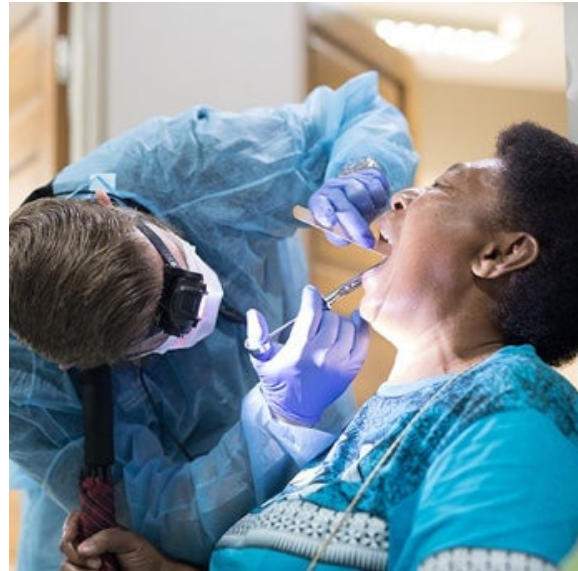


PACIFIC DENTAL SERVICES FOUNDATION

ANNUAL REPORT

2020



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LETTER FROM THE EXECUTIVE DIRECTOR



"We grow the most through adversity and that was true for all of us this year."

Hello Friends,

This past year was one to remember and a year we certainly will never forget. A year that started a new decade with so much enthusiasm, opportunity and promise. We kicked off the year with a great trip to Guatemala where 13 volunteers saw 203 patients and donated over \$200,000 in donated dentistry. We welcomed our new student Rodrigo from the University of San Carlos and were excited about the year ahead. It was a little over a month that the world would come to a screeching halt from the fear of COVID-19. Rodrigo was sent home and the Guatemalan dental clinic closed. A 22 city Mobile Dental Clinic tour was scheduled to kick off with our first stop in South Carolina. That event and ultimately the tour was cancelled. Our Q2 scholarship offering was put on hold and lastly, we had to shut our doors seeing emergency patients only at the Dentists for Special Needs office.

We grow the most through adversity and that was true for all of us this year. We were able to pivot during the pandemic. In July we welcomed a brand-new dentist at our Dentists for Special Needs office, pediatric dentist Dr. David Jourabchi and were able to further our mission of improving overall health by improving oral health. We had over 1,600 patient visits and welcomed 342 new patients into our practice. For most of these individuals they have been shuttled from office to office without being able to find a provider to meet their needs. We are happy to say that these patients have found their dental home at Dentists for Special Needs.

In the second half of the year we were able to ramp up our efforts for Dr. Carolyn Ghazal dental assistant scholarship. We received 178 applicants as we expanded across the country and introduced the opportunity to new schools. Thankfully we were able to provide 39 applicants a scholarship totaling over \$194,000. To wrap up the year we launched our first annual Stroll for Special Needs Virtual 5K. We were able to raise over \$112,000 which activated a generous match from Pacific Dental Services of \$80,000, getting us to a total of \$192,000.

We couldn't have done the work we did without the generous contributions of so many. Individuals who donated their time, their talents, and their treasure to make a difference in the world around them. As we look to 2021 we know that when the clock struck midnight that life doesn't immediately go back to the way it was but we are encouraged and excited for all that the future holds and we're eager for all of those who are partnering with us on the journey.

Kyle Guerin, Executive Director | PDS Foundation



PDS FOUNDATION PROGRAMS

Our mission is to improve overall health by improving oral health, through opportunities to serve locally, nationally, and internationally.



Special Needs Dentistry

To improve oral health for individuals with special needs through self sustainable clinics, education, and advocacy.



Dental Assistant Scholarship

To elevate the dental assistant profession by overcoming financial barriers for the next generation of servant-hearted dental assistant leaders.



International Service Trips

To increase access to oral health in Guatemala, Fiji and Ethiopia through opportunities to serve and collaboration with Dental Schools & NGO's.



Mobile Dental Clinic

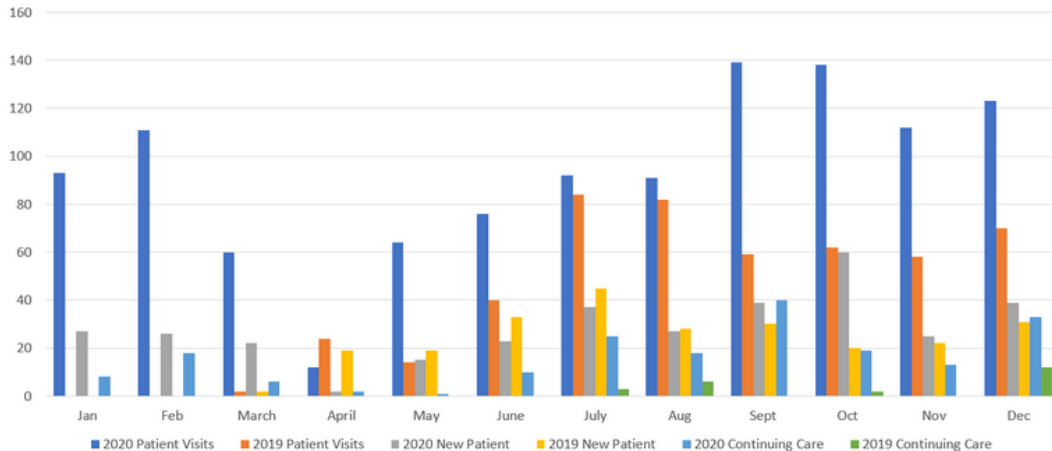
To increase access to oral health locally and nationally through opportunities to serve with an emphasis on homelessness.



SPECIAL NEEDS DENTISTRY

Over 52 million Americans have a disability and one of the biggest challenges they face is finding adequate oral health care. In 2018 the PDS Foundation began its journey to help change that.

Dentists for Special Needs - Patient Data

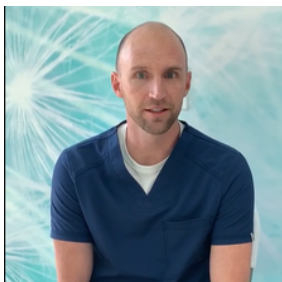


Meet the Jones (Emily, Quincey, and Meagan)

This family is truly something special. Gena and David adopted 3 kids at the ages of 3, 4 and 5. The kids were malnourished, had developmental delays and signs of abuse. They have seen other dental providers that weren't always patient or giving. They found our practice and love being here with our staff. They came in and gave hugs all the way around, introduced us to Elliot (Emily's doll) and talked and joked with the team until their appointments were over. They were very excited to get a new electric toothbrush as well. Quincy loves the staff, is always pulling pranks and loving to interact with everyone. He wants to be a celebrity and loves to sing and make up stories. Meagan enjoyed watching a movie and relaxed while her siblings had treatment completed. Emily (who has Elliot) loves to talk to the resident doctors. She likes to have Elliot near her and Aida, our dental assistant brought a juice box for Elliot to enjoy during the visit. After nearly 20 years they finally found their dental home.

That's Never Happened Before

In the office we hear this sentiment often, "That's never happened before." An 18 year old, man with Autism had never been seen in a dental office without sedation – we took him back, he allowed us to do intraoral photos. He sat in the chair (huge success), we leaned him back (never happened before). Dr. David helped ease him by allowing him to feel or hold each instrument. The parents gave us info that they do a 5 count when brushing at home. Dr. David used this technique to let him know when he was beginning and when it would end. This really eased his fears and gave him a beginning and end. Dr. David is confident we will get through cleanings in office moving forward. The parents were extremely impressed that he could do a cleaning without sedation and that our office would take time to care for their son and said we have a patient for life.



NYU Langone Residency

In 2020 we launched a pediatric residency program with NYU Langone Dental Medicine. The program offers first and second year residents the opportunity to rotate through our special needs office and learn more about serving this much needed population.

"It's been a great opportunity to serve patients who haven't been able to find care. In order for me to be the kind of dentist I want to be in the future I need to feel confident and willing to serve this much needed patient population." - Dr. Scott Randall



DENTAL ASSISTANT SCHOLARSHIPS

The Pacific Dental Services Foundation Dr. Carolyn Ghazal Dental Assistant Scholarship provides students with need-based financial aid, mentorship, and on the job training. Named after Dr. Carolyn Ghazal and her heart for service, the scholarship aims to mold the next generation of passionate, servant-hearted, dental assistant leaders. **In 2020, 39 scholarships were awarded to students across the country totaling over \$194,000.**

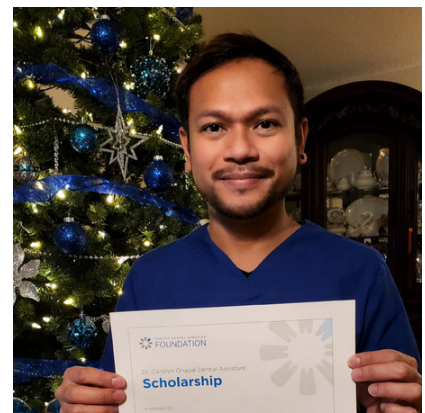
Tsholofelo Alfred, dental assisting student at Concorde Career College in Orlando, Florida was awarded the Dr. Carolyn Ghazal Scholarship in December 2020. Tsholofelo grew up in Botswana and often saw people struggling to afford healthcare, let alone prioritize taking care of their oral health. She is passionate about serving her community and increasing access to care.

"I've learned that fear limits you and your vision...believing in your talents, your abilities and your self-worth can empower you to walk down an even brighter path."



Ralph Villacorta, graduated from Concorde Career College in San Antonio, Texas and was hired on as an orthodontic dental assistant in January 2021. Ralph immigrated to the U.S. from the Phillipines in search of a fulfilling career. Growing up Ralph had little access to oral healthcare and wants to help others realize the importance of oral health.

"I still can't believe I am one of those lucky scholarship recipients. This means a lot to me and I will never forget this for the rest of my life."



Ryan Doyle, a veteran of the U.S. Marine Corps graduated from the dental assistant program at UEI College in Ontario, and is now working as a dental assistant in Southern California. After his career in the Marine Corps, Ryan wanted to pursue a career where he could continue to serve his community. His long term goal is to become a dentist.

"I see myself going to dental school, becoming a dentist, and then eventually going into maxillofacial surgery one day."



INTERNATIONAL SERVICE

Although 2020 only allowed for one trip to be taken with the PDS Foundation, we were still able to make a difference in the world around us.

The PDS Foundation Dental Clinic was able to provide over \$285,700 in donated dentistry to 249 patients. Rodrigo provided \$80,700 to 46 patients and PDS® supported dentists completed \$205,000 to 203 patients in February.

We streamlined ordering supplies from a local distributor in Guatemala and have ordered all 2020 and 2021 supplies in-country.

Kevin and Hilda had their hours reduced in 2020 due to COVID-19. Their hearts to serve led them to serve in new ways while they were out of the clinic. Kevin traveled the country delivering food, masks, and wheelchairs. Hilda continued to take calls for the clinic and serve her community through worship.

Rodrigo started his residency in February however COVID-19 caused his school to pause. He is prepared to come back to finalize his residency in 2021 and graduate dental school.



MOBILE DENTAL CLINIC

2020 was a tough year for the Mobile Dental Clinic.

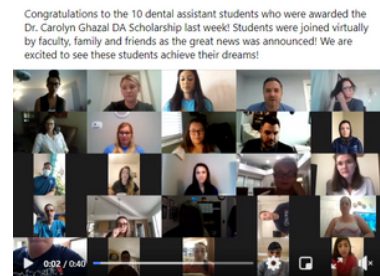
We had a 22 city tour planned kicking off in March in South Carolina and wrapping up in Arizona at the Arizona Mission of Mercy. Making lemonade out of lemons we were able to sell these MDC Tour t-shirts to raise money for the PDS Foundation.



SOCIAL MEDIA HIGHLIGHTS



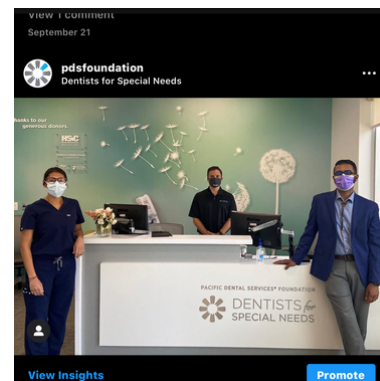
First DA Rockstar Podcast Recording
Reach of 2.9k



First Virtual
Scholarship Awarding



Recognized by
Great Nonprofits



First Year of
the Residency Program



First Guatemala Trip of 2020
Reach of 2.7k



First Virtual 5k
Event

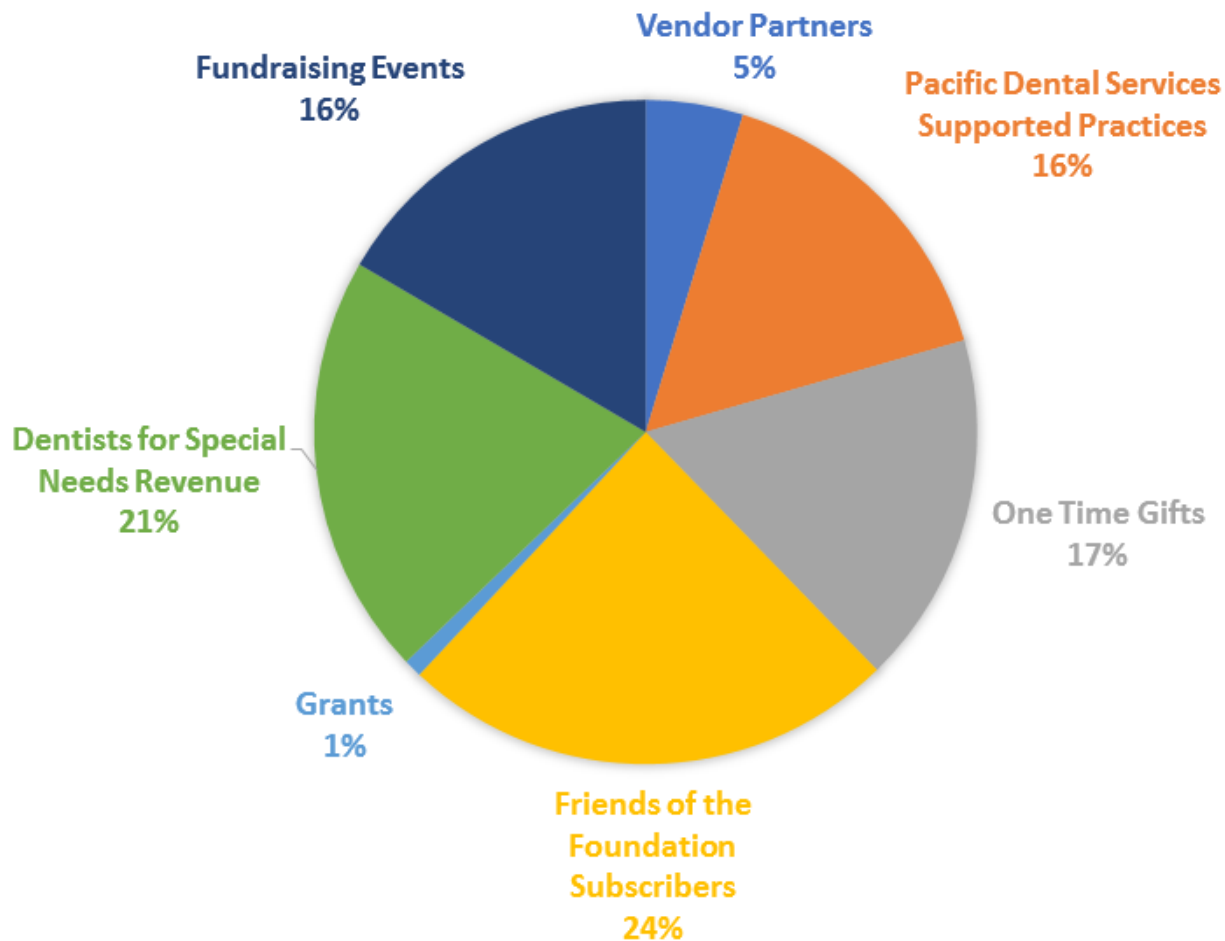


Follow the Special Needs Office on their new Facebook Page @dentistsforspecialneeds

2020 FINANCIALS

Pacific Dental Services Foundation is grateful for all of the generous contributions its partners and friends provided in 2020. We will always be fiscally responsible, maximizing your investment and creating a world where everyone has a dental home and a heart to serve.

REVENUE AND SUPPORT



A LOOK AHEAD

In 2021 we are as excited as we've ever been for the PDS Foundation. Here are a few of our goals this year:

- Doubling our patients seen at the Dentists for Special Needs Office.
- Continuing to increase access to care for patients with special needs by adding a second doctor to the team at Dentists for Special Needs in August
- Partnering with United Healthcare on a unique project to bring more awareness to the need for access to care for patients with special needs
- Awarding 50 Dr. Carolyn Ghazal Dental Assistant Scholarships to students accross the country
- Welcoming Rodrigo back to the Guatemala Clinic and leading a service trip to Guatemala in September
- Completing 5 Mobile Dental Clinic events in the second half of the year.
- Rolling out the Stroll for Special Needs fundraiser to over 850 Pacific Dental Services supported practices across the country

