



Mission of Mercy

NORTH DAKOTA



Delta Dental of Minnesota
Serving North Dakota

Partnership Proposal

For more information please contact:
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The next ND Mission of Mercy (2-day free dental clinic) will be on May 1-2, 2020 at the Bismarck Event Center. We were wondering if you would be interested in partnering with us to produce this event. Below is a summary of the impact made possible through our generous partners in 2018:

People “Touched” by Program

◆ Number of Individuals “touched” by program:	1,486
◆ Number of Patients treated:	916
◆ Number of unduplicated adult patients treated:	785
◆ Number of unduplicated child patients treated:	131
◆ Number of Volunteers	570

Goals and Outcomes

- ◆ Goal: Serve 450 patients | Result: 916 patients served | 466 above goal
- ◆ Goal: Increase community awareness around the importance of good oral health and the many people in the community who go without it. | Result: 36.9K people were reached through our Facebook event, 9.1K people were reached through our Facebook post on results, & 4.3K people were reached through our Facebook post on Giving Hearts Day to raise money for the next ND Mission of Mercy.

Procedures included

◆ Goal: 2,500 total procedures	Result: 2,515	15 above goal
◆ Goal: 330 fillings	Result: 430	100 above goal
◆ Goal: 450 extractions	Result: 961	511 above goal
◆ Goal: 462 x-rays	Result: 754	292 above goal
◆ Goal: 97 cleanings	Result: 203	106 above goal
◆ Goal: 28 dentures (partials)	Result: 60	32 above goal
◆ Goal: 20 root canals	Result: 48	28 above goal

Oral Health Status and Experience of the 916 Patients

- ◆ 98% of patients listed cost as one of the reasons they had not received dental care.
- ◆ 73% had no insurance to pay for dental care
- ◆ 67% traveled less than 30 minutes to receive care
- ◆ 67% did not have a dental home
- ◆ 43% had dental pain
- ◆ 32% had a place to go for dental care after the event
- ◆ 20% had sought dental care in the past at an emergency room
- ◆ 9% had never had their teeth cleaned
- ◆ 7% were eligible for government assistance
- ◆ 6% were from neighboring states
- ◆ 4% had never been to a dentist



Impact Story

One young man who received car in 2018 was Max. He shared that he had a rough past & didn't always make good decisions. At one point he had golden grills on his front teeth. These were ripped off by robbers who beat him up, and then threw him over a bridge. This incident left Max missing his two front teeth, but it also changed his outlook on life. Since the mugging, Max has chosen a different lifestyle and now wants to apply for a better job to become a good role model for his daughter. Job interviews can be hard when your front teeth are missing.

When seeing Max look into a mirror for the first time to see his new smile (partial flipper of two front teeth) one couldn't help but get emotional as tears of joy & relief streamed down his cheeks. Our mission equipped Max with a smile that now matches his new direction in life and we've also given him and 915 other dental patients-in-need something else... hope.

Next Steps

Due to the high demand we are planning on doing another Mission of Mercy in Bismarck, ND May 1-2, 2020. A donation of \$200.00 supports one patient to receive care at this 2-day volunteer event. This is a unique opportunity to improve the oral health of those who for whatever reason have not received necessary dental care and in the process give hope through a smile. We are wondering how many North Dakota dental patients you would like to provide hope through a smile?

With Gratitude,

A handwritten signature in blue ink that reads "Mike".

Michael J. Little
North Dakota Dental Foundation
Executive Director

P.S. Please join our Mission of Mercy at the Bismarck Event Center May 1-2, 2020!



North Dakota Mission of Mercy - 2020 Budget

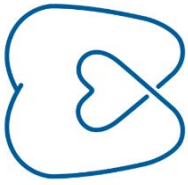
Bismarck Event Center | 315 South 5th Street, Bismarck, ND 58504

Revenue

Category	Detail	Budget
Cash Donations	Balance Forward from 2018 Mission of Mercy	\$17,404.30
	Dental Organizations	\$10,000.00
	Individual Dental Professionals and Supporter Donations	\$27,595.70
	Grants, Non-Dental Organization, & Corporate Donations	\$60,000.00
	Total	\$115,000.00
In-Kind Donations	General Supplies	
	General Services	
	Dental Supplies	
	Dental Services	
	Total	\$60,000.00
	Total Revenue	\$175,000.00

Expenses

Category	Detail	Budget
Facility	Facility Rental	\$ 10,000.00
	Building Supplies - xray walls,pvc,electrical	\$ 3,000.00
	Equipment Rental	\$ 2,000.00
	Security	\$ 1,000.00
	EMT	\$ 1,000.00
	Signage	\$ 2,000.00
	Total	\$ 19,000.00
Food And Beverage	Wed,Thurs Volunteer Meals	\$ 500.00
	Thurs Volunteer Meals-Reception	\$ 1,500.00
	Friday Volunteer Meals	\$ 7,000.00
	Saturday Volunteer Meals	\$ 6,500.00
	Volunteer Break Food	\$ 1,500.00
	Water	\$ 500.00
	Total	\$ 17,500.00
Volunteers	T-shirts/Scrubs	\$ 5,000.00
	Supplies	\$ 500.00
	Volunteer Appreciation	\$ 2,000.00
	Translators	\$ 1,000.00
	Total	\$ 8,500.00
Dental Medical Supplies	Dental Equipment Rental - ADCF	\$ 29,400.00
	Dental Supplies	\$ 14,000.00
	Total	\$ 43,400.00
Patient Registration	General Supplies	\$ 400.00
	Printed Materials	\$ 1,600.00
	Total	\$ 2,000.00
Marketing	Printing - brochures, flyers	\$ 3,000.00
	Media Advertising	\$ 1,000.00
	Video Production	\$ 5,000.00
	Fund-Raising Expense	\$ 2,000.00
	Total	\$ 11,000.00
Administrative	NDDA Staff	\$ 10,000.00
	Bank Fees	\$ -
	Total	\$ 10,000.00
Miscellaneous Expenses	Fees/Licenses/Insurance	\$ 1,500.00
	Storage/Shipping	\$ 600.00
	Entertainment for Kids	\$ 500.00
	Miscellaneous	\$ 1,000.00
	Total	\$ 3,600.00
	Total Cash Expense	\$ 115,000.00
	Total In-Kind Expense	\$ 60,000.00
	Total Expenses	\$ 175,000.00
	Net Income/Loss	\$ -



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Partnership Opportunities

Thank you for your interest in becoming a Mission of Mercy partner. \$200 provides much-needed dental care to one patient.
How many patients would you like to support?

Levels

Supporter	Sponsor	Sprinter	Patron	Benefactor	Presenter	Governor	Host
\$1-\$199	\$200-\$499	\$500-\$999	\$1,000-\$4,999	\$5,000-\$9,999	\$10,000-\$19,999	\$20,000-\$29,999	\$30,000+
0-1	1-2	2-5	5-25	25-50	50-100	100-150	150+
Number of patients served	✓	✓	✓	✓	✓	✓	✓
Included in NDDF annual report	✓	✓	✓	✓	✓	✓	✓
Included in onsite group sponsor signs	✓	✓	✓	✓	✓	✓	✓
Listed on website for at least one year	✓	✓	✓	✓	✓	✓	✓
Named in all pre-event communication	✓	✓	✓	✓	✓	✓	✓
Logo, link, & excerpt on website	✓	✓	✓	✓	✓	✓	✓
Individual banner displayed at event				✓	✓	✓	✓
Included in Media Interview Lineup					✓	✓	✓
Logo Included with Event Logo						✓	✓