

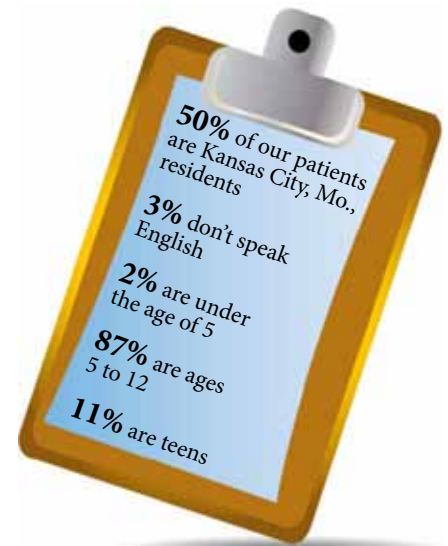
2010 Annual Report

Annual Report for the Miles of Smiles Inc. Portable Dental Program



Meeting their needs

The Miles of Smiles Inc. Portable Dental Program began in 2002 to meet the oral health care needs of low-income children in Clay and Platte Counties. The dental program consists of two dentists and four dental assistants who provide treatment on-site, in schools, and at other social service organizations. All services are free to Clay and Platte county children who meet the income guidelines.



Statement of fund activity in 2010

Revenues

Contributions	\$637,945.26
Medicaid	\$179,997.12
Synergy reimbursement	\$10,634
Interest Income	\$394.47
Total Revenues	\$828,970.85

Expenses

Personnel	\$588,383.06
Rent	\$15,011.92
Property Maintenance	\$7.99
Communications	\$7,079.21
Office Supplies	\$3,427.21
Postage	\$591.97
Copying/Printing	\$832.22
Other Expenses	\$953.07
General/Property Liability	\$2,193
Van Insurance/Maintenance	\$8,925.59
Malpractice/D&O Liability	\$3,644.17
Work Comp. Insurance	\$4,116.67

Employee Health Insurance	\$28,650
Travel and Entertainment	\$1,678.52
Staff Development	\$4,271.01
Marketing/Recruiting	\$2,121.61
Professional Fees	\$17,308.09
Legal Fees	\$378.75
Equipment Maintenance	\$1,814.64
Dental Supplies	\$54,430.90
Capital Expenditures	\$22,683
Fundraising	\$10,602.13
Total Expenses	\$779,104.73

Revenues Less Expenses
\$50,046.12

Fund balance, beginning of period
\$332,551.13

Fund balance, end of period
\$382,597.25

Board of Directors

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Miles of Smiles fills a void in comprehensive dental care services for low-income children. Data retrieved in January 2011 from the Missouri Division of Family Services and Mid-America Regional Council (MARC) reveals the following:

- 5,724 children in Clay County do not have dental insurance.
- 2,793 children in Platte County do not have dental insurance.
- Another 13,584 children in Clay County are enrolled in a Missouri Health Net plan (Medicaid).
- 3,929 children in Platte County are enrolled in a Missouri Health Net plan.

That's a total of 26,030 children living in the Northland area of greater Kansas City who are either uninsured or underinsured. Miles of Smiles believes Northland children enrolled in a Medicaid dental plan are underinsured for two reasons. First, there are only three dentists in the Northland who accept Medicaid as payment for services. At last check, there was a three-month waiting period for an appointment with any of these dentists. Second, Medicaid only reimburses about one third of direct service costs for Miles of Smiles. Miles of Smiles costs are already markedly less than those assessed by for-profit dental offices, which means that Northland children with Medicaid do not have enough insurance to cover basic dental expenses.

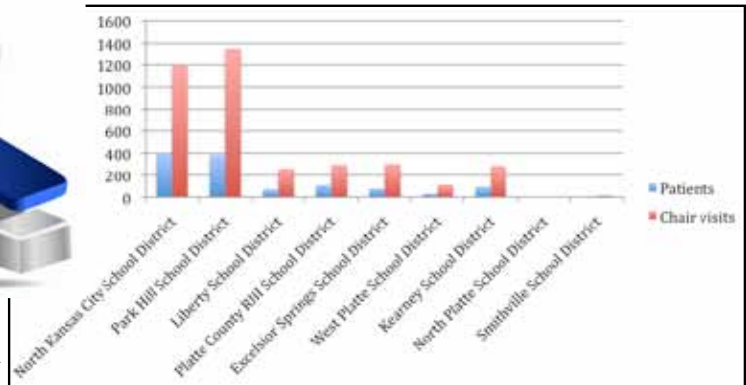
Lack of comprehensive dental care is a problem for low-income children for several reasons. A report released by The Kaiser Commission on Medicaid and the Uninsured highlights these facts:

Tooth decay is the most common chronic illness among children. Difficulties obtaining dental care disproportionately affect low-income children. The Surgeon General's report on oral health documents linkages between oral diseases and ear and sinus infections; weakened immune systems; diabetes; and heart and lung disease. Lack of dental treatment has the potential to affect speech, nutrition, growth, social development, and quality of life. And children with oral diseases are estimated to miss more than 51 million hours of school each year.

A number of barriers limit access to dental care for low-



Chair visits by district



income children. These include:

- **Lack of dental insurance.** As mentioned earlier, there are more than 8,500 children living in the Northland area without dental insurance.
- **Inadequate dental insurance.** For the 17,513 Northland children on a Missouri Health Net plan (Medicaid), there are a total of three dentists in their area who will accept their coverage. Even then, Medicaid insurance does not reimburse the full cost of actual care.
- **Inability to pay.** Families without insurance or those on Medicaid live below federal poverty level and are simply unable to cover the cost of dental care without insurance.
- **Inflexible jobs.** Many of these low-income families are led by parents with hourly rate jobs. Their jobs are inflexible with

time off and many fear that they will lose their jobs if they miss too much time from work. Scheduling a dentist appointment moves quickly down the priority list if time off will threaten the security of their job.

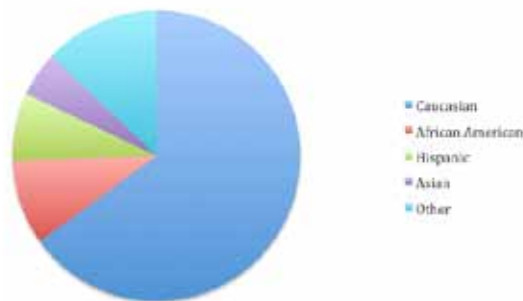
Transportation to a dentist appointment is also an issue if families do not own a car or do not live near public transportation options.

The target population of Miles of Smiles is low-income school-age children, both male and female, living in Clay and Platte Counties in Missouri.

We define "low-income" as those children who qualify for free or reduced-price school lunch. We serve about 2,400 children each year. More than 1,400, or 58 percent, of our clients are Kansas City, Mo., residents.

In 2010, Miles of Smiles treated 2,396 low-income children. Of those, 837 were new patients and 1,559 were returning. Among new patients, 92 percent had cavities, while only 50 percent of returning patients had cavities. This demonstrates that Miles of Smiles is having an impact on the oral health of our patients.

Breakdown of patients



2010 Donors

Donors of greater than \$5000

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City of Riverside
Platte County
Junior League of Kansas City
Harrah's
Health Care Foundation of Greater Kansas City
H&R Block Foundation

Donors of \$1,000 to \$4,999

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Zimmer Realty Company
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