

2020



# IMPACT REPORT

Kids In Need Of Dentistry 2020 Annual Report



5,809

CHILDREN  
SERVED IN  
2020



1,433

FAMILIES  
RECEIVED  
KINDcares KITS



\$541,000

FREE OR  
REDUCED  
TREATMENT  
PROVIDED

INCREASING ACCESS TO JUDGMENT-FREE, POSITIVE ORAL  
HEALTH EXPERIENCES, TREATMENT, AND EDUCATION  
WITH KINDNESS, REGARDLESS OF ABILITY TO PAY.

# THE PURSUIT OF SMILES

INCREASING THE ORAL HEALTH AND  
HAPPINESS OF COLORADO CHILDREN



**Kids In Need of Dentistry (KIND) is a nonprofit organization that provides high-quality, affordable dental care to children in need throughout Colorado.**

As we work into our 109th year, we'd like to take a moment to reflect on the thousands of personal transformations you have made possible over the years by helping to provide free and low-cost dental care to those in need. We're driven by the fact that the care you provide offers a definitive turning point in the lives of patients and their families, representing a shift from despair and pain, to living a life happier and more confidently.

Time after time, we've witnessed the transformation when we reconnect with our patients after they've healed. Now free from social stigma and feelings of hopelessness, they are also free from pain and disease. This opens-up future opportunities: personally, emotionally and even financially.

There are still thousands of children who lack access to safe and effective dental care. We view this as heart-wrenching and everything we do strives to correct this vast inequity. As we look back on 2020, the year the world will never forget, we accomplished much. Yet there is still so much to be done. The immense need for oral health kept us focused. We mobilized and pushed to continue our commitment to the children and the families we serve. In this way, our challenges have become our strengths.

We've listened to the communities we serve and gone beyond the traditional scope of our services, funding food and supply programs for families in

need, sending pieces of PPE to our brothers and sisters in healthcare, and providing patients with essential teledentistry options.

Continuing to strengthen our relationships is so important as we look forward to 2022 with a goal to expand our impact. We hope to be back in schools doing critical Chopper Topper work with our young elementary school patients. And by working hand-in-glove with local professionals, we are excited to see the completion of our new C4 clinic in Commerce City.

We profoundly thank each of you as we establish new ways to reach the communities to whom we are so committed. We have always believed in the power of children to unite people. Their authentic energy, paired with the reality of economic and health disparities beyond their control, pushes us to ensure the progress they deserve.

The love and compassion of supporters like you continues to restore dignity to patients throughout Colorado. Thanks for being by our side. Through the obstacles of last year, we faced challenges that allowed us to become ever more creative and innovative in our approach. We know our obstacles have become our opportunities.

With hope & gratitude,



Ellie Burbee  
KIND Executive Director

# ELIMINATING DENTAL DISEASE THROUGH TREATMENT & EDUCATION

## WE BELIEVE

1. Every child has the right to a healthy smile and body.
2. Preventative oral health habits positively impact a child's overall health and the trajectory of their lives.
3. Improving access to and perceptions of oral health will increase health equity and the future landscape of healthcare in Colorado.

## OUR GOALS



**IMPROVE  
PERCEPTIONS  
OF DENTAL  
CARE**

In order to improve behaviors, by embedding oral health as integral to a child's overall well-being.



**INCREASE  
HEALTH  
EQUITY**

For youth in under-served communities by providing dental care that utilizes innovative and collaborative models.



**EMPOWER  
DENTAL  
HEALTH  
ADVOCACY**

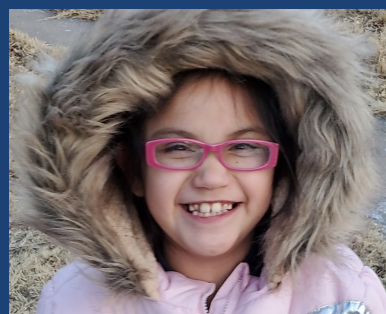
In and by the communities KIND serves through education and activation of stakeholders.

KIND Team Hygienist Laurie with patient "Maria"

# IMPROVING PERCEPTIONS



**“THIS HELP WAS SO AMAZING,” SAID MOM JANELLE WITH VOICE SHAKING, “SHE HAS SO MUCH MORE PRIDE NOW, THAT’S FOR SURE.”**



## HEALTH EQUITY, HOPE & SMILES - LAILA’S STORY

Laila is a beautiful, playful, second-grader who likes to draw and joke around.

However, the fun had stopped for this outgoing little girl when her dental issues started causing daily anguish. Her discomfort had even gotten in the way of eating.

“She is so funny,” says mom, Janelle. However, the fun had stopped for this outgoing little girl when her dental issues started causing anguish.

“Laila’s situation was causing her pain and difficulty with chewing as she had multiple abscesses,” said Dr. Lisa Phillips, DDS, “The surgery helped with her dental anxiety and to build some trust with dentists. She woke up well and happy and Laila is now disease-free in her oral cavity.”

Dr. Lisa said the best part of helping Laila was that she “brought us pictures she drew and gave

us hugs as a thank you.”

Children can often experience fearful behaviors when visiting the dentist and KIND’s team works to break through this and encourage oral health which ultimately has a huge impact on a child’s overall health and well-being.

**READ LAILA’S FULL STORY AT [HTTP://BIT.LY/LAILASSTORY](http://bit.ly/lailasstory)**



## Serving the community throughout a pandemic and uncertainty.

KIND firmly believes we must not trade one health crisis for another, while almost 100% preventable. There are so many different perspectives during COVID-19 and for KIND it was no different. During the early stages of the pandemic Team Dentist Dr. Les Maes, DDS, and Director of Outreach Services, Lisa Valdez, CDHC, RDH, quickly mobilized and organized critical PPE equipment for delivery to frontline workers. Bouncing between KIND’s three clinic locations they were able to donate 105 boxes of gloves, 97 boxes of masks and 3 cases of isolation gowns.

In another creative effort to serve the community during a pandemic, RDH outreach team members Lisa and Erin

Metz, CDHC, RDH,MS, developed a KINDcares Kit delivery program. They organized staffers & volunteers to contactlessly provide kits containing tools for at-home preventions for healthy mouths and bodies and much-needed nutritious food and information on how to access teledental services at KIND to those families hit hard by the pandemic.

KIND closely monitored ADA and CDC guidance for dental practices and, as always, remained a community resource and support for patients. The KIND clinic phone line proudly remained open and patient care continued at the three Denver-area clinic locations.

Read more at <http://bit.ly/KINDandCOVID>



## Spreading holiday cheer and helping to take care of our community.

During the holidays the KIND team understood the importance of being more than just a health resource. We strive to be a friendly face! As a gesture of KINDness to KIND Patients, KINDcares Holiday kits provided healthy smiles, nutritious meals, and holiday cheer to the doorsteps of local families. Deliveries were contactless and adhered to social distancing guidelines.



# INCREASING HEALTH EQUITY

KIND strives to increase health equality for youth in under served communities by providing dental care that utilizes innovative and collaborative models.

**47%**  
OF COLORADO KIDS ALREADY  
HAVE HAD A CAVITY BY THE  
3RD GRADE

**75%**  
OF STUDENTS HAVE TOOTH  
DECAY AT COLORADO’S  
LOWER SES SCHOOLS

**30%**  
OF MISSED SCHOOL  
DAYS FOR ELEMENTARY  
STUDENTS ARE ATTRIBUTED  
TO DENTAL PROBLEMS

1. Tri County Health. 2018. 2018 Community Health Assessment. Tri County Health Department: Adams, Arapahoe, Douglas Colorado. [https://www.tchd.org/DocumentCenter/View/5134/TCHD\\_Community\\_Health\\_Assessment\\_2018](https://www.tchd.org/DocumentCenter/View/5134/TCHD_Community_Health_Assessment_2018)

2. Calanan R, Elzinga Marshall G, Gary D, et al. Colorado Department of Public Health and Environment. 2018. Tooth be told... Colorado’s Basic Screen in g Survey: Children’s oral health screening: 2016 17. [https://www.colorado.gov/pacific/sites/default/files/PW\\_OH\\_BSSReport.pdf](https://www.colorado.gov/pacific/sites/default/files/PW_OH_BSSReport.pdf)

# EMPOWER DENTAL HEALTH ADVOCACY



## COMMUNITY DENTAL HEALTH COORDINATORS AT KIND

KIND takes a promotora-based approach to care navigation with our Community Dental Health Coordinators (CDHC's), by focusing on building community to organically build trust and access to resources. Each KIND CDHC has a dental background is certified with the American Dental Association to provide case management, navigation, oral health education and promotion, motivational interviewing and community mapping.

CDHC's act as a bridge between the clinic and community agencies, and families, allowing KIND to interact and build relationships with our patients like never before. CDHC's share knowledge and resources, reaching out to patients in need, rather than waiting for them to walk through our doors.

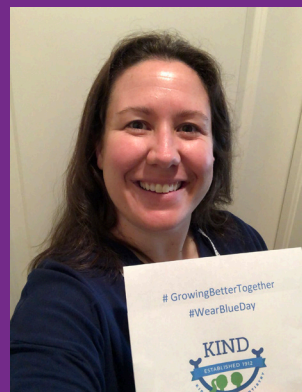


## MEET OUR DYNAMIC DUO - KIND CDHC'S



### SAY HI TO ANID!

Anid Naranjo is a natural "helper". A certified and tenured dental assistant, she often uses her work experience, bilingual talents and first-hand experience with navigating difficult public health systems to empower patient families. Anid heads up our CDHC for Families unit.

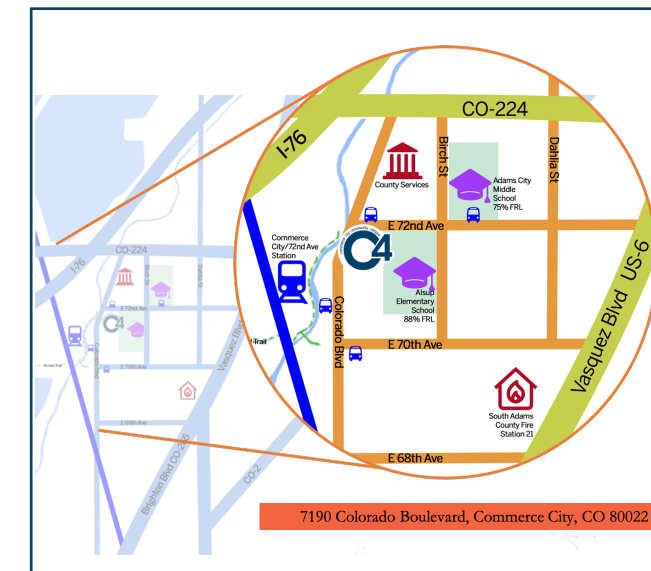


### SAY HI TO ERIN!

Erin Metz is a passionate educator and lifelong learner. She uses her dental and nutrition backgrounds, along with her own personal health journey and the lessons learned from our patient families, to build collaborative community partnerships and inspire educational curriculum and resources for families.



KIND is amongst the community partners and members leading efforts to centralize health and social services at the C4: Commerce City Community Campus, a hub for neighborhood wellness. The C4 responds to the voice of the community by bringing services together, easing accessibility for members and activating:



### INNOVATION

Responding to the voiced needs of families, unapologetically prioritizing client experience of system-requirements or financial gain.

### PURPOSEFUL DESIGN

A repurposed space, leveraging an existing community landmark in a location that increases access to care.

### COLLABORATION

Trusted organizations partner with community members to provide holistic care, incorporating individual, cultural, social, and psychological factors.

### THE VOICE OF THE COMMUNITY

Responding to the needs of families.

**"This saves on time and mis-communication between different organizations and families – which also saves time for families not having to repeat information."**

Adams County Resident &  
Service Client



# AROUND THE TOWN



## 9NEWS: KIND CLINICS WORK TO HELP KIDS GET THE HEALTH CARE THEY NEED

Thank you Mark Koebrich for shining a light on our work and the critical need for low-cost or free, early dental care and intervention.

Watch the story at  
<https://kindsmiles.org/9news-kind-clinics-work-to-help-kids-get-the-health-care-they-need/>



During these trying times, the KIND team understands the importance of being more than just a health resource, we strive to be a friendly face! Businesses may have been closed, but KIND services and support were still available. The team was out at night, in freezing temps, getting supplies and food out to people. Thank you Donna & Erin!

Read more about KIND's efforts at  
<https://kindsmiles.org/kind-in-the-community/>



## KIND IN THE NEW AMERICAN DENTAL ASSOCIATION UPDATE

Many in the dental community were affected by COVID-19 and KIND was included in the Journal of the American Dental Association "JADA+ COVID-19 Monograph"—a digital collection of stories, reflections, and accounts. Once the pandemic is behind us, a print JADA Monograph will be published that captures the essence of all the digital material.

Read about KIND's experience and take a look at  
<https://bit.ly/KIND-ADA>



## GIVE KIDS A SMILE DAY SUCCESS!

On February 8th, KIND and presenting sponsor, ClearChoice Dental Implant Centers, joined with community partners and volunteers to participate in the ADA's annual day of free dental care for under-served children. Give Kids A Smile Day 2020 was an extremely successful event. With the help of more than 80 volunteers, we were able to treat 49 kiddos, providing over \$17,000 worth of care!

Read more and watch the recap video  
<https://kindsmiles.org/give-kids-a-smile-2020-was-a-success/>

“How can I ever be more grateful to KIND? They are helping me with their health – the health of my loved ones. Thank you so much for all your help for my loved ones.”

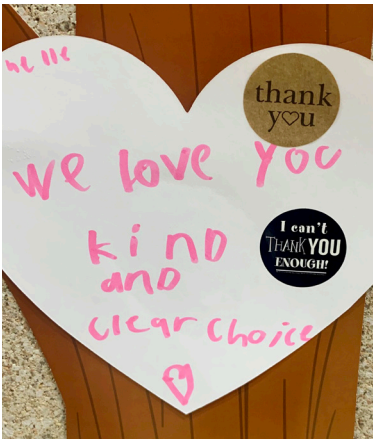
– Marisol, Ian's Mom

KIND relies on the generous financial and in-kind support of foundations, individuals, and grants to support our philanthropic mission

# POWER OF PARTNERSHIPS

## THANKS TO OUR IMPACT PARTNERS

Impact partners contribute and provide organization-wide support.



EVERY SPONSORSHIP AND DONATION MAKES A DIFFERENCE, REGARDLESS OF THE AMOUNT. KIND DEVOTES ALL CONTRIBUTIONS TOWARD PROVIDING QUALITY DENTAL CARE FOR COLORADO'S CHILDREN IN NEED.

Every dollar goes directly toward our mission of increasing the health and happiness of Colorado's children in need. We appreciate your support!



## THANK YOU TO OUR 2020 HEALTH EQUITY HEROES: KIND VOLUNTEER PROVIDERS

- Dr. Kevin Patterson, DDS, MD

Dr. Joseph Dankey

Dr. Lisa Phillips

Dr. Elizabeth Crespi

Dr. Tamara Tobey

Dr. Jenn Thompson
- Dr. Christine Isaacs

Dr. Sridevi Kaul

Dr. Carol Morrow

Dr. Becky Bye

Dr. Jeanette Courtad

Dr. Juliana DiPasquale

Dr. Rebecca Rees
- Erin Metz, CDHC, RDH, MS

Lisa Valdez, CDHC, RDH

Laurie VanCamp, RDH

Nikki Weaver, RDH
- Hannah Carson, RDH

Andrea Patterson, RDH

Cindy Aab, RDH

## SUPPORT & GENEROSITY

Support comes in many forms and sizes. Whether it is services, money or time, KIND appreciates all support.

Hi I just wanted to thank you very much me and my 4 kids are very thankful for what you and your family have done for us!!! This year has been hard for me and my kids!!! But i just wanted to text you and say thank you and your beautiful family and we want to wish you and ur family a merry Christmas and a happy new year from our family to yours



I'm so happy that we can help out. We hope 2021 brings you a better year for you and your children. ❤️. Bless all of you and Merry Christmas and Happy New

## FINANCIAL OVERVIEW

COVID has shifted organizational reliance on fundraising revenue sources, (specifically grants), in 2020 and 2021. A more typical revenue split is 65% Fundraising Revenue to 45% Earned Revenue

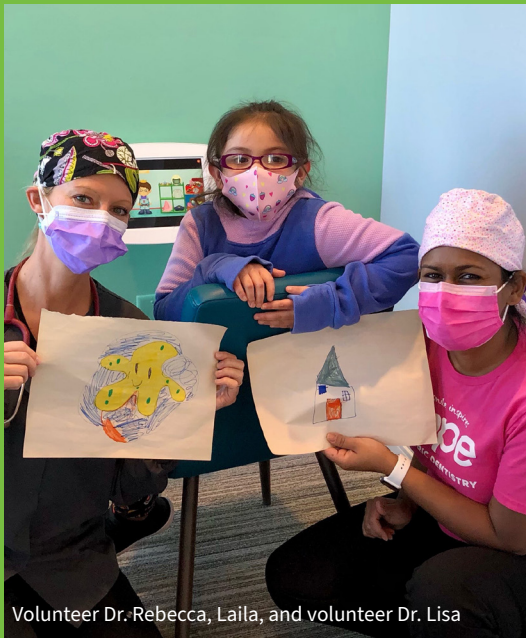
- 23%**

**AFR: Admin/FR Expense Ratio**  
Below 25% or lower is considered excellent across non-profit rating systems like Charity Navigator and GuideStar.
- 23%**

**Earned Income**
- 77%**

**Fundraising Income**
- 20%**

**Of Revenue Is In-Kind**  
KIND consistently exceeds industry average of donated revenue through donated services, products, and rent.
- Employees**  
Also keeping overhead low is KIND's staffing model, which relies on a mix of contracted professional services and team members. Of our 13 employees, 7 are FTE; 5 part-time/seasonal; and 74% are patient-facing.



Volunteer Dr. Rebecca, Laila, and volunteer Dr. Lisa

“This help was so amazing. She has so much more pride now, that’s for sure.”

- Janelle, Laila’s Mother

# HELPING CHILDREN GET THE DENTAL SERVICES THEY NEED SINCE 1912

KIND is committed to providing dental care that is respectful of and responsive to the specific cultural needs of the communities we serve.

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