



**KIND**

ESTABLISHED 1912



**2023**

**KIDS IN NEED OF DENTISTRY  
IMPACT REPORT**

# WELCOME TO KIND'S 2023 ANNUAL REPORT

We invite you to experience our MISSIONAL GOALS brought to life through our 2023 programming!

## GOAL 1

### Improve perceptions of dentistry by embedding oral health as integral to a child's overall well-being.

- Celebrate the JOY of oral health with us through our community celebration: Smile Fest, [page 12 & 13](#)
- Early exposure to dental care reduces anxiety and creates a lifetime of good oral health habits – see how KIND is treating the littlest Coloradans, [page 8](#)



## GOAL 2

### Increase Health Equity for Youth in Underserved Communities through Collaborative Models of Care

- KIND's Oral Health Centers harness the power of Partnerships to extend its reach to underserved communities, [page 7](#)
- Chopper Topper bridges the Equity Gap through collaboration with nearly 100 schools, [page 8 & 9](#)



## GOAL 3

### Activate Oral Health Advocacy In and By the Communities KIND Serves

- **Meet Bianca**  
KIND Patient to KIND Clinics Coordinator & Promotora Apprentice, [page 6](#)
- **Promotoras Lead the Way**  
at the National Network for Oral Health Access (NNOHA), [page 11](#)
- **Community Power**  
Building through a Promotora Apprenticeship, [page 10-11](#)
- **Imagine with KIND**  
Panelists Address the Intersection of Direct Services and Systems Change, [page 14](#)

# LETTER FROM THE EXECUTIVE DIRECTOR



Have you ever “dunked” your dentist?

I would guess most of us would say no. But many KIND patients can say YES! Last August, KIND hosted our first free, outdoor community festival, Smile Fest, a celebration of oral health, connecting health and happiness- two pillars of KIND's mission – in the most literal sense, for community members who often have more reasons to fear health care, than to celebrate it.



This included KIND's youngest patients, as they stood in line and stepped up to “Dunk the Dentist”, that is, their very own Dr. Les Maes, who enthusiastically volunteered to be dunked! After all, he brings smiles to his patients every day.

...And yet, the work of creating healthier communities, one smile at a time, is not always so joyful. More often KIND's day-to-day work is steeped in a relentless fight against systemic inequity, racial disparity, and daily confrontation of trauma and tragedy. **The rigor and resiliency the KIND team exhibits in caring for the community is often fueled by their own lived experiences;** in many cases, our staff have walked the same path, and want to clear the way for those behind them.

**In 2024, KIND's ten frontline program staff members provided services and support to nearly 10,000 individuals.** That metric represents so much to KIND's partners and patients who know the inner-workings and scrappiness, (yes, scrappiness!), of KIND's team of health equity warriors. On the other hand, it may reveal very little to those reading this report from an outside seat.

Knowing this, we have designed this Impact Report to go beyond metrics and provide a window into the stories of real humans and heroes, alongside incredible accounts of victory and resiliency.

**At KIND, we believe that it is our responsibility to change perceptions about dentistry - and that means helping children find literal JOY in caring for their oral health.** Dr. Maes lives this mission, as does the entire KIND staff, every day in the way they fight for every child's right to a healthy smile and body. This annual report is dedicated to each one of them.

*Ellie Burbee*  
Ellie Burbee  
KIND Executive Director





# HOW KIND SERVES



## SCHOOL SCREENINGS

Through our community-based programs, Chopper Topper and KIND Hearts, we connect those in need of oral healthcare.



## ORAL HEALTH CLINICS

Our dental team, including our full-time staff dentist, work tirelessly to get KIND patients pain-free and on their way to healthy mouths and good oral habits.



## COMMUNITY OUTREACH

The support of community partners and donors like you are vital to KIND's mission to expand our outreach and further embed oral health's role as an essential part of whole-child wellness.



# KIND'S MISSION

Kids in Need of Dentistry's (KIND) mission is to increase the oral health and happiness of Colorado children in need by eliminating dental disease through treatment and education.

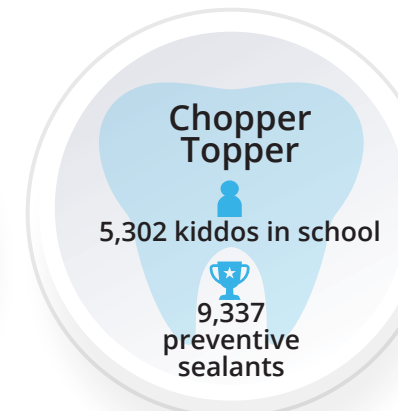
# KIND'S VISION

Healthy mouths, minds, bodies, and habits for EVERY child.

# KIND'S GOAL

1. Improve perceptions of dentistry
2. Increase health equity
3. Activate oral health advocacy

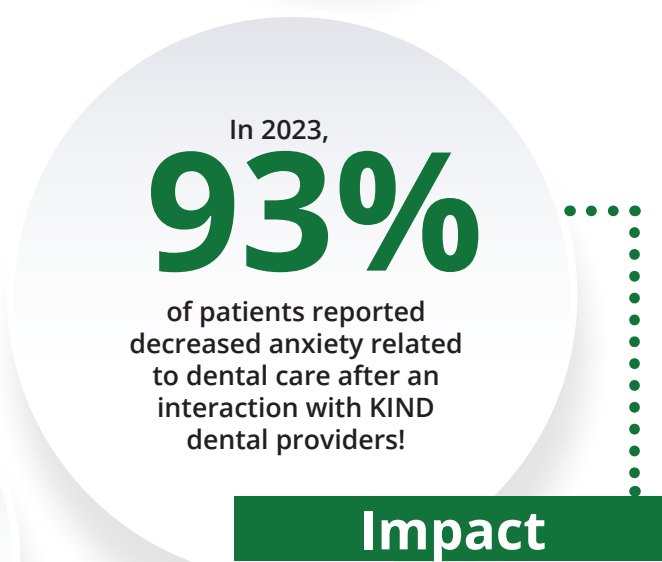
## 9,456 Community Members Served in 2023



## Communities Served

**Youth, 0-18yrs**  
through clinics, Chopper Topper, and KIND Hearts Promotora outreach

**Adults, 18+**  
through KIND Hearts Promotora outreach



## Impact



# ORAL HEALTH CENTERS

KIDS IN NEED OF DENTISTRY

KIND has two (2), full-service oral healthcare clinics in the Denver area, one in Commerce City and one in North Park Hill. KIND accepts Medicaid / CHP coverage but also welcomes those who are uninsured.



Dr. Maes is not only dedicated to his patients, but also to fostering an atmosphere of learning and growth among the clinic team.



The clinic team provides a fun and welcoming atmosphere at KIND!



meet **BIANCA**

KIND Clinics Coordinator, Dental Assisting, Apprentice, and Promotora

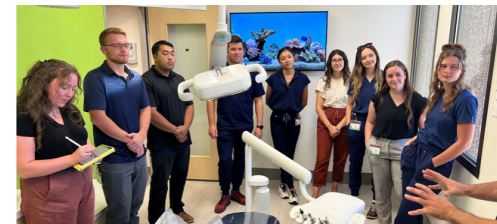
While waiting for her son's dental appointment, a mother shared her struggles with rising living costs. Bianca informed her about the Early Childhood Partnership of Adams County and offered to watch her toddler while she checked it out. When the mother returned, she found Bianca playing with her child, reflecting Bianca's dedication to making KIND's patients feel at home. Now starting a career in public health, Bianca embodies KIND's Promotora model, connecting the community with health professionals.



## KEY PARTNERS

Our bright, state of the art clinics, welcome and reassure our patient families as soon as they enter our waiting room!

KIND doesn't operate alone. We are part of a tight group of oral health stakeholders within Colorado, which includes the CU School of Dental Medicine, professional organizations, and volunteer dental professionals.



As part of the Advanced Clinical Training and Service (ACTS) program, KIND hosts 4th-year dental students for a clinic rotation. Students gain valuable experience into careers in public health.



KIND is able to offer its patients orthodontic services through our collaboration with the Colorado Orthodontic Foundation.



## Thank you Dr. Dankey!

**We're here to serve and we are involved with our patients personally. We don't just practice here, we live here.**



We extend our best wishes to Dr. Joseph Dankey, DDS, KIND's dedicated volunteer orthodontist, as he embarks on a well-deserved retirement!



Since 1998, KIND has partnered with Denver area schools to provide its Chopper Topper program for children with limited access to dental care.

Chopper Topper is a mobile dental clinic staffed by hygienists who visit schools each week, providing onsite screening and prevention services. Schools served by Chopper Topper have student population of 50% or more qualifying for the free or reduced lunch program.

## Treating The Littlest Coloradans!

KIND is working to meet the growing demand for early intervention. Chopper Topper's schedule for the 2023-24 school year included 24 Early Childhood Education Centers and 12 Head Start programs.



# CHOPPER TOPPER

KIDS IN NEED OF DENTISTRY



From our entire team: 12/2023  
Straent body at Highline -  
Thank you so much for your dedication to serving our students. Your warmth & kindness put our kiddos at ease and we are all so grateful for this vital service you provided that many of our students otherwise wouldn't receive. You are welcome at our school any time & we want to extend our deepest gratitude!  
So much thanks,  
Nursi Muelle & the Highline Team



we are all so grateful for this vital service you provided that many of our students otherwise wouldn't receive.



# 100+ SCHOOLS SERVED







## promotora / promotor

(pro-mo-tor-ra / pro-mo-tor (noun))

A trusted community member who empowers their peers through education, leadership, and connections to health.

# KIND HEARTS PROMOTORAS



## THE PROMOTORA PROGRAM

The Promotora model has been in motion since the 1950s in Latin America leveraging community leaders to serve as liaisons between their community and health professionals, human, and social service organizations.

KIND Hearts Promotoras provide care navigation and advocacy for KIND's patients, representing their community's voices to service providers and systemic stakeholders.

**I took this role from the heart, not because it was there - I felt I needed to do this because I love helping.**



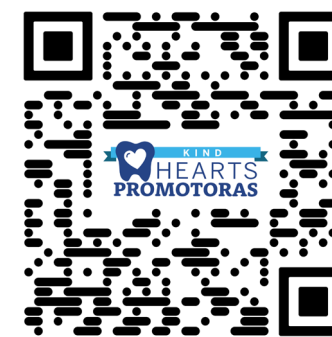
### Healthy Beverage PARTNERSHIP

KIND is grateful to the Adams County Health Department's Healthy Beverage Initiative, supporting KIND through resources and supplies!

Through a certification program with the American Dental Association, KIND's Promotoras have the opportunity to become CDHC's, Community Dental Health Coordinators. In this innovative role, Promotoras leverage their status as community health workers to build community partnerships and help families with case management, navigation, and oral health education.

## MEET OUR PROMOTORAS

Scan QR code or go to <https://qrco.de/Meet-Promotoras> to view video



### 2023 Program Highlights

11 Promotoras joined KIND in 2023 - 6 of those entered into paid apprenticeships and are on schedule to graduate in mid-2024!



KIND Promotoras were asked to present with the American Dental Association at the 2023 National Network for Oral Health Access national convention.





HOSTED BY:  
KIDS IN NEED OF DENTISTRY

# Smiley Fest

FIESTA de SONRISAS

On Saturday, August 25th we all gathered together for KIND's first-ever Smile Fest-Fiesta de Sonrisas!

## \$9,376

was reinvested back into our local businesses and served community through Smile Fest vendors and entertainment!

It was a day full of joy, authentic connection, and of course, SMILES! The event featured community vendors, delicious street food, sweet treats, live music, face painting, bouncy castles, and tons of games!



meet  
**Camillo, Age 8**

Camillo took the stage on a cool early afternoon in August alongside his brothers and their cousin. The festival goers were captivated. These young men in their traditional Mexican performance costumes looked and sounded like a professional troupe at an exclusive concert. The KIND Clinic team knew they chose correctly by booking the family band, "Leyenda Original," for Smile Fest. Eight-year old Camillo Frausto and his three older brothers - Luis, Aldo, and Julian - have been KIND patients for many years. When Camillo and his brothers are in the clinic, there's more to the visit than oral healthcare – there's connection. Connecting with our patients gets to the heart of our mission at KIND.



## THANK YOU TO OUR SPONSORS

Presented By:



**You guys did a wonderful job - it was a pleasure to see all of your hard work come to fruition. We love partnering and can't wait to see it grow next year!**

*Kelsey Strickland, Patterson General Manager*



**Thank you to the KIND team for putting on a great event!**

*John Reinhardt, Rocky Mountain Tech Team*





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**Imagine with KIND**  
A COLLABORATIVE CONVERSATION FOR COLORADO KIDS



## IMAGINE WITH KIND

### A Collaborative Conversation For Colorado Kids

On May 18th, KIND held the first event in our new community discussion series, **Imagine with KIND**. The robust discussion centered on how an organization, like KIND, balances the need for systems change and direct service. As a result of this discussion, KIND has incorporated bold goals for this work, including:

- **Power-building within our served community.** Through our already-established KIND Hearts Promotora program, KIND will establish workforce pathways within oral healthcare.
- **Advocacy.** KIND will create Colorado's first community-led oral health advocacy group which will have an active role in shifting policy.
- **Systems change.** KIND will continue to position itself as a thought-leader for advocacy work within oral healthcare.



### Imagine into Reality

As of year-end 2023, KIND had built its first apprenticeship model. Five members of our served community are now our first program apprentices serving in our clinics and Chopper Topper.

# SMILE STORIES



### Giselle, Age 6

Giselle traveled with her mother and 2 younger brothers from Venezuela. Giselle just wanted Dr. Maes to make the pain in her mouth go away, which he did. While she was in good care with Dr. Maes, the clinic team brought her mom downstairs to ECPAC to get supplies and necessities to begin their lives in Colorado.



### Sofia, Age 15

Sofia was living the teenager's worst nightmare: After her braces had been placed, her family unexpectedly lost medical coverage, so she was left with no care or attention to them. The KIND clinic team got Sofia an appointment with our volunteer orthodontist, Dr. Dankey. He fixed the issues with her braces, mended her chipped tooth, and brought her on as a patient for continued treatment.

Dr. Dankey gave Sofia what once seemed out of reach: a pain-free mouth and a confident smile.



### Kevin, Age 16

Kevin and his brother have been patients at KIND for over two years. Kevin is under the supervision of the McKinney-Vento Homeless Assistance Act with Denver Public

Schools. Kevin's sponsor, Gloria, has told KIND that he has had to work through many personal issues but dental is never on that list, thanks to KIND. She says "I appreciate the KIND team very much for all that you guys do." Kevin joined our Cavity Free Club at the end of 2023.



### Keyla, Age 5

Keyla was being monitored closely by the clinic as she a high-risk case. When she arrived for her check-up, she presented a drawing and a letter to Dr. Maes, proclaiming in Spanish "The Best Dentist in the World!"



# IMPACT PARTNERS

Thank you to our impact partners who supported KIND at the \$10,000 level or more in 2023! KIND recognizes your generosity and commitment to KIND's mission.



KIND would like to send a special thank you to UMB Bank for its 2023 gift. Thank you for your unparalleled support!

**“We believe by supporting incredible organizations like KIND, we can foster a successful future for our communities.”**

*Adam McDiarmid  
President Small & Medium Business Group, UMB Bank*

# 2023 FINANCIALS

Thanks to the generous contributions from individuals like yourself, KIND can sustain its provision of top-tier services to all families, irrespective of their insurance coverage. With the support of our donors, we can allocate the necessary resources to prioritize preventive education and alleviate concerns surrounding dental procedures for the families we assist. We extend our heartfelt gratitude to our donors, funders, and advocates for enabling us to fulfill this vital mission!

## TOTAL REVENUE BREAKDOWN

	2022	2023
TOTAL REVENUE	\$1,604,485	\$1,681,587
EARNED REVENUE (Medicare, Discounted patient payments, service contracts, etc.)	**21%	27%
FUNDRAISING REVENUE (Grants, Donations, Special Events, Corporate Sponsorship etc.)	78%	66%
INTEREST REVENUE	1%	7%

*\*\*2022 included a full-scale return of the Chopper Topper program in Fall 2022, increasing earned revenue.*

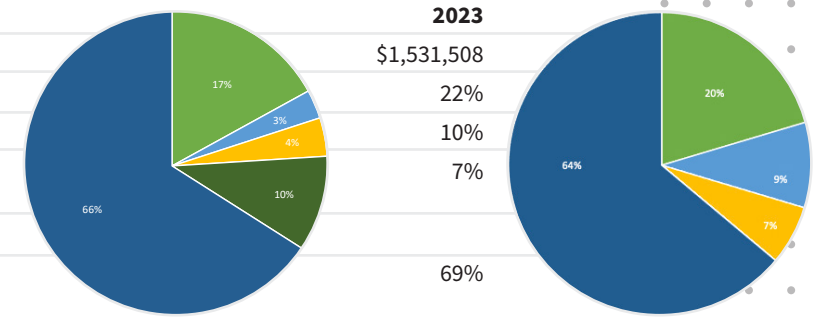
**23% Average Admin-Fundraising Expense Ratio**  
Below 25% or lower is considered excellent across non-profit rating systems like Charity Navigator and GuideStar

**6% of Revenue Is In-Kind**  
KIND consistently exceeds industry average of donated revenue through donated services, products, and rent.

**Employees**  
Contributing to low overhead, KIND's staffing model relies on a mix of contracted professional services and team members. Of our 14 employees, 9 are FTE; 5 part-time/seasonal, and 80% are program staff.

## EXPENSE BREAKDOWN

	2022	2023
TOTAL EXPENSES	\$1,365,267	\$1,531,508
OPERATING EXPENSES	17%	22%
RENT	3%	10%
DENTAL PROGRAM SUPPLIES & EQUIPMENT	4%	7%
SPECIAL EVENT EXPENSES	10%	69%
SALARY, BENEFITS AND RELATED EXPENSES	66%	





# 2023 BOARD OF DIRECTORS



**BOARD CHAIR**  
**CINDY KELLY**

Co-Owner at 5280creations



**IMMEDIATE PAST CHAIR**  
**DR. KEVIN PATTERSON**

Owner & Oral & Maxillofacial Surgeon at Denver Metro OMS



**BOARD CHAIR ELECT**  
**DR. LISA PHILLIPS**

Owner & Pediatric Dentist of Hope Pediatric Dentistry



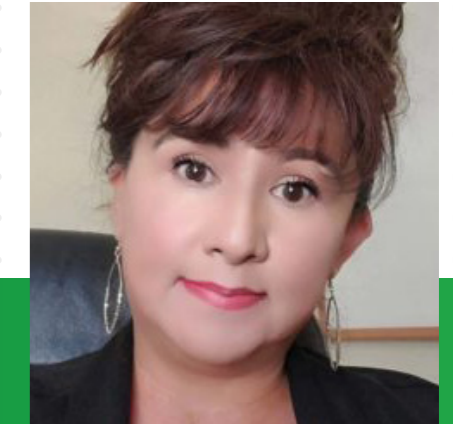
**TREASURER**  
**DOUG LAZURE**

Director of Accounting, Department of Transportation & Infrastructure, City & County of Denver



**GOVERNANCE OFFICER**  
**JASON LANGLEY**

Vice President, General Counsel at ClearChoice Management Services



**BOARD MEMBER**  
**ROSA MELENDEZ-NGUYEN**

Medicaid Manager for Denver Public Schools



Serving as Board Chair provides unique insights into the people behind the work at KIND. At every turn, I'm more impressed with the dedication of this team. They have evolved and increased the effect that KIND has on the community we serve with the addition of programs like KIND Hearts Promotoras and apprenticeships.



**BOARD MEMBER**  
**DR. ISSAC CHUNG**

Owner and Orthodontist at iOrthodontics



**BOARD MEMBER**  
**PAM SLETTEN**

Owner of The Sletten Group, Inc.



**BOARD MEMBER**  
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Interim Public Health Director at the La Plata County Public Health Department



**BOARD MEMBER**  
**CAROL RYKIEL, MS RDH**

RDH Manager of Integrated Dental Services at the Colorado Coalition for the Homeless



**EX-OFFICIO, BOARD MEMBER**  
**ELLIE BURBEE**

KIND Executive Director



AFTER



BEFORE



THANKS TO YOU!



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