



Restore Smiles.
Prevent Decay.



2020 Annual Report: Financial Audit, Donors & Supporters

July 1, 2019–June 30, 2020

More Smiles to Come.

2020 was shaping up to be a stellar year for America's ToothFairy. With only half of our fiscal year behind us by January, we had already reached several goals, our programs were growing, and kids across the country were gaining access to the dental care they needed to be healthy!

Our small, but mighty team quickly adapted our programs and operations to overcome new obstacles resulting from the pandemic. We worked with our loyal partners to launch initiatives reaching children with oral health resources, education and services in creative ways.

2020 was shaping up to be a stellar year for America's ToothFairy—and it was. We are proud to share what we have accomplished with our partners, thanks to our sponsors, and our generous donors. We are stronger and more determined than ever to bring children more help, more hope, and more smiles to come in 2021.

Sincerely,



Jill Malmgren,
Executive Director



Ann Bruck
Board Chair

OUR BOARD

Ann Bruck CHAIR

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3M Oral Care*

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Jill Malmgren

*Executive Director
(Ex-Officio)
America's ToothFairy*

Partners in our Mission

MAKING GOOD WORK POSSIBLE

Since our founding in 2006, we have provided more than \$22 million in financial support and resources to our nationwide network of non-profit dental clinics and community partners that serve children living in low-income homes or who lack access to dental care providers.

Our work is not possible without the support of our philanthropic corporate and private donors.

Their generosity is essential to our work to ensure all kids have access to dental home and learn the importance of good dental hygiene. Without their support, children from underserved communities across the nation would lack access to a dental home and the system of care they need to maintain a healthy smile.



UNDERWRITERS:



**TITLE SPONSOR:
NATIONAL VARNISH INITIATIVE**

Named most innovative company in the dental industry for 11 consecutive years, 3M Oral Care helps dental professionals realize optimal outcomes.



**TITLE SPONSOR:
RESTORATIVE CARE INITIATIVE**

Septodont's unrelenting commitment to quality, innovation and service has earned it worldwide recognition as a market leader in pain management and regeneration products.



**TITLE SPONSOR:
HERO PROGRAM**

Align's products help dental professionals achieve the clinical results they expect and deliver effective, cutting-edge dental options to their patients.



**TITLE SPONSOR:
DENTAL RESOURCE PROGRAM**

TSC EcoSolutions delivers timely, trustworthy, and transparent service for individuals seeking top dollar for their removed dental crowns or bridges.

Partners in our Mission

MAJOR DONOR:



PREMIER DONOR:



ArkansasFoundation

EXECUTIVE DONORS:



PRODUCT DONORS:

3M Oral Care Hyperbiotics Septodont SimpliGOOD SS White
Cain Watters, LLC Patterson Dental Shofu Dental SmileMakers Zimba

MEDIA DONORS:

Dental Entrepreneur Dentistry Today RDH Magazine
Dental Products Report LMT Showcase (Pure Life Dental)
Dental Product Shopper On Target (Patterson)

OTHER CORPORATE DONORS:

Coltene/Whaledent, Inc. Delta Dental Plans Website Solutions
Pulpdent

“We are very grateful for your support. I appreciate that America’s Toothfairy goes out of its way to learn about needs in the community and offer specific supplies, in addition to monetary donations, to meet those needs.”

— Matt Siemer, Mobile Care Chicago



Partners in our Mission

BID FOR SMILES SPONSORS:



BID FOR SMILES ITEM DONORS:

3M Oral Care

Bien Air

Centrix

Elevate Oral Care

Invisalign

IQ Dental Supply

MGE: Management Experts

MidMark

Nordent

Pac-Dent/Gingi-Pak

Paradise Dental Technologies

Patterson Dental

Primal Life Organics

PureLife Dental

Quip

Shatkin FIRST

SmileMakers

Sterilizer Autoclave Solutions

The Kad Group

Tri Hawk

Ultradent

VITA North America

Water Pik

Whip Mix

SMILE GUARDIAN DONORS:

Beam Technologies, Inc.

Dr. Sam Glick

ORGANIZATIONS & FOUNDATIONS:

Amazon Smile

Bausch Foundation, LLC

Connecticut Comm. College

Delta Dental Foundation

Good Cause Greetings

Good Today

Network for Good

Oral Systemic Health Project

Social Good Fund

PRIVATE DONORS:

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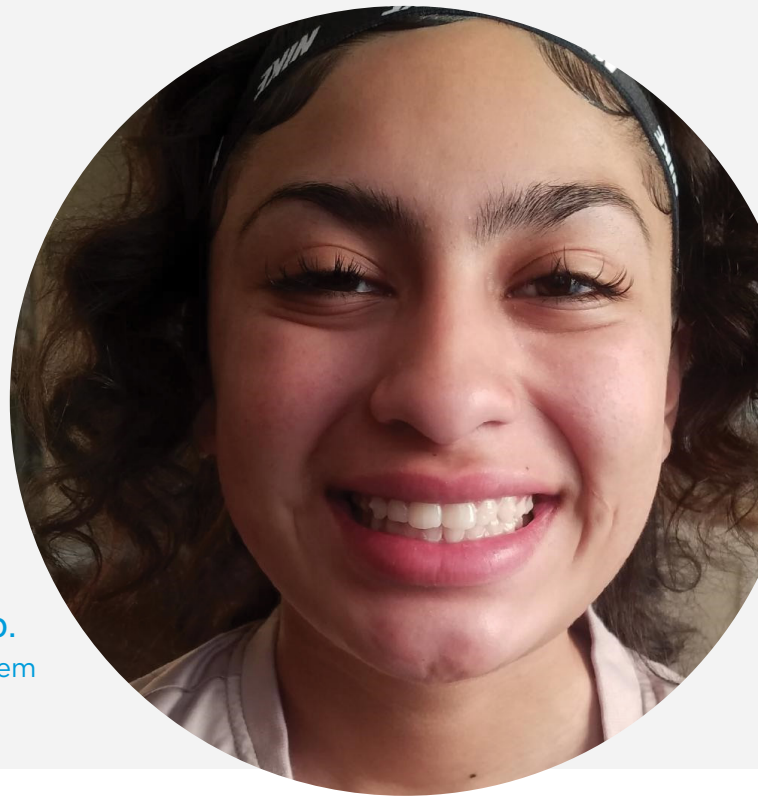
Keith Urban
Evan Voss
Antonina Welz
Elizabeth Widdowson
Bettina Wilson
Kelly Wilson
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Julie Woolf
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Joe Wright
William Wynne
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Hadi Ziael
Sheri Zipse

Gifts in Action

RESTORING SMILES

America's ToothFairy was proud to award 22 In the Gap grants in FY2020. Thanks to the support of our generous donors, teens and pediatric dental patients in need of urgent, specialized or extensive restorative dental services can receive the care they need, even when it costs more than their families can afford.

Claudia completed her orthodontic treatment in 2020. Thanks to a generous donation from Invisalign, her self-esteem was restored. Now she is proud to smile!



IN THE GAP GRANTS ANNUAL TOTAL: \$12,970

Since July 1, 2019, kids in New York, California, Minnesota, Oregon, Arkansas, Pennsylvania, West Virginia, Virginia, North Carolina, Kansas, and Illinois have received grants to help cover the cost of essential, restorative dental care.

GRANTS FUNDED IN PART THROUGH A GENEROUS DONATION FROM MGE: MANAGEMENT EXPERTS:

- Apple Tree Dental, Fergus Falls, MN: Grace H., Stacey* and David E.
- Carris Health Dental Clinic, Willmar, MN: Axel R.
- CCHC, Charlotte, NC: Jessy H.
- Childrens Dental Center of Greater Los Angeles, CA: Veronica R., Heidi S., Jaime M. and Julio T.
- Children's Dental Services, Minneapolis, MN: Aldo T.
- Garces Foundation, Philadelphia, PA: Evan A., Edil R. and Yensi C.
- Sonrisas Dental Health, San Mateo, CA: Gabriela* and Diego*
- Douglas County Dental Clinic, Lawrence, KS: Jimi L.
- People's Health Clinic, Park City, UT: Javier M.
- Kids Community Clinic of Burbank, CA: Mikayla G.
- St Bernard Hospital Dental Center, Chicago, IL: Kendrick W.
- Apple Tree Dental - Madelia Center, Madelia, MN: Tatiana F.

Gifts in Action

PREVENTING DECAY

MGE: Management Experts Screen & Clean Grants were awarded to eight of our nonprofit partners delivering preventive services including dental screenings and cleanings throughout National Children's Dental Health Month, including **Tufts University School of Dentistry's Autism Smiles** event. This project expanded access to care for kids with autism by desensitizing them to the sensory experiences of a dental appointment.



SCREEN & CLEAN TOOTHFAIRY GRANTS TOTAL: \$17,736

Seven other grants funded outreach events in underserved communities in California, Minnesota, Wisconsin, North Carolina, and Nebraska:

- **Apple Tree Dental** delivered dental screenings and exams, prophylaxis, x-rays (as needed), fluoride treatments, oral hygiene education, and dental hygiene products to children with special access needs.
- With the support of staff and volunteers from the Monterey Bay Dental Hygienists Society, **Dientes Community Dental Care** provided free care to low-income, uninsured children in their Santa Cruz, California clinic.
- **Just Kids Dental** provided dental screenings, cleanings, and oral health education to kids in community-based settings across rural Minnesota and Wisconsin. Many of these children reside in Dental Health Professional Shortage Areas where no dentists are accepting patients enrolled in public health care programs. With limited options, families have to travel up to 200 miles round trip to see a dentist.

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SCREEN & CLEAN TOOTHFAIRY GRANTS (CONTINUED)



Throughout the month of February, **Let's Smile, Incorporated's** dental hygienist, Holly dressed up as the "Smile Fairy" to visit classrooms in rural Minnesota. She provided oral health education and oral hygiene products in order to reach children who have limited or no access to routine dental care. The kids love posing for photos with the Smile Fairy and show off their new toothbrush and toothpaste!



FirstHealth Dental Care in Southern Pines, North Carolina provided kids with a free complete examination, as well as fluoride varnish, sealants, and restorative work as needed. America's ToothFairy staff volunteered in their "Learning Laboratory", which included a reading station, photo booth station, and ToothFairy Station, to help children learn about oral health while they waited for their turn to see the dentist.



Dental hygiene students from **Central Community College** in Hastings, Nebraska visited Head Start Programs to provide preschoolers with dental education and screenings as well as educational materials and oral care products to take home.

Tooth Fairy Convention

Your generous support helped **St. John's Well Child and Family Center** provide oral health exams, education in English and Spanish, and 2,000 oral health kits for families attending the Tooth Fairy Convention at Dodger Stadium in Los Angeles. Thousands attended the event, which targets African-American and Latino communities living below the federal poverty level.



Financials

CONSOLIDATED STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2020

SUPPORT AND REVENUE	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	TOTAL
Contributions	\$574,702	—	\$574,702
In-kind contributions	\$1,738,069	—	\$1,738,069
Other income	\$286	—	\$286
Net Assets released from restrictions	\$181,438	(\$181,435)	—
Total support and revenue	\$2,494,492	(\$181,435)	\$2,313,057
EXPENSES			
Program expenses	\$1,587,092	—	\$1,587,092
Management and general expenses	\$189,373	—	\$189,373
Fundraising expenses*	\$707,942	—	\$707,942
Total expenses	\$2,484,407	—	\$2,106,425
CHANGE IN NET ASSETS	\$10,085	(\$181,435)	(\$171,350)
NET ASSETS, BEGINNING OF YEAR	\$714,579	\$372,909	\$1,087,488
NET ASSETS, END OF YEAR	\$724,664	\$191,474	\$916,138

*Fundraising expenses include value of donated media.

Independently audited by GreerWalker, LLC, Certified Public Accountants.



America's ToothFairy: National Children's Oral Health Foundation is a nonprofit 501(c)(3) organization as defined in the Internal Revenue Service Code. All contributions are tax deductible as allowable by law.