YOUNG & HEALTHY

AGENDA
2-3-2021

Welcome	Sandy Roberts
Client Story	Mary Donnelly-Crocker
Consent Agenda	Sandy Roberts
President Report and Announcements	Sandy Roberts
Finance Reports	Angelique Stewart
Development It's Possible Gala 2021	Cara DiMassa
Governance & Nomination Nomination	Dana Jones
Strategic Planning	Jamal Nabhani
Board Education: Pandemic Update	Matt Feaster
Executive Session	Sandy Roberts

February

Social Media Theme:

Dental Health

March

Social Media Theme:

Health & Professional Volunteers

Events:

Mobile Dental Clinic

March 11 – 19, 2021

Committee Dates:

Development 3-9-21

Strategic Planning 3-10-21

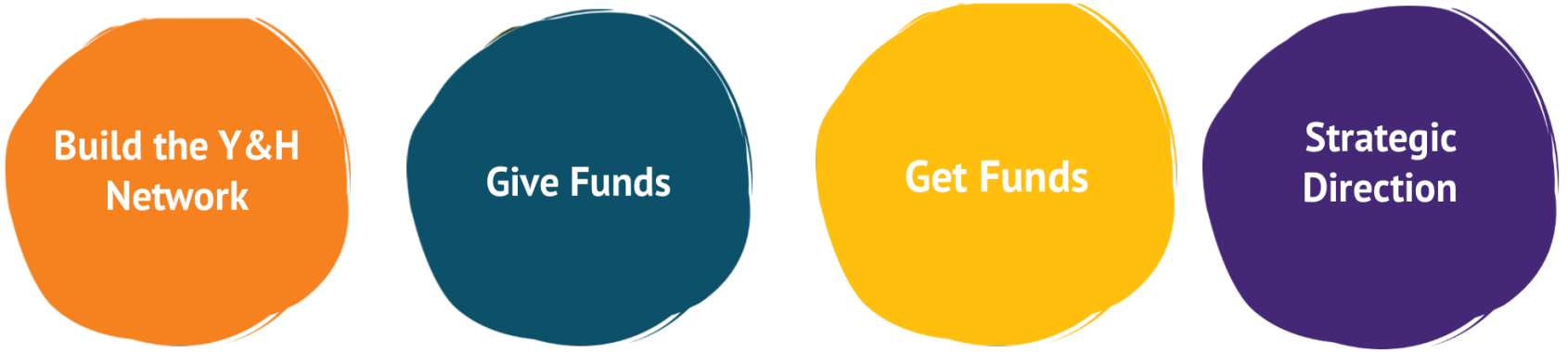
Executive 3-15-21

Governance 3-16-21

Finance 3-19-21

Board 3-31-21

Areas of Focus for Young & Healthy Board Members



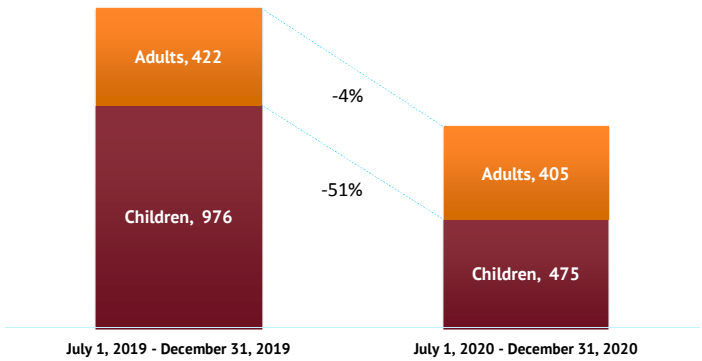
Areas of Focus	What is this?	What will we ask of you?
Build the Y&H Network	•The board acts as the chief ambassadors for the organization and is always enhancing our public image. The board is our most important link to the community.	•Understand the Young & Healthy programs and tell our story. •We will ask you to dig deep into your networks, who can you tell about Y&H? Invite to events? Ask to be a future board member? Review our professional volunteer list to see if your doctor is a part of the Y&H family.
Give Funds	•We ask board members to make a personal donation to Young & Healthy because many foundations ask if 100% of the board contributes to the mission.	•We do not require a minimum amount, but we do ask that you give an amount that is significant for you. **The cumulative goal for our board is to "give" $75,000.**
Get Funds	•This refers to the gifts that you help bring to the organization via personal and professional networks.	•A personal touch can make the difference, whether it's a handwritten note or a personal phone call to talk about the Y&H mission. In an effort to add that personal touch, we will ask you to tell us who you know and to review our donor lists. **The cumulative goal for our board is to "get" $120,000.**
Strategic Direction	•The Board selects, supports and evaluates the Executive Director. •The Board develops policies and provides oversite on everything from development of mission to the procurement of resources.	•You will join a committee, attend meetings and follow up on the work that arises in the committee. •We asked you to be on this Board because you have expertise and a valuable perspective, so we want you to use it! Your voice is as valuable at your first meeting as it is at your last, so speak up.

Dashboard

February Summary Dashboard

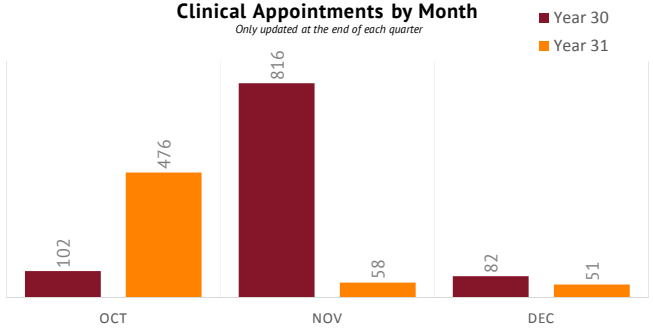
Reporting: July 1- December 31

Unduplicated clients

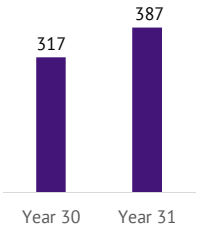


Clinical Appointments by Month

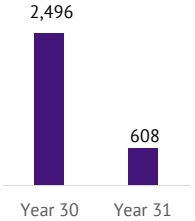
Only updated at the end of each quarter



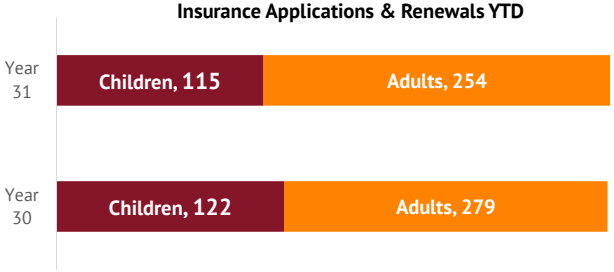
Parent Ed YTD



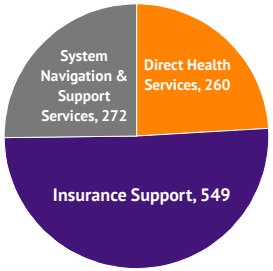
Professional Development



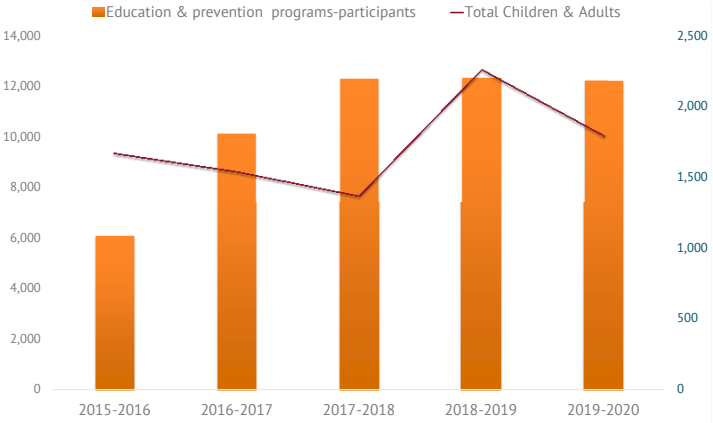
Insurance Applications & Renewals YTD



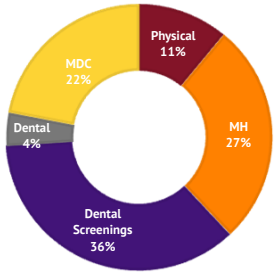
Year 31 Cases YTD



Total Served by Total Education & Prevention Programs



Year 30: 2019-2020 Breakdown of Services



Admin & Finance

Investment for Reserve

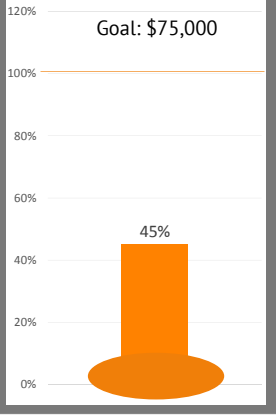
$

$815,685

7.9 Months

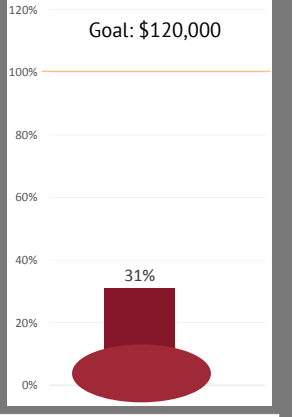
Board Give

Goal: $75,000

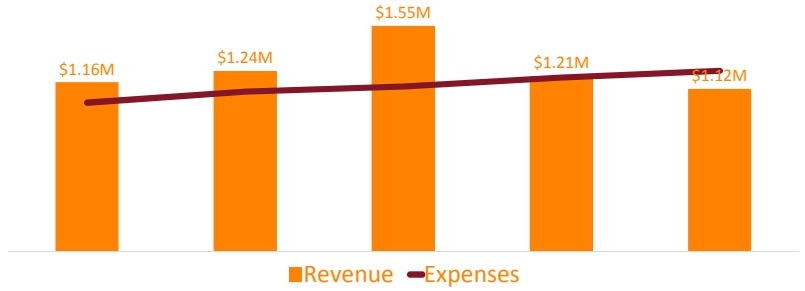


Board Get

Goal: $120,000



Revenue v. Expenses YOY '15-'20



Consent Agenda

YOUNG & HEALTHY

Minutes 12-2-2020

PRESENT: Board Members: Laura Diaz Allen, Marsha Dawe, Marjorie Diaz, Cara DiMassa, Maxwell Harwitt, Nick Howell, Dana Jones, Chris Mayne, Meredith Miller, Jamal Nabhani, Acacia Reed, Leigh Richart, Sandy Roberts, Angelique Stewart, Carrie Walker
Staff: Jan Cantwell, Mary Donnelly-Crocker, Whitney Harrison, Patty Sullivan

PANDEMIC RESPONSE: Mary gave a small presentation on why Covid19 acts as a trauma on our brains, whether or not we ever contract the actual virus. This concept is now being included in all of our Trauma Informed Care and Parent Education talks. Mary then transitioned to a more light hearted approach to coping with the pandemic with a funny PowerPoint using "Barbie & Ken" to illustrate the absurdity of the pandemic. Mary suggested that humor can help us all cope.

Consent Agenda Sandy

Motion to approve consent agenda.

1st: Marsha Dawe

2nd: Nick Howell

Approved unanimously

President Report and Announcements Sandy

Sandy is proud of the response and work that Y&H has done. The Covid response has been a great effort in particular with the testing. Proud of the ability to pivot and respond.

Finance Report Nick Howell
19-20 Audit Rene Trejo

I. How Are We Doing?
   A. P.16: Projection for the year. Accrual based as opposed to cash basis. PPE (cash last year, income this year) loan should be forgiven this year and will be stated as revenue next year. This muddies the water. It was listed as a liability. This year when the loan is forgiven will show up as a donation in March.
   B. May Meeting: Fundraising, in particular Gala, spent about half of budget.
   C. Question regarding surplus projected. The issue is the PPE money (loan) as described in "A". Donations from corporations are still pending. Kaiser donation will be coming in.

II. Outlook:
    A. Risk: We expect to land at $0-$150,000 of nest egg consumed. We still have some revenue risk with It's Possible and other events.
    B. $700,000 initial investment, now $798,647. We had a short dip but still positive in terms of performance. Relatively conservative approach is working as expected.

III. Audit (Renee and Anita were present from Lucas | Horsfall)
    A. Fundamentally on solid footing because of the great work of the staff and the gifts and donations. There are no concerns with the audit.
    B. Young & Healthy Financial Statements: Pretty much even
        1. Total Assets increased by $6,900
        2. Total Liabilities increased by $186,000, primarily because of the PPE Loan. Once the loan is forgiven it will be listed as a contribution.
        3. Cashed increased by $192,598 because of the PPE loan
        4. Net Assets decreased by $179,354
        5. Statement of Activities: actually contributions increased by $125,000 Donated services and items decreased.
        6. Investment loss in March and increase again in June.
        7. Finances have increased at a higher rate than losses.
        8. Contributions increased by $46,775
        9. Special Events were consistent with????
        10. Total expenses increased by $17K
    C. Historical Trend Analysis
        1. Restricted Donations: 2020, $279,370 (2019, $451,249)
        2. 5-Year Comparison - Assets
            a) 2020:$1,451,229
            b) (2019:$1,444,393, 2018:$1,706,754, 2017:$1,092,296, 2016:$953,552). Spikes are attributed to particular grants.
        3. 2020 saw a decrease in supporting services but a huge increase in program services. Donated services have remained fairly the same.
        4. Donated Services: In 2020 is 682,208.
        5. Program Efficiency: 2020, .77 are being spent on programs.
        6. Liquidity: For 2020 9.18. Fairly consistent over the last five years, except for the spike in 2018 due to the specific grant.

Motion to approve audited Financial Statements for 2020.

1st: Carrie Walker

2nd: Cara DiMassa

The motion was approved unanimously.

Development Cara

I. It's Possible Fundraiser will happen in May on Zoom. In person fundraisers are still not possible. Date May 4 or 5th. More information to come.
II. One Colorado Fundraiser. Y&H Tree is up at One Colorado. Designed by Allison Deitrich. Please vote.
III. In October Brainstorming marketing meeting was held – outcome include:
    A. Meredith creating a press release regarding Covid Testing
    B. Mental Health volunteer will help with social media
    C. Scott Bryson is working on writing for us

Governance Dana

A. Dana reviewed our core values as outlined in the strategic plan. She asked that we consider those values and the characteristics of the next people we bring on to the board. As a reminder, those core values are:
    1. The right of every to have access to quality healthcare.
    2. Connection between physical health & mental health.
    3. Community needs change over time, and we are in the position to respond.
    4. By investing in underserved youth, we can create a more equitable society.
    5. We believe in collaboration and working together with other community institutions & volunteers to make a difference in children's lives.
    6. To treat everyone with respect and serving with integrity.

The Governance Committee is entertaining names of people who might be a good fit for the board of directors. To date the following people have been considered:

- Norma Kachgian a nurse at Huntington Hospital. She is interested in the board for the 21-22 board year and has recently joined the Development Committee.
- Nick suggested Frances Morrison, a physician. Mary met with Dr .Morrison and while she is not interested in the board at this time, she has joined the Strategic Planning Committee.
- Mary has been working closely with Roya Fohrer on the community Covid Testing Project. She would like to be on the board. Mary feels she would be a great addition! Dana will be meeting with her soon and the board agreed it would be fine to ask her now to join the board.
- Marsha asked about the process for forwarding suggestions about potential board members. The board was asked to email Dana or Mary with names.
- Carrie asked if there are skill sets we should be added to the board. Mary responded that fundraising is vital and marketing could also be helpful.

This year, the Governance Committee will also be:

- Reassessing the Advisory Board
- Board Education
- Succession Planning
- Creating an evaluation process for Executive Director
- Creating an Exit Agreement for the eventual retirement of the Executive Director.

Strategic Planning Jamal

Jamal highlighted the federal grant that was received from the Office of Minority Health. There were only 7 grants awarded in the country. This grant, which provides $130k a year for three years, will create a new health equity program for the community. Understanding the nexus between economic status, ACE's and long term health, a new community program is being developed to address the financial fragilities of the working poor. The program will create an education campaign and a new volunteer role for Young & Healthy for Tax Preparers. One of the goals is to help families who are not required to file taxes to do just that, so that they can take advantage of the Earned Income Tax Credit (EITC). More to follow as we roll this program out in the next several months.

Jamal asks Mary and Whitney to report on the following:

Covid Testing

Almost 12,000 people have been tested at the Altadena site. The lowest daily attendance was 400 and the highest over 1,100. We have created a strong relationship with the Seventh Day Adventist Church who has provided 3-4 volunteers for each day of testing. It has been a great service and experience, with the only downside being the increasing positivity rate. Which began at 3 % and ended with 14%. CORE (the testing organization) has put the Altadena site on a "pause" but we hope to bring them back to the community soon.

Pandemic Boxes

We are creating boxes with basic household and personal hygiene items for families in need. We have already distributed 73 boxes with a plan to create and distribute another 310 boxes. We have received a $15,000 grant from the Pasadena Community Foundation to continue this work.

PUSD

We have been given permission to provide educational services to PUSD in a virtual format. These include:

- Weekly Parent Education
- Mondays with TIC trainer, Matt Bennet
- Dental Education in second semester

Young & Healthy OUT & ABOUT

Whitney & Mary gave a presentation about the different community collaborations Young & is a part of, including:

I. Collaborate Pasadena
II. Growing Together Pasadena
III. All Children Thrive Network

Executive Session Sandy

Nothing today for the executive session.

Consent Agenda – Finance

- The Finance Committee met on Friday, January 22nd. The committee continues evaluating the year end revenue and expense projections. As of the end of January, 2021 there is a projected $99,000 deficit. Please see reports attached.

- Doug Heal, Financial Consultant attended the meeting to review the Reserve Investment Account.

- Report for the PPP Loan Forgiveness has been submitted.

- Young & Healthy has submitted the application for the PPP Part-2 loan.

Dec-20
YOUNG & HEALTHY, INC.
BALANCE SHEET
ACCRUAL

ASSETS	
Current Assets	
Checking/Savings	
Citizens Bank Checking	639,642
Investment for Reserve	815,685
Petty Cash	130
Pay Pal	805
Total Checking/Savings	1,456,262
Accounts Receivable	
Accounts Receivable	452,788
Total Accounts Receivable	452,788
Other Current Assets	
Allowance for Uncollect Prom	(4,000)
Discount Future Val. of Pledges	(2,602)
Total Other Current Assets	(6,602)
Total Current Assets	1,902,448
Fixed Assets	
Computers/Equipment	103,781
Furniture and Fixtures	85,856
Leasehold Improvements	75,265
Software	38,413
Less: Accumulated Depreciation	(178,288)
Total Fixed Assets	125,027
TOTAL ASSETS	**2,027,475**
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
American Express	1,316
CapitalOne Visa	4,816
Total Credit Cards	6,132
Other Current Liabilities	
Loan Payable - PPP	162,000
Payroll Holding	1,036
Vacation Accrual	46,321
Total Other Current Liabilities	209,357
Total Current Liabilities	215,489
Total Liabilities	215,489
Equity	
Temp. Restricted Net Assets	620,190
Unrestricted Net Assets	603,944
Net Income	587,852
Total Equity	1,811,986
TOTAL LIABILITIES & EQUITY	**2,027,475**

YOUNG & HEALTHY, INC. DECEMBER 2020 FINANCIALS CASH BASIS	Current Month Actual	Current Month Budget	Current Month Variance	Y.T.D. Actual	Y.T.D. Budget	Y.T.D. Variance	
Revenue:							
Benefit Income - Prior Years	$ 311	$ -	$ 311	$ 4,576	$ 15,000	$ (10,424)	**timing**
Benefit Income 20/21		$ -	$ -	$ -	$ -	$ -	
Gala	$ 12,500	$ 65,000	$ (52,500)	$ 174,419	$ 325,000	$ (150,581)	**revenue not met due to covid**
Contribution Income	$ 52,195	$ 44,842	$ 7,353	$ 69,980	$ 71,952	$ (1,972)	
Grants Restricted - Prior Years	$ -	$ -	$ -	$ 55,000	$ 35,000	$ 20,000	
Grants Restricted 20/21	$ 180,000	$ -	$ 180,000	$ 196,000	$ -	$ 196,000	**unbudgeted for COVID**
Grants Unrestricted - Prior Years	$ -	$ -	$ -	$ 80,000	$ 80,000	$ -	
Grants Unrestricted 20/21	$ 58,000	$ 64,000	$ (6,000)	$ 165,333	$ 143,000	$ 22,333	
Organizations/Schools	$ -	$ -	$ -		$ -	$ -	
Earned Income	$ 300	$ -	$ 300	$ 1,300	$ -	$ 1,300	
Miscellaneous Income	$ -	$ -	$ -		$ -	$ -	
Contributions, Grants, Support, & Pledges:	**$ 303,306**	**$ 173,842**	**$ 129,464**	**$ 746,608**	**$ 669,952**	**$ 76,656**	
Unrealized Gains/(Losses)	$ 14,614	$ -	$ 14,614	$ 59,501	$ -	$ 59,501	
Realized Gains/(Losses)	$ -	$ -	$ -	$ 16,112	$ -	$ 16,112	
Dividend and Investment Income	$ 4,035	$ -	$ 4,035	$ 8,842	$ -	$ 8,842	
Total Revenues:	**$ 321,955**	**$ 173,842**	**$ 148,113**	**$ 831,063**	**$ 669,952**	**$ 161,111**	
Expense:							
Staff Costs	$ 69,503	$ 67,985	$ 1,518	$ 410,079	$ 441,902	$ (31,823)	**forecast to remain under budget due to 1 staff reduced hours, staff salary increases added to budget for 3rd quarter (not projected) added TOMA staff (see projection page)**
Conference/Ed	$ 26	$ -	$ 26	$ 1,551	$ 6,425	$ (4,874)	**timing-projected to remain on budget**
Dues and Subscriptions	$ -	$ -	$ -	$ 991	$ -	$ 991	**forecast to remain over budget. USE Tax Bill**
Evaluation	$ -	$ -	$ -	$ 435	$ 4,000	$ (3,565)	**timing-projected to remain on budget**
Travel/Mileage/Meals	$ -	$ 59	$ (59)	$ 8	$ 118	$ (110)	
Postage	$ 77	$ -	$ 77	$ 821	$ 1,171	$ (350)	
Printing	$ -	$ -	$ -	$ 1,178	$ 1,345	$ (167)	
Office Supplies	$ 1,116	$ -	$ 1,116	$ 2,229	$ 1,325	$ 904	**forecast to be over budget (COVID supples grant)**
Program Supplies	$ 2,792	$ -	$ 2,792	$ 13,167	$ 15,250	$ (2,083)	**forecast to be over budget (COVID supples grant)**
Event Expenses	$ -	$ -	$ -	$ 34,765	$ 69,500	$ (34,735)	**forecast to remain under budget**
Contract Services	$ 5,878	$ 9,094	$ (3,216)	$ 36,378	$ 47,021	$ (10,643)	**forecast to remin under budget by $1500**
Alma Stokes Healing Fund	$ 55	$ -	$ 55	$ 79	$ 1,000	$ (921)	
Meeting	$ 137	$ -	$ 137	$ 701	$ 750	$ (48)	
Marketing & PR	$ 63	$ 6,860	$ (6,797)	$ 3,659	$ 7,160	$ (3,501)	**timing-projected to remain on budget**
Telephone	$ 390	$ 500	$ (110)	$ 2,416	$ 3,000	$ (584)	
Equipment Maintenance	$ 64	$ -	$ 64	$ 372	$ 719	$ (346)	
Insurance	$ -	$ -	$ -	$ 3,335	$ -	$ 3,335	**timing-projected to remain on budget**
Credit Card Processing Fee	$ 463	$ 662	$ (199)	$ 4,214	$ 6,026	$ (1,812)	**forecast to remain under budget**
Audit	$ -	$ 1,500	$ (1,500)	$ 16,000	$ 17,500	$ (1,500)	**forecast to be over budget $500**
Accounting	$ -	$ 333	$ (333)	$ 1,080	$ 2,000	$ (920)	**timing-projected to remain on budget**
Rent/Office Maintenance	$ 349	$ 333	$ 16	$ 2,096	$ 2,000	$ 96	
Total Expenses	**$ 80,914**	**$ 87,326**	**$ (6,412)**	**$ 535,552**	**$ 628,210**	**$ (92,658)**	
Net Surplus (Deficit)	**$ 241,041**	**$ 86,516**	**$ 154,525**	**$ 295,511**	**$ 41,742**	**$ 253,769**	

YOUNG & HEALTHY, INC. DECEMBER 2020 FINANCIALS ACCRUAL	Current Month Actual	Current Month Budget	Current Month Variance	Y.T.D. Actual	Y.T.D. Budget	Y.T.D. Variance
Revenue:						
Benefit Income 20/21	$ -	$ -	$ -	$ 250	$ -	$ 250
Gala	$ 2,500	$ -	$ 2,500	$ 194,419	$ 325,000	$ (130,581)
Contribution Income	$ 52,195	$ 44,842	$ 7,353	$ 69,980	$ 71,958	$ (1,978)
Corporate Unrestricted	$ -	$ -	$ -	$ -	$ -	$ -
Grants Restricted 20/21	$ 100,000	$ -	$ 100,000	$ 601,000	$ -	$ 601,000
Grants Unrestricted 20/21	$ 58,000	$ 64,000	$ (6,000)	$ 172,000	$ 143,000	$ 29,000
Organizations/Schools		$ -	$ -		$ -	$ -
Earned Income	$ 300	$ -	$ 300	$ 1,300	$ -	$ 1,300
Miscellaneous Income	$ -	$ -	$ -		$ -	$ -
Contributions, Grants, Support, & Pledges:	**$ 212,995**	**$ 108,842**	**$ 104,153**	**$ 1,038,949**	**$ 539,958**	**$ 498,991**
Unrealized Gains/(Losses)	$ 14,614	$ -	$ 14,614	$ 59,501	$ -	$ 59,501
Realized Gains/(Losses)	$ -	$ -	$ -	$ 16,112	$ -	$ 16,112
Dividend and Investment Income	$ 4,035	$ -	$ 4,035	$ 8,842	$ -	$ 8,842
Total Revenues:	**$ 231,644**	**$ 108,842**	**$ 122,802**	**$ 1,123,405**	**$ 539,958**	**$ 583,447**
Expense:						
Staff Costs	$ 69,503	$ 67,985	$ 1,518	$ 410,079	$ 441,902	$ (31,823)
Conference/Ed	$ 26	$ -	$ 26	$ 1,551	$ 6,425	$ (4,874)
Dues and Subscriptions	$ -	$ -	$ -	$ 991	$ -	$ 991
Evaluation	$ -	$ -	$ -	$ 435	$ 4,000	$ (3,565)
Travel/Mileage/Meals	$ -	$ 59	$ (59)	$ 8	$ 118	$ (110)
Postage	$ 77	$ -	$ 77	$ 821	$ 1,171	$ (350)
Printing	$ -	$ -	$ -	$ 1,178	$ 1,345	$ (167)
Office Supplies	$ 1,116	$ -	$ 1,116	$ 2,229	$ 1,325	$ 904
Program Supplies	$ 2,792	$ -	$ 2,792	$ 13,167	$ 15,250	$ (2,083)
Event Expenses	$ -	$ -	$ -	$ 34,765	$ 69,500	$ (34,735)
Contract Services	$ 5,878	$ 9,094	$ (3,216)	$ 36,378	$ 47,021	$ (10,643)
Alma Stokes Healing Fund	$ 55	$ -	$ 55	$ 79	$ 1,000	$ (921)
Meeting	$ 137	$ -	$ 137	$ 701	$ 750	$ (48)
Marketing & PR	$ 63	$ 6,860	$ (6,797)	$ 3,659	$ 7,160	$ (3,501)
Telephone	$ 390	$ 500	$ (110)	$ 2,416	$ 3,000	$ (584)
Equipment Maintenance	$ 64	$ -	$ 64	$ 372	$ 719	$ (346)
Insurance	$ -	$ -	$ -	$ 3,335	$ -	$ 3,335
Credit Card Processing Fee	$ 463	$ 662	$ (199)	$ 4,214	$ 6,026	$ (1,812)
Audit	$ -	$ 1,500	$ (1,500)	$ 16,000	$ 17,500	$ (1,500)
Accounting	$ -	$ 333	$ (333)	$ 1,080	$ 2,000	$ (920)
Rent/Office Maintenance	$ 349	$ 333	$ 16	$ 2,096	$ 2,000	$ 96
Total Expenses	**$ 80,914**	**$ 87,326**	**$ (6,412)**	**$ 535,552**	**$ 628,210**	**$ (92,658)**
Net Surplus (Deficit)	**$ 150,730**	**$ 21,516**	**$ 129,214**	**$ 587,852**	**$ (88,252)**	**$ 676,104**

Budgeted Foundation Revenue	Budget	Additional	Committed	Expected	Committed + Expected	Var. Committed to Budget	Var Commited + Exp to Budget	Month of Receipt
All Saints	$ 10,000						$ (10,000)	May
Ann Peppers	$ 30,000		$ 25,000		$ 25,000	$ (5,000)	$ (5,000)	July
Anonymous Foundation	$ 30,000		$ 30,000		$ 30,000	$ -	$ -	July
Arcadia Assoc of REALTORS	$ 1,000		$ 2,500		$ 2,500	$ 1,500	$ 1,500	Dec
Burke Foundation	$ 3,000		$ 3,000		$ 3,000	$ -	$ -	Dec
Calif Community Foundation	$ 50,000					$ (50,000)	$ (50,000)	May
Carl Wynn Foundation	$ 4,000		$ 4,000		$ 4,000	$ -	$ -	Nov
CHAP	$ 10,000		$ 10,000		$ 10,000	$ -		Oct
Connell Foundation	$ 25,000			$ 25,000	$ 25,000	$ (25,000)	$ -	Jan
Good Hope Medical Foundation	$ 50,000		$ 50,000		$ 50,000	$ -	$ -	Sept
Kaiser Foundation	$ 95,000		$ 95,000		$ 95,000	$ -	$ -	June
Laemmle Charitable Fdn	$ 5,000		$ 2,500		$ 2,500	$ (2,500)	$ (2,500)	Dec
Lions Club	$ 4,000			$ 4,000	$ 4,000	$ (4,000)	$ -	April
Pasadena Respiratory Health	$ 50,000		$ 50,000		$ 50,000	$ -	$ -	Dec
Patron Saints Foundation	$ 35,000			$ 35,000	$ 35,000	$ (35,000)	$ -	May
Pfaffinger Foundation	$ 15,000		$ 15,000		$ 15,000	$ -	$ -	Nov
QueensCare	$ 70,000			$ 70,000	$ 70,000	$ (70,000)	$ -	Nov/June
Rose Hills	$ 50,000				$ -	$ (50,000)	$ (50,000)	May
Satterberg Foundation	$ 20,000			$ 30,000	$ 30,000	$ (20,000)	$ 10,000	April
Sidney Stern Trust	$ 5,000			$ 5,000	$ 5,000	$ (5,000)	$ -	May
Silent Partners	$ 5,000		$ 5,000		$ 5,000	$ -	$ -	Dec
Sunair Foundation 19-20 pymt	$20,000		$ 20,000		$ 20,000	$ -	$ -	July
Weingart	$120,000						$ (120,000)	Feb
UniHealth Foundation	$ 50,000				$ -	$ (50,000)	-$50,000	June
Total	$ 757,000	$ -	$ 312,000	$ 169,000	$ 481,000	$ (315,000)	$ (276,000)	
Unbudgeted Pending							$ -	
Kidspace Joint Grant		$ 11,100				$ -		
Total	$ -	$ 51,100				$ -		
Unbudgeted Committed						$ -		
First Cong Church			$ 1,000		$ 1,000			
Lluella Morey Murphy			$ 15,000		$ 15,000			
Pasa Child Health			$ 20,000		$ 20,000			Aug
CHAP 2020-2021			$ 10,000		$ 10,000			
Pasadena Community Foundation			$ 15,000		$ 15,000			
Patron Saints Foundation			$ 25,000		$ 25,000			
Robert Fraser Fdn			$ 10,000		$ 10,000			
Together Towards Health			$ 75,000		$ 75,000			
Joint Grant w-Day One			$ 130,000		$ 130,000			
Total	$ -	$ -	$ 301,000		$ 301,000	$ -		
Grand Total	**$ 777,000**	**$ 51,100**	**$ 613,000**	**$ 169,000**	**$ 782,000**	**$ (492,000)**	**$ (266,000)**	

Highlighted Foundations have a higher probability of not being realized in this fiscal year.

Financial Projections
2020 - 2021

Young & Healthy		Actual	Actual	Actual	Actual	Actual	Actual	Projected	Projected	Projected	Projected	Projected	Projected	Projected	Budget	Variance
2020-2021 Financial Projection		**July**	**Aug**	**Sept**	**Oct**	**Nov**	**Dec**	**Jan**	**Feb**	**Mar**	**April**	**May**	**June**	**2020-2021**	**2020-2021**	**2020-2021**
Revenue Projection		**$100,977**	**$103,795**	**$71,931**	**$112,688**	**$53,913**	**$303,305**	**$149,622**	**$30,547**	**$66,497**	**$38,100**	**$60,601**	**$69,381**	**$1,161,356**	**$1,346,500**	**($185,144)**
Foundations		$78,333	$66,667	$0	$64,000	$49,333	$238,000	$118,333	$0	$47,334	$30,000	$40,000	$50,000	$782,000	$757,000	$25,000
Contribution Income		$11,682	$862	$745	$2,827	$2,669	$52,494	$30,269	$15,871	$16,934	$5,871	$5,871	$5,861	$151,957	$199,500	($47,543)
Events		$10,961	$36,266	$71,186	$45,861	$1,911	$12,811	$1,020	$14,676	$2,229	$2,229	$14,730	$13,520	$227,399	$390,000	($162,601)
															$0	$0
Expenses Projected		**$61,076**	**$103,970**	**$85,965**	**$113,268**	**$90,361**	**$80,914**	**$100,541**	**$115,595**	**$222,954**	**$102,586**	**$92,803**	**$90,449**	**$1,260,480**	**$1,230,986**	**$29,494**
Staff Costs		$51,152	$91,485	$65,736	$66,343	$65,862	$69,503	$70,691	$72,359	$107,794	$71,359	$71,359	$71,359	$875,001	$883,804	($8,803)
Contract Services		$5,833	$5,878	$5,878	$6,611	$6,298	$5,878	$13,052	$14,332	$76,912	$8,489	$8,594	$8,594	$166,349	$136,500	$29,849
Event Costs		$1,974	$4,415	$5,519	$19,193	$0	$0	$0	$0	$2,000	$8,000	$4,000	$0	$45,102	$83,500	($38,398)
Gen. Op		$2,117	$2,192	$8,832	$21,120	$18,201	$5,533	$16,798	$28,904	$36,248	$14,738	$8,850	$10,497	$174,029	$127,182	$46,847
Operating Surplus/(Deficit)		**$59,697**	**$20,195**	**($15,875)**	**($3,758)**	**($5,789)**	**$241,041**	**$49,081**	**($85,048)**	**($156,457)**	**($64,486)**	**($32,202)**	**($21,068)**	**($99,124)**	**$115,514**	**($214,638)**
Investment Activity		**$19,797**	**$20,370**	**($1,841)**	**($3,178)**	**$30,659**	**$18,650**	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**
Unrealized Gains/Losses		$18,999	$19,624	($3,555)	($3,821)	$13,640	$14,615									
Realized Gains/(Losses)						$16,112	$0									
Dividend and Interest Income		$798	$746	$1,714	$642	$907	$4,035									
Capital Expenditures (net of grants)		($665)	($360)	$0	$0	($135)	($1,321)	$0	$2,255	$0	$0	$0	$0	($226)	$1,000	$774
Capital Expenditures		($665)	($360)		$0	($135)	($1,321)		$2,255					($226)	$1,000	$774
Capital Grants		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	
Net Cash Flow (Including Investment Activity)		**$59,032**	**$19,835**	**($15,875)**	**($3,758)**	**($5,924)**	**$239,720**	**$49,081**	**($82,793)**	**($156,457)**	**($64,486)**	**($32,202)**	**($21,068)**	**($99,350)**	**$114,514**	**($213,864)**
Cash & Cash Equivalents Balance	**$994,064**	**$1,053,096**	**$1,072,932**	**$1,057,057**	**$1,053,299**	**$1,047,375**	**$1,287,095**	**$1,336,176**	**$1,253,383**	**$1,096,927**	**$1,032,441**	**$1,000,239**	**$979,171**	**$879,821**	**$1,108,578**	**($228,757)**
Cash (Assuming 10% S/fall in Revenue)	**$994,064**	**$1,053,096**	**$1,072,932**	**$1,057,057**	**$1,053,299**	**$1,047,375**	**$1,287,095**	**$1,321,214**	**$1,235,367**	**$1,072,260**	**$874,354**	**$1,000,239**	**$979,171**	**$879,821**	**$1,108,578**	**($228,757)**
Cash (Assuming 20% S/fall in Revenue)	**$994,064**	**$1,053,096**	**$1,072,932**	**$1,057,057**	**$1,053,299**	**$1,047,375**	**$1,287,095**	**$1,306,252**	**$1,217,350**	**$1,047,594**	**$874,354**	**$1,000,239**	**$979,171**	**$879,821**	**$1,108,578**	**($228,757)**
Checking/Savings Account/Investment for Reserve		$1,215,850	$1,262,320	$1,246,986	$1,217,183	$1,214,191	$1,456,262									
Credit Card Accounts		($753)	($1,468)	($1,250)	($1,884)	($4,817)	($6,132)									
Payroll Holding & Accrual			($25,920)	($26,680)		$0	($1,036)									
Short Term Liability																

updated staffing costs from last reported at finance meeting

Performance Summary With Flows

YOUNG & HEALTHY
Prepared By: Douglas Heal
Date Range: 7/1/2020 - 1/11/2021

LPL Financial

Date Range: 7/1/2020 - 1/11/2021

Starting Market Value	Net Inflows & Outflows	Investment Returns	Market Value
$735,388.85	$0.00	$88,236.54	$823,625.39

Inflows	$0.00
Outflows	$0.00

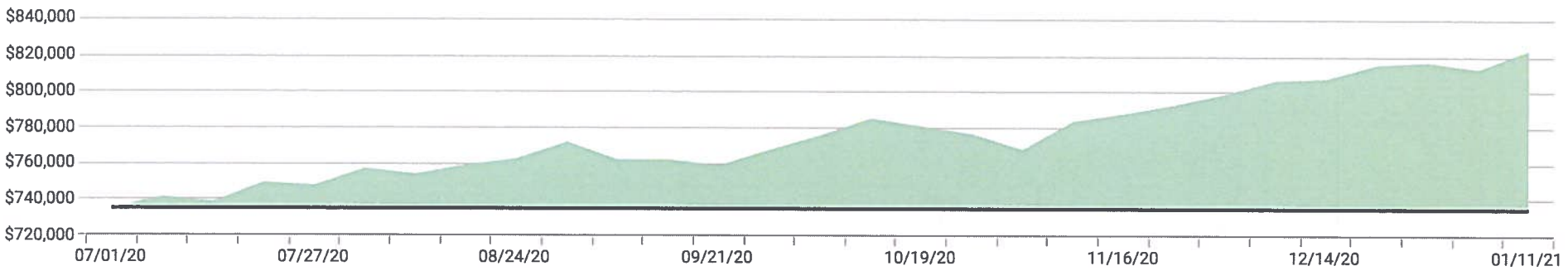
Capital Gain Distributions	$16,112.42
Dividends	$8,343.54
Interest	$0.28
Market Fluctuation	$63,780.30

Total Return (IRR)	Annualized (IRR)
12.00%	n/a

Past performance is no guarantee of future results.

Value Over Time

Date Range: 7/1/2020 - 1/11/2021



Graph Key

Market Value Starting Market Value +/- Flows

Indices are unmanaged and cannot be invested into directly. Past performance is no guarantee of future results.

Accounts

Date Range: 7/1/2020 - 1/11/2021

Institution	Account #	Name	Starting Market Value	Net Flows	Market Value	Total Return (IRR)	Annualized Return (IRR)	Dividend	Interest
LPL Financial	****-7960	YOUNG & HEALTHY	735,389	0	823,625	12.00	–	8,344	0

		1 Accounts Total	**735,389**	**0**	**823,625**	**12.00**	**--**	**8,344**	**0**

Past performance is no guarantee of future results.

Investment List

Date Range: 7/1/2020 - 1/11/2021

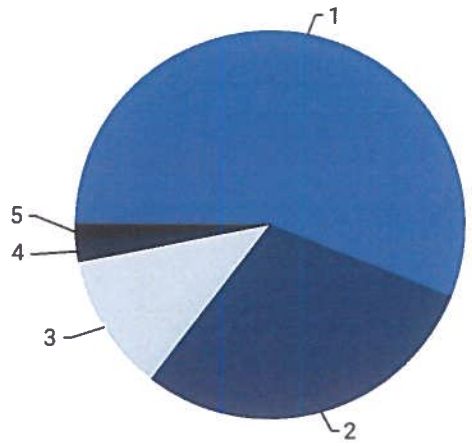
Security Identifier	Description	Institution	Account #	Starting Market Value	Net Flows	Income	Market Value	Total Return (IRR)
Cash	Cash Balance	LPL Financial	****-7960	237	(237)	0	0	0.00
GIREX	GRIFFIN INSTL ACCESS REAL ESTATE CL A	LPL Financial	****-7960	92,031	0	2,463	94,908	3.13
9999227	Insured Cash Account	LPL Financial	****-7960	5,506	959	0	6,465	0.00
ISFAX	LORD ABBETT MULTI ASSET INCOME CL A	LPL Financial	****-7960	102,269	0	3,248	120,388	17.72
LBNDX	LORD ABBETT BOND DEBENTURE CL A	LPL Financial	****-7960	99,840	0	1,911	110,713	10.89
LGLAX	LORD ABBETT GROWTH LEADERS CL A	LPL Financial	****-7960	135,207	0	16,112	190,553	40.96
LUBAX	LORD ABBETT ULTRA SHORT BOND CL A	LPL Financial	****-7960	300,299	(722)	722	300,599	0.34
	7 Positions Total			**735,389**	**0**	**24,456**	**823,625**	**12.00**

Past performance is no guarantee of future results.

Allocation Chart

As Of: 1/11/2021

Portfolio: Underlying Investment Type



Underlying Investment Type	Allocation	
1. Fixed Income	$461,209.32	56.0%
2. Equities	$241,833.55	29.4%
3. Undefined	$94,907.53	11.5%
4. Cash	$14,548.78	1.8%
5. Other	$11,126.22	1.4%
	$823,625.39	100.0%

Cash Flow Breakdown

Date Range: 7/1/2020 - 1/11/2021

No cash flow data available

General Disclaimers

This material was prepared by LPL Financia .
Securities and advisory services offered through LPL Financial (LPL), a registered investment adviser and broker-dealer (member FINRA/SIPC). Insurance products are offered through LPL or its licensed affiliates. To the extent you are receiving investment advice from a separate y registered ndependent investment adv ser that s not an LPL Financial affiliate, please note LPL Financial makes no representation with respect to such entity.
- Not Insured by FDIC/NCUA or Any Other Government Agency - Not Bank/Credit Union Guaranteed - Not Bank/Credit Union Deposits or Obligations - May Lose Value

LPL "Official" Statements: This s not an official LPL Financial ("LPL") statement, it has been prepared by your financial professional for informational purposes only, and does not replace the statements ou should receive directly either from LPL or from the investme sponsors for which LPL is the broker-dealer of record or any other outside custodian. It is intended to estimate the total value of your investments for which you receive such statements, as well as any investments held away from LPL about which you have provided to your financial professional information from which values can be estimated. This report has been prepared from data believed to be relia le but no representation is being made as to its accuracy or completeness.
The report includes securities held in your LPL account(s) or that LPL does not hold on your behalf and which are not included on LPL's books and records. These outside positions are securities held directly by an outside sponsor rather than in an LPL account There may be differences in the way each outside securities position is reflected based on the various data sources used. If available, market value may be reflected for these outside positions. Performance may not be calculated for all outside securities positions. Information regarding outside securities positions may be limited because it is provided by a third party source.

The combined total Market Value represents the combination of various sources and types of accounts. This combined total is subject to any error of any of the types of data sources that may be contributing to it, including manual entry errors and data reliab lity or completeness errors. Values shown should only be used as a general guide to portfolio value, and may vary from the actual liquidation values. Accounts held away from LPL are not covered by LPL's SIPC insurance. The LPL Financial SIPC Membership provides account protection only to those assets held at LPL. To the extent some of the other entities may be SIPC members, please contact your financial professional or the other entity or refer to the other entity's statement regarding SIPC membership. Position values, size of positions, and dates, may be estimates made by your financial professional based on information you have provided. The information contained in this report should not be relied upon for tax reporting purposes, accounting, or valuation purposes. The source of all price information for tracked positions is one or more third party vendors and may include the use of substitute prices where prices are not readily available.

Past performance is no guarante of future results. Current values may be lower or higher than the values shown. We urge you to compare the information (e.g. market values, transactions, inflows, outflow , and fees) in this report with the information provided in the acco nt statements you receive directly LPL Financial, the investment sponsor, or custodian of the assets. If you are not receiving statements from your custodian, please cont ct your custodian directly or call LPL F nancia at 800-877-7210 extens on 6422.

Dynamic Reporting: Unlike your monthly statement, this Report is generated for you by your financial professional on an on-demand basis. This could mean that events not captured on your last monthly statement may be reflected on this repo and therefore va ues on the two documents may not match. Whereas a monthly statement is a static documents, this Report incorporates retroactive adjustments which are routinely posted to your account(s). An example of a routine, retroactive adjustment is dividend payments. Dividends you earn at the end of the month may not be posted to your account until several days into the subsequent month. Such dividends would not be reflected in the value of your monthly statement as those dividends wo ld not have been paid into the account at the time your statement was created. This Report run sometime after the dividends are posted to your account would reflect the value of those dividends at the end of the month.

Performance Calculations: Performance return figures are expressed as a percentage and include the impact of the deduction of any advisory fees and transaction charges. Unless otherwise stated, performance returns are cumulative. Three different methods, time-weighted (TWR), money-weighted (IRR) and return-on-investment (ROI) are displayed on reports. The Advisory Performance Report, uses a time-weighted return. The remaining performance reports use a time-weighted return, money-weighted return or return-on-investment. The return method used on these reports is clearly labeled and can be configured by your financial professional. The time-weighted method is used to depict an account's relative rate of return, is not sensitive to contributions and withdrawals into and out of the account, and, as compared to the money-weighted method, allows clients to better compare performance against other money managers. The money-weighted return method is used t depict an account's personal rate of return, accounts for all contributions and withdrawals into and out of the account, and, as compared to the time-weighted method, better represents the client's actual investment experience during th evaluation period. When compared to the other options, return-on-investment is focused more on accounting and less on performance analysis. ROI is simply your net gain/loss (aka net change aka investment returns) expressed as a percentage of total money invested. Below is an example to clarify the difference of these three methods:

Example: Two investors begin by uying 100 shares at the end of the year's price ($10), starting off with $1,000. The first investor makes two subsequent purchases of 100 shares each, one at the end of May ($14) and the other at the end of August ($15). The second investor also makes two additional purchases of 100 shares each, but hers are at the end of April ($8) and September ($9). The price of the security at the end of the year is $11, meaning the security is up 10%. The first investor shows a loss of $600, while the second shows a gain of $600. The time-weighted return for each investor is +10%. The money-weighted return for the first investor is -24.81% and the second investor is +35.04%. In this case, return-on-investment is -15.38% f r the first investor and +22.22% for the second.

Investor 1	Investor 2
Dec: 100 Shares @ $10/s	Dec: 100 Shares @ $10/s

	May: 100 Shares @ $14/s Aug: 100 Shares @ $15/s	Apr: 100 Shares @ $8/s Sept: 100 Shares @ $9/s
Net Invested	$3,900.00	$2,700.00
Ending Value	$3,300.00	$3,300.00
Net Change	-$600.00	$600.00
	Investor 1 Returns	**Investor 2 Returns**
Time Weighted (TWR)	10.00%	10.00%
Money Weighted (IRR)	-24.81%	35.04%
Return on Investment (ROI)	-15.38%	22.22%

If performance cannot be calculated for a period within the report timeframe, graphs will display a flat line and returns will display "N/A" or "--". For third party advisory programs (TMP), and outside custodians (CST), the above-noted performance calculations may differ from the methodologies used at the current or prior firm or custodian.

Outside Positions: Outside positions are securities held directly by an outside sponsor rather than in an LPL account. They include positions held in accounts identified in the "Location" column with a term other than "LPL." There may be differences in the way each outside position is reflected based on these various data sources used. If available, market value may be reflected for these outside positions. Performance may not be calculated for all outside positions. Information regarding outside positions may be limited because it is provided by a third party source.

Income: Projected income totals shown are estimated and are rounded to the nearest dollar. Total values may reflect rounding discrepancies. If information is not available to calculate income on certain securities, those income generating securities will not be displayed on the report.

Money Market Funds: Money market fund investments are not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. Although the funds seek to preserve a value of $1.00 per share, it is possible to lose money in money market funds.

Underlying Investment Type: The underlying investment type categorization is a high level grouping of securities meant to provide a basic breakdown of your investment vehicles. To the degree possible, this categorization breaks down the investments that underlie your investment vehicles rather than showing the vehicles themselves. For example, rather than classifying mutual funds as "mutual funds" when grouped by underlying investment type, this Report may record your investment as 60% "equity" and 40% "debt" since that is the underlying makeup of the funds.

Underlying mutual fund allocations are not disclosed with high regularity and as such underlying allocation information used on reports can be 6 months old or older. At times, complete information pertaining to the makeup of certain funds will not be available. In these cases, allocations will either be adjusted to reflect a 100% makeup or the fund in question will be considered to be classified as "other".

Holdings Sources: Positions held in your LPL account(s) are indicated with "LPL". The terms "Outside", "CST", "TMP" or a "sponsor's name" refer to securities held or by an investment sponsor or custodian that has agreed to electronically provide information to LPL about your holdings. The source of all price information for these tracked positions is one or more third party vendors and may include the use of substitute prices for prices that are not readily available. For certain securities such as illiquid securities, pink sheet stocks, bulletin board stocks, and fixed income positions, substitute prices used in calculating performance and displayed on the report maybe prices based on trades occurring prior to the date of the missing prices. The source of all quantity information for these holdings is LPL, the prior custodian or the investment sponsor carrying your account. "TMP" represents accounts managed by an investment firm other than LPL as part of a third party advisory program. TMP accounts are held away from LPL and are not covered by LPL's SIPC Insurance. For TMP accounts, LPL's role is limited to a referral to the third party investment firm and LPL do not serve as broker-dealer. TMP accounts have not been verified by LPL. The source of all price information is the third party investment firm, a custodian or a third party vendor. "CST" represents accounts held by an outside custodian and not held or a third party vendor. "CST" represents accounts held by an outside custodian and not held or verified by LPL nor covered by LPL's SIPC Insurance. LPL is not an investment adviser or broker dealer to CST accounts and is not responsible for the holdings or management of the CST account. The source of all price information is the custodian or a third party vendor. In addition, data from "Outside", "sponsor's name", "CST" and "TMP" accounts may also display historical data. Please be aware that you have the obligation to verify the accuracy of third party advisory programs (TMP), outside custodians (CST) through reliable written documents from the custodian holding the assets. "U" represents "Unofficial Accounts" which may contain both "tracked" and "non-tracked" positions. Tracked positions are assets not held or verified by LPL nor covered by LPL's SIPC Insurance, for which you have supplied the quantity information to your financial professional, through the delivery of a statement or other record prepared by the investment sponsor or other source other than your financial professional. The source of all price information for these tracked positions is one or more third party vendors and may include the use of substitute prices as noted above. Non-tracked positions are assets not held or verified by LPL, for which you have supplied the price and quantity information to your financial professional, through the delivery of a statement or other record prepared by the investment sponsor or other source other than your financial professional. LPL makes no representation or warranty as to the accuracy of the information concerning these Unofficial Accounts and non-tracked and tracked positions. Performance is not calculated in Performance Reports for Unofficial Accounts (either tracked or non-tracked assets).

Pre-June 2000 Data Not Available for Performance: Performance for LPL accounts is not available at the account, position, asset class, or security level prior to June 2000. Generally, performance for assets held directly with the sponsor is not available prior to May of 2010.

Consent Agenda – Development

Jan is enjoying her well-deserved mini-sabbatical, a perk given to staff who has worked at Young & Healthy for more than twenty years. She will return February 23rd.

It's Possible

It's Possible will be a virtual event held on the morning of May 5th.

Cara and the development committee will be leading the charge of getting breakfast goodies delivered ahead of the event. We need people to invite, this is a FREE-TO-ATTEND breakfast and we will ask for donations during the event. While May 5th seems like a long way off, there are million details to attend to, beginning now. Please start gathering your names, addresses and especially the emails for those you would like to invite. Look for an email from Teresa Aubert, our Development Assistant in the very near future. *We will love you forever if you respond quickly* ☺

Gala 2021

At this moment, the Gala is scheduled for October 2, at the La Canada Country Club. We are hoping by then we can have an in-person event. The gala chairs are Darrell Done (past Y&H president) and his husband, Brian Toffoli. Stay tuned – more details to come.

Consent Agenda - Program

COVID Testing:

The last date of COVID Testing was December 2, 2020 and we had hoped that CORE (the company administering the tests) would return. Unfortunately, they have decided not to resume our testing site. We believe they are focusing their efforts on larger testing sites and eventual vaccine distribution.

Mobile Dental Clinic

Young & Healthy will host our second clinic of the fiscal year from March 11-19, 2021. Westminster Church will welcome us back and we plan to serve 100 patients including children and adults.

TOMA Grant- Earned Income Tax Credit

- Young & Healthy's work for the federal grant we received with Day One is well underway. We have distributed flyers throughout the community to increase awareness of the EITC benefit. We will also host a free tax filing event on a Saturday in February.

Public Health Institute- Together Toward Health Funding

- The Pasadena Public Health Department recommended Y&H to receive a grant from the Public Health Institute for our pandemic relief work. Mary received the unexpected and exciting news in early December that we would receive $75,000. In addition to staff time, this grant will help and guide our work in the following ways:
    - We have hired a communications consultant to help Y&H with a social media audit, prepare best practices strategies and create a campaign for COVID prevention and information on the COVID vaccine.
    - Y&H along with the Public Health Department, Day One and Families Forward will lead community outreach on the COVID Vaccine distribution in Pasadena. This will involve training community members on the benefits of the vaccine, dispelling myths of vaccine dangers and logistical information on the vaccine distribution.

Monrovia School District

- Monrovia School District has hired Young & Healthy to deliver a series of Trauma Informed Care workshops for staff and parents. Mary will work on a contract to have them sign in the coming weeks. Between March - June 2021 we will deliver a total of 15 workshops for $500 each, $7,500 Total.

PUSD Student Programming: Our in-class programs were delayed during the first semester of the year because we were required to get a special MOU prior to providing services virtually. In November, we finally got the go ahead from the district.

- Our Mindfulness Program for Kindergarten and Sixth grade students is officially back in session. In addition to providing the 6-week curriculum to students virtually, Y&H volunteers have prepared individual mindfulness kits for students to pick up at their campus. These kits contain a glitter jar, mindfulness pillow, worksheets and coloring sheets.
    - Students served: 718
    - Schools served: 7
    - Classrooms served: 24
    - Teachers involved: 21
    - Volunteer educators involved: 7

- Dental Education- We sent a survey to first & second grade teachers to measure interest in our dental hygiene program. Fifty-five teachers responded and all of them said they were interested in signing up. With the help of Y&H volunteers, we will deliver four lessons. Teachers will choose between pre-recorded sessions and live sessions with a volunteer. We will also send toothbrushes, toothpaste and dental floss home to each participating student.

PROGRAM OF DENTAL SERVICE AGREEMENT

This Program of Dental Service Agreement (this "Agreement") effective this 4th day of January 2021, by and between the University of Southern California, on behalf of its Ostrow School of Dentistry of USC ("USC") and Young & Healthy located at 136 W Peoria St., Pasadena CA 91103 ("Contractor").

RECITALS

USC is an institution of higher learning operating as a non-profit corporation under the laws of the state of California;

USC operates a school of Dentistry and provides clinical experience for its dental school students through its operation of a Mobile Dental Clinic ("MDC");

Contractor operates an educational program and desires to obtain dental services from USC for its clients;

It appears to the parties of this Agreement that it is to their mutual benefit to enter into this Agreement.

AGREEMENT

1. USC agrees to provide Contractor with Mobile Dental Clinic services as follows:

    1.1. The parties mutually agree to tentatively schedule dental clinic services on the following dates and at the following location: TBA

    Thursday, 3/11/2021
    Friday, 3/12/2021
    Saturday, 3/13/2021
    Monday-Friday, 3/15/2021 to 3/19/2021

    These services shall be subject to USC's reasonable determination on the health and safety of its employees and patients in light of the COVID-19 pandemic. If USC determines that it will be unsafe to provide these services it may terminate this Agreement in its sole discretion, in which event neither party will have any further obligation or liability to the other party.

    1.2. Dental services to be provided by USC in the Mobile Dental Clinic shall include: prophylaxes, x-rays, fillings, extractions, and minor oral surgery.

    1.3. Contractor estimates and USC acknowledges that such services will be required, all or in part, for not more than 100 sponsored children for a total of 100 patients.

1.4. USC agrees that the services will be provided by duly licensed dental practitioners and students duly enrolled in and under the direct supervision of USC. USC shall ensure that all dental practitioners, students and other personnel performing under this Agreement shall have the education, training and experience necessary to provide services pursuant to this Agreement. USC reserves the right to assign and utilize personnel as it deems best in the performance of the terms of the Agreement.

1.5. USC will provide all dental equipment, supplies and personnel incident to and directly involved with the Mobile Dental Clinic and agrees that the services to be provided shall be rendered in a competent, efficient and quality manner.

1.6. USC shall maintain adequate dental records and x-rays for each patient and shall provide copies to the Contractor and/or dental referral provider upon written request. To the extent applicable, USC agrees to make any of its records available to the Comptroller General in accordance with the Social Security Act.

1.7. USC shall require that all dental practitioners, students, and USC representatives keep all patient care information and records confidential.

1.8. Upon request, USC will provide Contractor with summary reports of the clinical procedures performed as well as comparable community cast data for the services rendered.

1.9. USC represents that USC is not on the General Services Administration's list of parties excluded from federal procurement programs and is not debarred by the U.S. Food and Drug Administration. The District shall not knowingly form a contract with, purchase from, or enter into any business relationship with, any individual or business entity that is publicly listed by a federal agency as debarred, suspended, or proposed for debarment. In the event that USC is on the excluded list or is debarred, this Agreement is hereby terminated for breach.

1.10. To the extent required by Section 1861 (v)(i) of the Social Security Act, Section 952 or the Omnibus Reconciliation Act and regulations issued thereunder, upon written request by the duly authorized representative of the Secretary of the Department of Health and Human Services and Comptroller General of the United States, USC agrees to permit access to this Agreement and to such books, documents and records as are necessary to verify the cost of services provided hereunder for a period of four (4) years after such services are furnished under this Agreement.

2. Contractor agrees to the following:

2.1. Contractor shall provide parking space for the Mobile Dental Clinic vehicles, workspace as required in designated rooms and utilities for the Clinic vehicles and portable equipment.

2.2. Contractor shall screen and prioritize the patients to be treated.

2.3. Contractor shall obtain appropriate medical histories from the patients and secure parent/guardian consent to treatment.

2.4. Contractor shall provide clerical assistance and interpreting services during the clinic.

2.5. Contractor agrees to pay and USC agrees to accept the sum of $47,500 for the services of the Mobile Dental Clinic as set forth herein. Said sum shall be paid to the order of USC School of Dentistry and paid within thirty (30) days upon receipt of invoice.

2.6 Contractor shall comply and ensure that all of its staff, volunteers and patients comply with city and state orders regarding social distancing and face coverings, and other reasonable safety requests made by USC.

3. The parties mutually agree as follows:

3.1. USC shall, at all times during the term of this Agreement, maintain a program of commercial general liability insurance or self-insurance of the same that shall provide coverage in the amounts of $1,000,000 per occurrence and $3,000,000 in aggregate.

3.2. Contractor shall, at all times during the term of this Agreement, carry comprehensive general liability insurance in amounts of $1,000,000 per occurrence and $3,000,000 in aggregate.

3.3. Upon request, the parties shall provide each other with certificates evidencing the insurance referenced in paragraphs 3.1 and 3.2 within ten (10) days of the date that this Agreement is signed.

3.4. The parties agree that USC is functioning as an independent contractor in rendering services pursuant to this Agreement.

3.5. This Agreement contains the full and complete expression of the rights and obligations of the parties and it shall supersede all other written or oral communications heretofore made by the parties related to the subject matter.

3.6. Should any portion, term, condition or provision of this Agreement be declared by a court of competent jurisdiction to be illegal or in conflict with any law or be otherwise rendered unenforceable or ineffectual, the validity of the remaining portions, terms, conditions and provisions shall not be affected thereby.

3.7. No assent or waiver, expressed or implied, of a breach of any one or more of the terms of this Agreement shall be deemed to be taken to be a waiver of any other terms or condition or assent to continuation of such breech.

3.8. Each party agrees to comply with the applicable provisions of the Administrative Simplification section of the Health Insurance Portability and Accountability Act of 1996, as codified at 42 U.S.C. § 1320d through d-8 ("HIPAA"), and the requirements of any regulations promulgated thereunder including without limitation the federal privacy regulations as contained in 45 CFR Part 164 (the "Federal Privacy Regulations") and the federal security standards as contained in 45 CFR Part 164 (the "Federal Security Regulations"). *Each party will promptly report to the other any use or disclosure of which that party becomes aware of a patient's Protected Health Information disclosed to that party under this Agreement that is in violation of HIPAA, the Federal Privacy Regulations, or the Federal Security Regulations.* Nothing in this Subparagraph shall require either party to waive the attorney-client, accountant-client, or any other applicable legal privilege.

3.9. This Agreement shall not create any rights, including without limitation third party beneficiary rights, in any person or entity not a party to this Agreement.

3.10. Neither party shall be deemed in default of this Agreement to the extent that performance of its obligations or attempts to cure any breach are delayed, restricted or prevented by reason of any acts of God, medical epidemic or pandemic, government-imposed quarantine, fire, natural disaster, act of government, strikes or labor disputes, inability to provide materials, power or supplies, or any other act or condition beyond the reasonable control of any of the parties.

3.11. To the maximum extent permitted by law, in no event will either party be responsible for any incidental damages, consequential damages, exemplary damages of any kind, lost goodwill, lost profits, lost business and/or any indirect economic damages whatsoever regardless of whether such damages arise from claims based upon contract, negligence, tort (including strict liability or other legal theory), a breach of any warranty or term of this Agreement, and regardless of whether a party was advised or had reason to know of the possibility of incurring such damages in advance.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement as of the date first written above.

University of Southern California, on behalf of its Ostrow School of Dentistry of USC	Contractor
Mark Todd (Jan 5, 2021 11:01 PST)	
Signature	Signature
Mark Todd	
Printed Name	Printed Name
Vice Provost for Academic Operations	
Title	Title
Jan 5, 2021	
Date	Date