental ✦ Zimmer Realty Company ✦ Zona Rosa

## Financial Overview

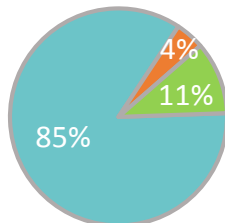
Total Revenue:  
\$1,069,536.90

- Contributions  
\$774,939.12
- Earned Revenue  
\$257,922.24
- Special Events  
\$28,622.00



Total Operating Expenses:  
\$938,494.15

- Program  
\$796,522.77
- Administrative  
\$40,152.89
- Fundraising  
\$101,844.95



## About Miles of Smiles

**Mission:** To provide charitable, comprehensive dental care in a community-based setting for the needy children of Clay and Platte Counties in Missouri.

Miles of Smiles is the dental home to 3,000 low-income children in the Northland who are either on Medicaid or have no insurance at all—children who would otherwise not see a dentist. We partner with school districts to provide free comprehensive dental care in their schools, making it accessible for kids without transportation and parents unable to leave work. Two additional clinics—at Synergy and in our home office—allow us to provide care year-round.