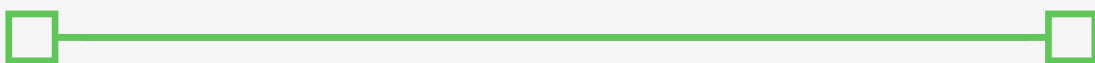
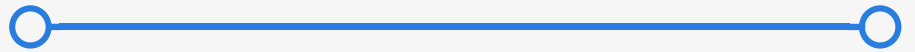




2018

# ANNUAL REPORT



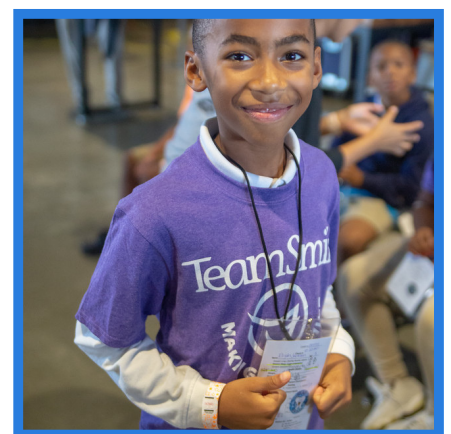
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# 2018 ANNUAL REPORT

The 2018 calendar year saw TeamSmile conduct more programs (29), serve more children (5,432) and provide more free dental care, oral health education, and related services (\$2,055,949) than any year of TeamSmile, since inception. It's been an exciting year of growth for TeamSmile!

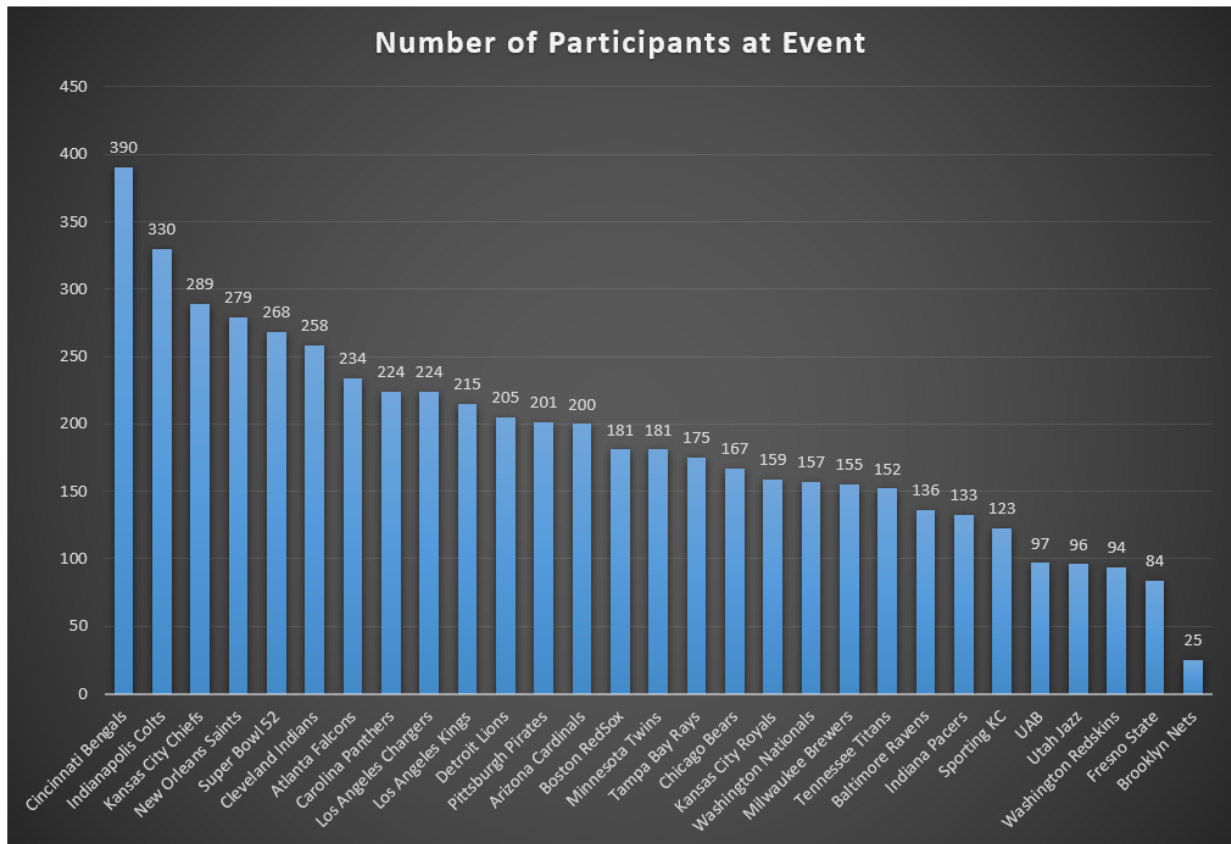
We are very pleased that we've added new professional sports teams to the TeamSmile Family. In 2018, we added the Super Bowl, UAB, Tampa Bay Rays, Boston Red Sox, Los Angeles Kings, Baltimore Ravens and Brooklyn Nets to our TeamSmile Roster.

Throughout this 2018 Annual Report, you'll note many improvements to our Programs, Office Operations, IT, Transportation, and General improvements. Additionally, we made many improvements and enhancements to other areas within TeamSmile. 2018 was a year of growth for TeamSmile, and it has been a year of significant advancements. From a staffing, fundraising and organizational standpoint, we took good strides forward in 2018, and we are now poised for steady and intelligent growth as we move forward.

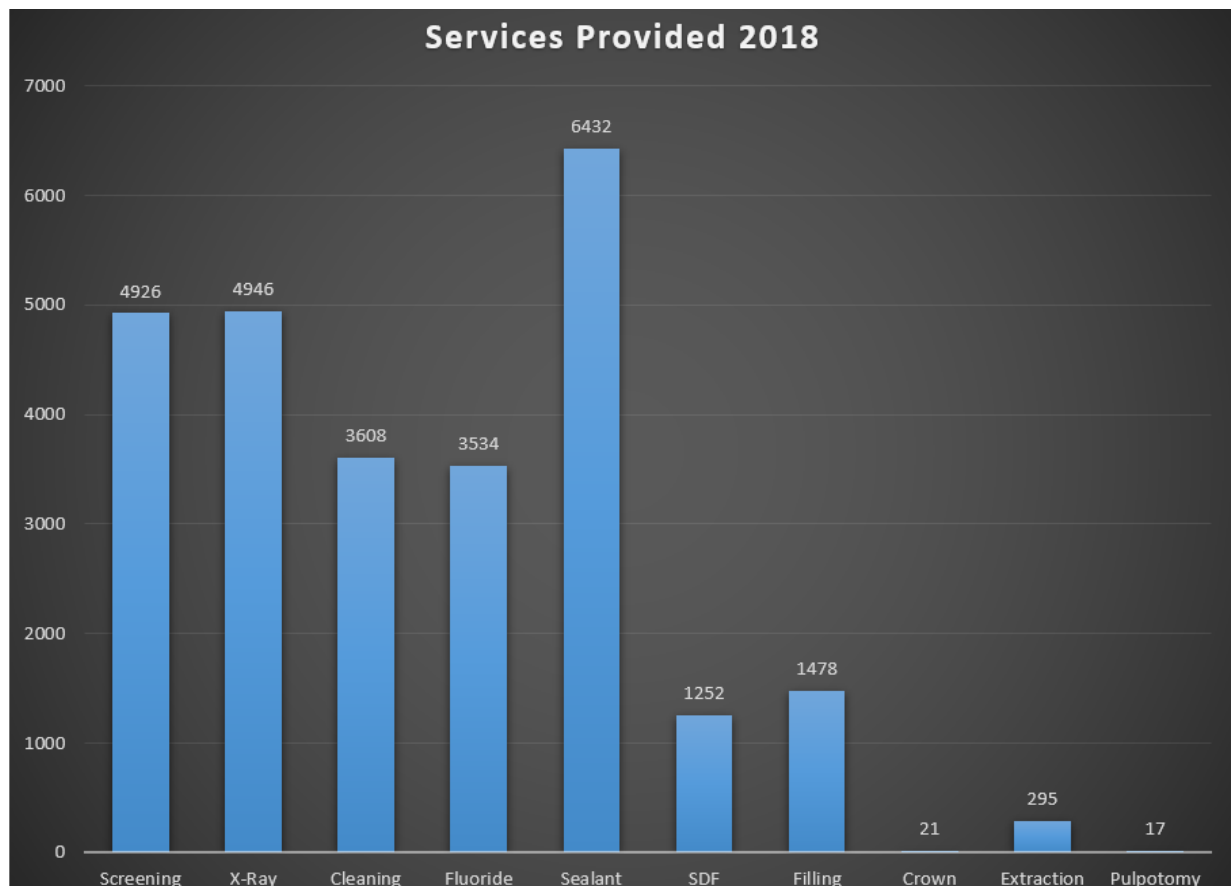


# 2018 PROGRAM RESULTS

Total Child Participants     29 Programs with 5,432 children total

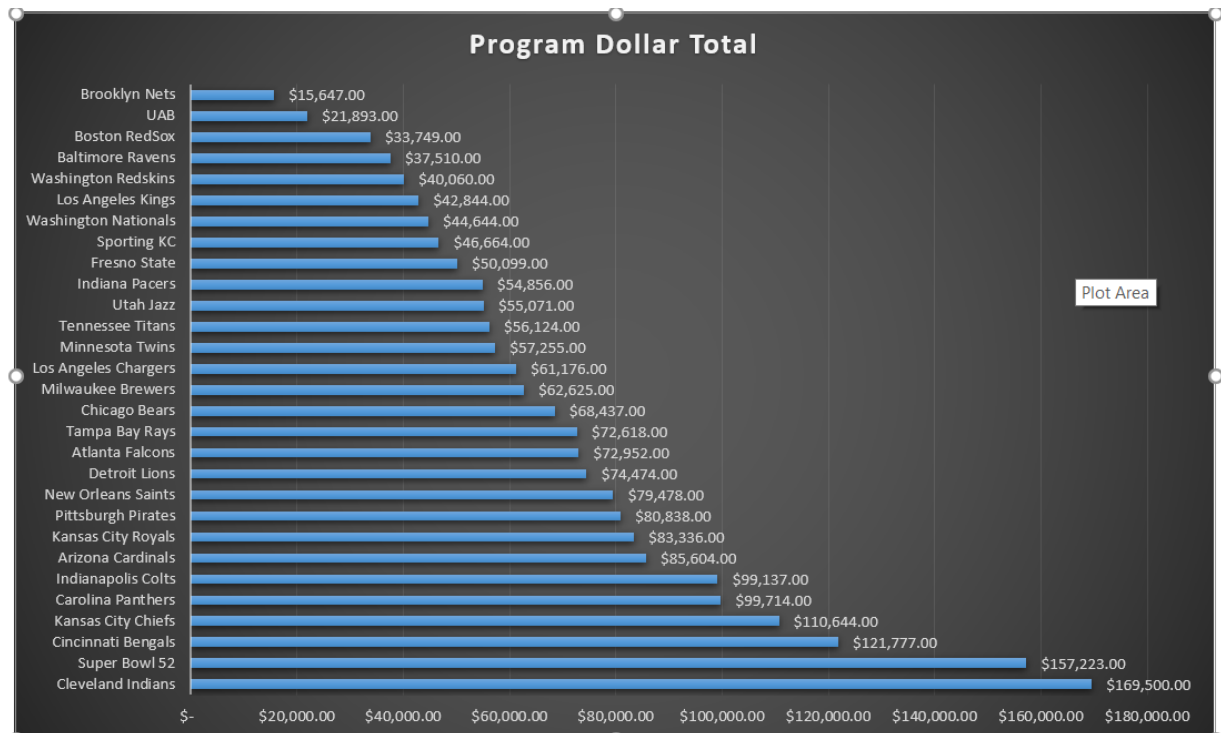


Total Services Provided



# 2018 PROGRAM RESULTS

Total Value of Services Provided, including Health Education

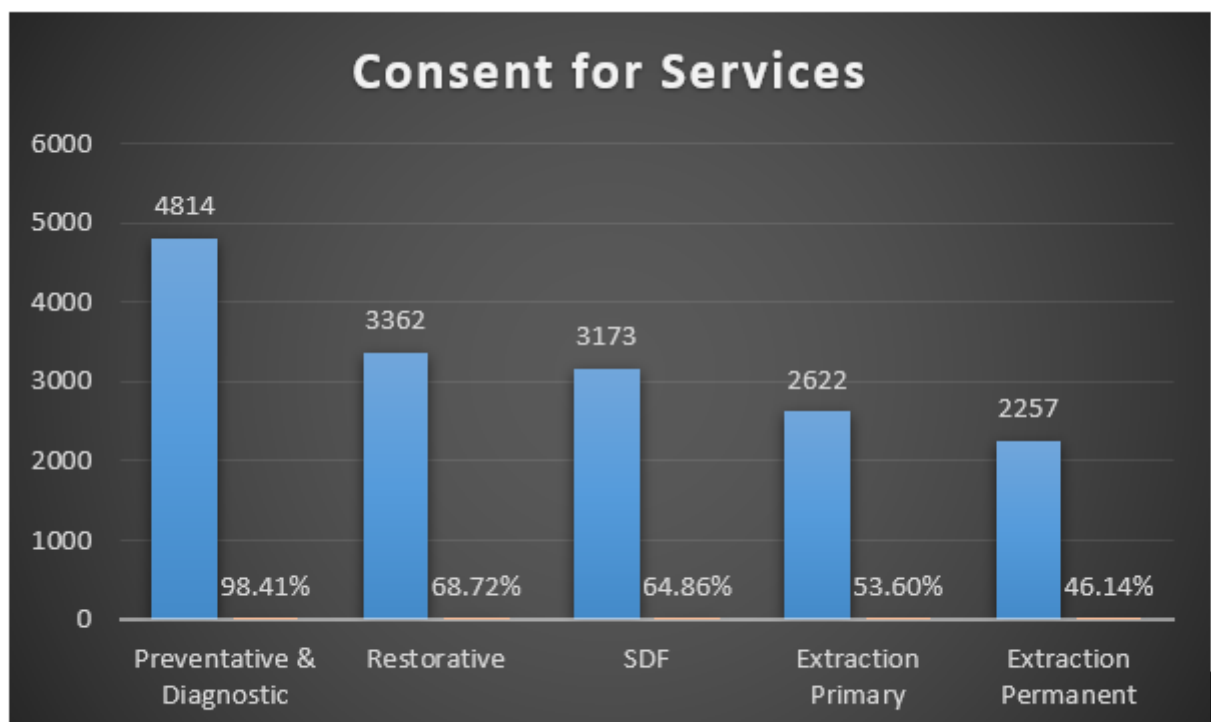


Total Value of Services Provided, including Health Education: \$2,055,949

Average Value of Services Provided, per program: \$70,895

Average Value of Services Provided, per child: \$403

## Consent for Services





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# TEAMSMILE IMPROVEMENTS

## PROGRAM IMPROVEMENTS

- Conducted the most programs and impacted the highest number of children since the inception of TeamSmile
- Added Chris and Andy Peterson to help clean and repair equipment, help set-up and break-down programs, load and unload the truck, and handle a variety of duties during programs
- Created a colored wristband consent verification program
- Introduced Biolase lasers to treat children at the LA Chargers program
- Send a TeamSmile representative to the schools on the morning of the programs to help organize the process for the children
- Standardized TeamSmile manuals and placed on our website along with instructional videos
- Added time stamps to patient forms to track timing within the dental clinic
- Updated consent forms and patient forms



## OFFICE OPERATION IMPROVEMENTS

- Created an onboarding program for new employees of TeamSmile
- Introduced a standard employee evaluation process
- Added Quickbooks online to move financial information to the cloud to allow remote access
- Engaged Support KC to assist the organization of our financials

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## IT IMPROVEMENTS



- Replaced old server with mobile laptop server
- Upgraded hard drive storage and memory capacity on laptop server
- Configured laptop server to backup data files to the onsite data backup server at home office
- Replaced old TeamSmile router with a newer technology router with satellite unit for added space coverage and larger broadcast power

## TRANSPORTATION IMPROVEMENTS



- Hired Rand Salisbury as the TeamSmile Truck Driver
- By further organizing the truck, we've improved loading and unloading times
- Leased a new truck to better suit our equipment and allows us to highlight our corporate sponsosrs

## GENERAL IMPROVEMENTS



- Hired a full-time Program Manager/Office Manager (Jane Geiger)
- Conducted the first-ever TeamSmile Golf Classic, in Memory of Ted Reese
- Was the beneficiary of the BMA Foundation's Dance & Dine with the Stars event for the first time --- and our dancer (Matt Culp) won the dance competition!
- Added DentaQuest and TiScrubs as corporate Partners
- Created partnerships with TWSportswear, America's Tooth Fairy, and ZIRC
- Secured twelve Delta Dental grants.
- Began tracking social media and website statistics on a regular basis

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## SOCIAL MEDIA & CONTACTS



@TeamSmile  
14,200 followers



@teamsmlenation  
2,317 followers



@TeamSmile  
1,051 followers



TeamSmileNation  
3,295 video views

Contacts in Data Base: 14,439

## WEBSITE

17,000 **users**

23,000 **sessions**

56,767 **page views**

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## 2018 BOARD OF DIRECTORS

**Greg Meagher**  
Board Chair

**Bob Bendon**  
Treasurer

**Dr. William Busch**  
Co-Founder

**John DeMark**  
Secretary & Chair  
Elect

**Dr. Richard Gist**  
Member

**Tim Long**  
Member

**Dr. Jean Merry**  
Member

**Dustin Colquitt**  
Member

**Eric Shirley**  
Member

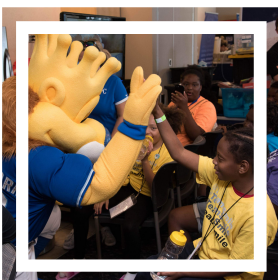
**Kurt Lamb**  
Member

**Dr. Meelin Dian Chin Kit Wells**  
Member

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“2018 was a busy year for TeamSmile, treating 5,432 children with \$2,055,949 worth of free dental care and education. We expanded our program reach and completed a record setting 29 programs throughout the country. The TeamSmile staff, led by Executive Director John McCarthy, has excelled throughout the year, streamlined reporting and improved efficiencies. We are excited for what 2019 has in store for us.”

-Greg Meagher, TeamSmile Board Chair



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## 2018 TEAMSMILE STAFF

**John McCarthy**  
Executive Director

**Kellie Reneau Jardon**  
Program Director

**Jenni Ferguson, RDH**  
Clinical Director

**Maria Eiserman**  
Communications Director

**Anna Everson**  
Program Manager

**Jane Geiger**  
Program Manager

**Rand Salisbury**  
Equipment Director

**Chris Peterson**  
Equipment Manager

**Andy Peterson**  
Equipment Manager



## 2018 CORPORATE PARTNERS

**DentaQuest**

**HENRY SCHEIN**  
DENTAL

**ACTEON**  
North America



**22 TiScrubs**

**midmark**

