



KIND
IMPACT REPORT

24

THE TALE OF THE STARFISH

IT ALL STARTED WHEN...

A young girl was walking along a beach upon which thousands of starfish had been washed up during a terrible storm. When she came to each starfish, she would pick it up, and throw it back into the ocean. People watched her with amusement. People watched her with amusement.

She had been doing this for some time when a man approached her and said, "Little girl, why are you doing this? Look at this beach! You can't save all these starfish. You can't begin to make a difference!"

The girl seemed crushed, suddenly deflated. But after a few moments, she bent down, picked up another starfish, and hurled it as far as she could into the ocean. Then she looked up at the man and replied,

"Well, I made a difference for that one!"

KIND's 2024 Impact Report celebrates the power of the individual. Through these pages, we invite you to experience the stories of our patients, partners, and dedicated team members.



Throughout these pages, look for the starfish icon where KIND celebrates the individual who made a difference in 2024!



LETTER FROM THE EXECUTIVE DIRECTOR

Dear Friends of KIND,

In December 2024, I announced a bittersweet decision to the board and team at KIND, submitting my resignation as KIND's Executive Director. KIND's important work continues to evolve and I recognize the need for KIND's leadership to evolve along with it, into its next iteration. My time at KIND therefore will be drawing to a close as this 2024 Impact Report circulates.

As key partners and advocates for KIND's mission over the years, I wanted to provide you with assurance of smooth and transparent transition process. Namely, KIND's board and leadership staff are committed to ensuring the following:

- Business as usual in 2025: KIND's missional direction continues along its current path, with minimal change or disruption to our current services, programs, and staff team, as the new leader comes onboard.
- Continued partnership and collaboration: KIND will continue to prioritize collaborative, community-led models of care throughout and beyond a leadership transition.
- A Reimagining of Oral Health Care Delivery: Hiring new leadership will build upon KIND's legacy of missional innovation through demonstrated ability to guide stakeholder-informed strategic planning and execution and exhibit a personal passion for increasing oral health outcomes and equity in our state, and beyond.

On a personal note: As I reflect on what we've achieved together for Colorado kids, and the exciting possibilities ahead for partnership with KIND, I am overwhelmed with gratitude for each of you. Thank you.

As KIND enters a new chapter, we acknowledge that change is a necessary and healthy part of growth, though not often easy. In this regard, I am full of hope because – if I know anything with certainty about the KIND team and board from my tenure here – it is that they are not afraid of “hard”. I know that they will continue to fiercely advocate for the needs of their communities and find new ways to serve, despite sometimes tragic and overwhelming challenges.

We have fondly come to recognize this internal resiliency as scrappiness. It has been one of the great honors of my life to guide this scrappy team of health equity warriors; and even more so, to learn from and be inspired by them, and by each of you. KIND is in good hands.

-Ellie





ABOUT KIND

OUR 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.

OUR VISION

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

MISSION GOALS

KIND'S current mission goals are to:



Improve perceptions of dental care, to improve behaviors, by embedding oral health as integral to a child's overall well-being.



Increase health equity for youth in underserved communities by providing dental care that uses innovative and collaborative models.



Empower dental health advocacy in and by the communities KIND serves through education and activation of stakeholders.



IMPACT

WE ARE REDUCING DENTAL ANXIETY FOR APPROXIMATELY

96%

OF THE INDIVIDUALS WE SERVE.



Little friends hold hands on their way to Chopper Topper @ Dalton Elem (APS) Sept 2024

12,948 Community members served across clinical, educational, and outreach programs in 2024

KIND clinics offer full-service preventive and restorative dental care with an emphasis on oral health education at two clinics across the Denver-metro area.



967 Patients seen at KIND clinics

▲ 37% increase over 2023

1,832 Clinic Visits

▲ 32% increase over 2023

KIND's school-based mobile program provides oral health screenings, fluoride varnishes, sealants, and preventive care.



■ 6,246 Kiddos seen through Chopper Topper

■ 8,920 Sealants placed to protect new molars

KIND's outreach program consisting of trusted community members who provide resource navigation and promote oral health practices to KIND patient families.



● 5,735 Interactions with Community Members

● 65 Outreach events, averaging 5.5 events per month



KIND's bright and clean clinics as well as our welcoming clinical team reassure our patients that they are part of the KIND family.



KIND operates two comprehensive dental clinics, both co-located in community resource buildings: the Dahlia Campus for Health and Wellbeing in northeast Park Hill and the Commerce City Community Campus.



Dr. Les Maes leads the clinical team at KIND. Having practiced dentistry within public health over his 20-year career, Dr. Maes now trains, supports, and readies dental students on rotation and KIND's team of dental assistants.



Dr. Maes creates lasting connections with our patient community. Through his behavior management approach, he builds trust with his patients and emphasizes good oral health habits as the gateway to overall health and happiness.

From teenagers to little kiddos, patients respond positively to his caring approach.



KEY PARTNERS

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, Colorado Orthodontic Foundation, and Carepoint Anesthesia



“This experience significantly shaped my understanding of not just the technical skills of dentistry but also the critical role of behavior management in providing effective care. Observing my supervising dentist, I quickly understood that successful treatment...hinges on establishing a trusting relationship with the child.”

- Dental student reflections on ACTS Rotation at KIND



Thumbs Up! Uriel, age 4, a KIND surgical patient on January 29, 2025

KIND's C4 Clinic Now a Surgical Site

KIND became a designated surgery site in 2024! Now KIND families do not have to travel to an unfamiliar clinic for surgery day. They can come to their clinic and be greeted by their team.

In 2024, an unprecedented number of patients requiring surgical restoration arrived at the KIND clinic. 80% of these children were uninsured. Almost all of them were between 4-6 years old. Since KIND prioritizes removing barriers to care – becoming a surgical site was a critical step for us to provide uninterrupted care to our patients.



KIND's first GA day at the Commerce City clinic, May 1, 2024



2024 IMPACT

103 schools visited in the 2023-2024 school year across 8 districts!



"Tooth decay remains the most prevalent chronic disease in both children and adults, even though it is largely preventable."
-National Institute of Dental and Craniofacial Research





Chopper Topper is a free **school-based mobile dental program** staffed by KIND's hygienists. Chopper Topper visits schools to provide screenings, apply sealants, and a fluoride varnish to Colorado children.



KIND is working to meet the growing need for early intervention! Teaching the littlest Coloradans at preschools, Early Childhood Education centers, and daycares about the importance of toothbrushing and good habits for happy teeth!

In Colorado, nearly half of children experience a cavity by third grade, and 3 in 10 children have tooth decay by kindergarten, per the Colorado Department of Public Health and Environment.

TREATING THE LITTLEST COLORADANS!



Schools served by Chopper Topper have student populations of 50% or more qualifying for the Free & Reduced Lunch program.



KIND HEARTS PROMOTORAS



MEET OUR PROMOTORAS

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

KIND Hearts Promotoras is an apprenticeship program that facilitates community outreach through community power-building. Promotora apprentices provide care navigation and advocacy for KIND patient families, representing their communities' voice to service providers and policy initiatives, while also building valuable oral health and leadership skills through paid apprenticeships.

▼ **The KIND Hearts Promotora team participated in 65 events in 2024, up from 25 events in 2023! This is an average of 5.5 events per month!**

▼ **KIND's clinic visits increased by 32% in 2024 - no doubt as a result of the success of our Promotoras' commitment to promoting oral healthcare!**

▼ **KIND Promotoras make a difference in our community by removing barriers to oral healthcare access and building trust between providers and Colorado families.**



Promotoras and Dr. Maes at the NNOHA conference in Baltimore



KIND's partnership with Adams County Healthy Beverage initiative extends beyond Adams County. KIND's Lead Promotora Karla Olivas was invited to join our partners at Healthy Beverage for the APHA Conference in June 2024.



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. 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.

APPRENTICESHIP PROGRAM

In June 2024, KIND launched an apprenticeship model to provide onramps for community members into oral health care and oral health administration jobs. KIND created four categories for apprenticeship: clinic, hygiene, community dental health coordinator, and operations/development. Each apprentice is compensated, and trained by a supervisor, a program mentor, and a career pathways mentor.



2024 Program Highlights:

- KIND's first cohort in June included 5 apprentices
- The fall cohort added 5 additional apprentices
- Apprentices amassed a handful of certifications including CPR, OSHA, HIPPA, Communication Skills, Business etiquette, & BOH training.
- Two apprentices completed their certifications to become Community Dental Health Workers.



MEET LETY ENRIQUEZ

Lety is a vital member of the Promotora team. In 2024, she was promoted to Lead Promotora having completed several professional development courses and training certifications.

“My greatest motivation is to teach children the habit of dental care because I know, what they learn today, will protect their smile for a lifetime. With education and by example, we can help them develop healthy habits from a young age.”





AUGUST 24, 2024

Premier Sponsors



Better Medicine • Better Lives



KIND introduced Smile Fest in 2023 as a joyful celebration of oral healthcare. In our second year, attendance doubled with over 200 families joining us for a one-of-a-KIND fiesta! This free carnival-style event features games, activities, face painting, and, of course, opportunities to learn about good oral health!

Thank you to the Smile Fest sponsors and volunteers!





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SMILE STORIES



Kaitlin, 7 yrs old

Kaitlin, a 7yr old at Stuckey Elementary school in Northglenn, was seen by the team in January 2024. She had 6 cavities and was experiencing mouth pain. At a follow-up screening in January 2025, Kaitlin was seen again, this time, she had a 100% healthy mouth! Her mouth had crowns and fillings – everything had been fixed! Chopper Topper raises awareness and prompts families to get the kids the care they need!



Rogelio, 6 yrs old

Rogelio and his mom came to our 2024 Blessing Bags event. He and his mom had recently arrived from Venezuela, and he was very nervous seeing Santa Claus. He had never been to a Christmas event with Santa!

Our KIND Hearts Director, Anid Naranjo, quietly spoke to him. She explained that Santa has many helpers and that this was one of his helpers who came to ask the kids if they had been good this year. Her pep talk gave him courage and Rogelio said, "Ok I will sit and take a picture." Then he added, "Can you send this to my mom so that my grandma can see?"

Amina, 7 yrs old

Amina, a 2nd grader at Holly Ridge drew pictures while waiting to be seen by Jenn, KIND's RDH. She even drew a portrait on Yami, KIND's Chopper Topper apprentice!



Thornton High School

In March 2024, the Chopper Topper team saw an 11th grader at Thornton High School. As an Arab immigrant, she only spoke Pashto. She had never been to a dentist and came to us with a mouthful of decay and pain. We provided extensive OHI (oral hygiene instructions) via an interpreter and connected her with a dentist. (Her issues were too extensive to be seen in our KIND clinic). When we revisited Thornton HS in November 2024, all her oral needs were resolved – she was cavity-free!

Raphael, 17 yrs old

"I am a school counselor in Littleton Public Schools. I have a student...with no insurance. We are looking for opportunities for him to get dental care."

When KIND was contacted regarding this high school boy, we immediately reached out. At 17, Raphael had never been seen by a dentist. He now has a treatment plan with KIND and will get the care he needs.



Trang, 10 yrs old

Despite several appointments for significant restorative treatment, Trang always looked forward to her visits to KIND and Dr. Maes. The clinic team has been the recipient of several of her drawings. We just love this beautiful card. It's evidence of the special trust Dr. Maes creates with our patient community.



IN LOVING MEMORY OF DR. THOMAS BERRY 1936 - 2024

KIND joins with the Colorado oral health community in celebrating the life of Dr. Tom Berry. Dr. Berry inspired us all with his dedication to children's oral healthcare. The KIND team would like to thank Tom and Judy for their steadfast support over many years.

IMAGINE WITH KIND

A COLLABORATIVE CONVERSATION FOR COLORADO KIDS

On May 2, 2024, KIND held its 2nd annual Imagine with KIND event. The event's purpose is to spark thought partnership and collaboration surrounding the field of oral health, as part of the broader public health field. The 2024 topic was the need for diversifying the oral health workforce.

KIND wishes to model the solution by building a diverse workforce within KIND and training a diverse workforce through our KIND Hearts community education opportunities.



“In the fight against racism, a diversified health care workforce serves as a beacon of hope and progress”

Mirella Chavez,
Program Manager
Colorado Access Foundation



CO Access featured KIND in its 2024 Connections Newsletter.



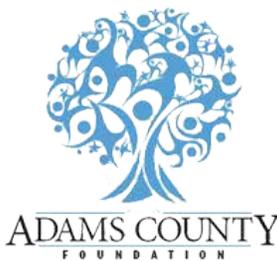
IMAGINE INTO REALITY

Several solutions for building a diverse workforce were implemented.

- Paid apprenticeships for students while enrolled in credentialing courses
- Exposure to various healthcare careers to students in middle and high school
- Implementing anti-racism training and fostering a culture of workplace inclusivity
- Employers develop and adopt support systems that share the risk associated with career advancement.

IMPACT PARTNERS

Special Thanks to Our \$50k+ Impact Partners:



“I have been so pleased with the progress that KIND has made in the way the company has responded to the needs of the families they serve.”

Peggie Notarianni
1930-2024
in a 2012 letter to KIND



KIND would like to thank Mrs. Peggie Notarianni of Wheat Ridge, Colorado for her extraordinary gift to KIND. We thank Peggie's children Cindy, Adrienne, and Greg for allowing us to share her picture with the KIND community.



2024 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

	2023	2024
TOTAL REVENUE	\$1,681,587	\$1,700,225*
EARNED REVENUE <small>(Medicare, Discounted patient payments, service contracts, etc.)</small>	27%	29%
FUNDRAISING REVENUE <small>(Grants, Donations, Special Events, Corporate Sponsorship, etc.)</small>	66%	71%
INTEREST REVENUE	7%	<1%

*Grant funding, awarded in 2024, appears on KIND's 2025 financial statements resulting in this revenue/expense disparity.



19% Average Admin to Fundraising Expense Ratio

KIND consistently exceeds industry average of donated revenue through donated services, products, and rent.



5% of Revenue is In-Kind

KIND consistently exceeds industry average of donated revenue through donated services, products, and rent.

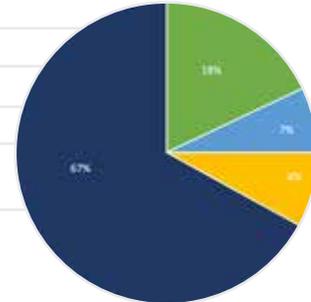
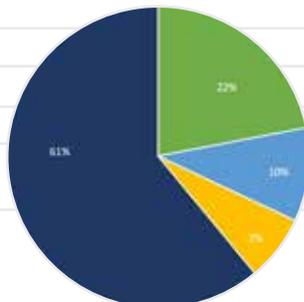


77% Employees are Program Staff

KIND averaged 22 employees in 2024; 17 full time, 5 part time. Nearly 80% of KIND's employees are direct programming staff.

EXPENSE BREAKDOWN

	2023	2024
TOTAL EXPENSES	\$1,531,508	\$1,941,320
OPERATING EXPENSES	22%	18%
RENT	10%	7%
DENTAL SUPPLIES & EQUIPMENT	7%	8%
SALARY, BENEFITS AND RELATED EXPENSES	61%	67%



BOARD OF DIRECTORS



BOARD CHAIR
Dr. Lisa Phillips, DDS

Owner & Pediatric Dentist
of Hope Pediatric Dentistry



KIND's 2024 Board Chair was featured in the Journal of the Colorado Dental Association for her dedication to volunteerism.



scan to read article



IMMEDIATE PAST CHAIR
Cindy Kelly

Co-Owner at 5280creations



BOARD CHAIR ELECT
Dr. Isaac Chung, DDS

Owner and Orthodontist at
iOrthodontics



PAST CHAIR
**Dr. Kevin Patterson,
DDS, MD**

Owner & Oral & Maxillofacial
Surgeon at Denver Metro OMS



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Manager, PNC Bank



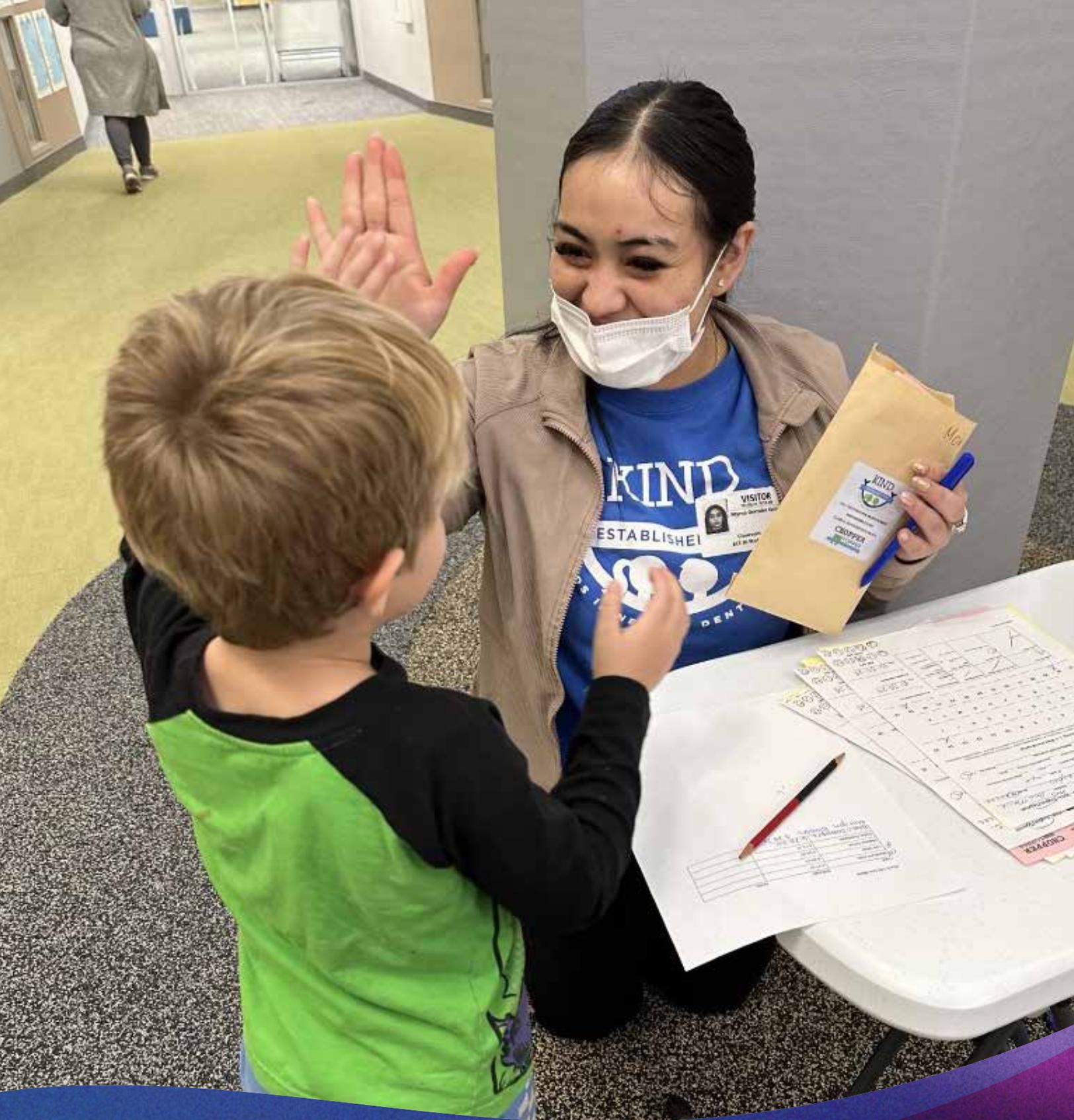
BOARD MEMBER
**Dr. Bianca Hoffman,
DMD**

Board-Certified Pediatric Dentist



EX-OFFICIO, BOARD MEMBER
Ellie Burbee

KIND Executive Director



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