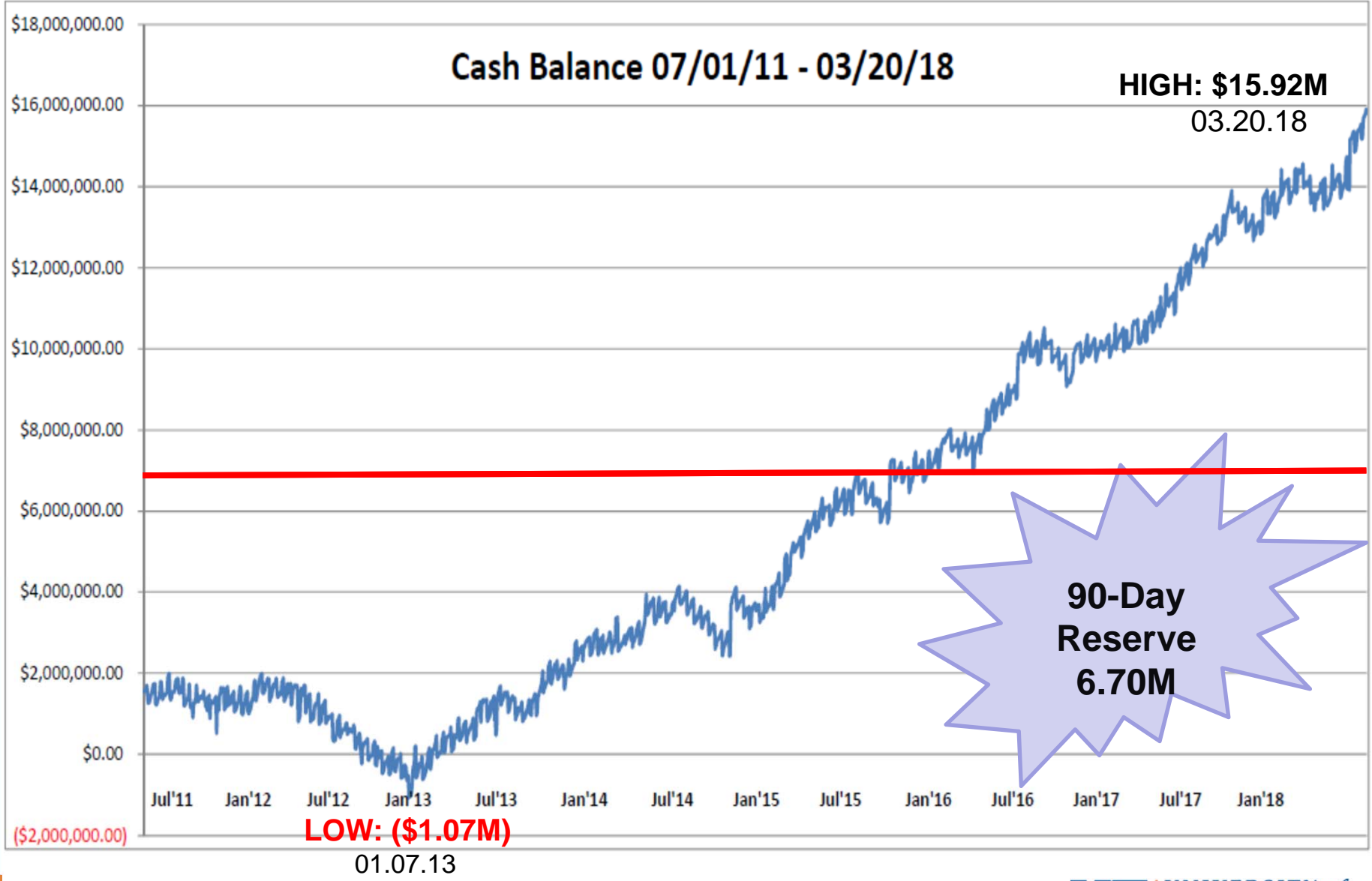


The University of Florida College of Dentistry

Financial Update

Faculty Associates, Inc.
Board of Directors Meeting
March 27, 2018



Clinical cash balance as of 03.23.18: \$16,073,284

Feb FY18 Summary Statement of Revenues and Expenditures

Revenues	Current FY Actual	Prior Year Actual	Difference	Percent Variance
Clinical Revenue	\$12,308,712	\$13,425,848	(\$1,117,136)	(8.3%)
Ancillary Revenue	\$99,679	\$107,109	(\$7,430)	(6.9%)
Contract and GME Revenue	\$4,578,953	\$3,876,566	\$702,387	18.1%
Radiology Internal Revenue	\$106,500	\$107,479	(\$979)	(0.9%)
<u>Interest Income</u>	<u>\$2,146</u>	<u>\$2,175</u>	<u>(\$29)</u>	<u>(1.3%)</u>
Total Revenues	\$17,095,990	\$17,519,177	(\$423,187)	(2.4%)

Feb FY18 Summary Statement of Revenues and Expenditures

Expenditures	Current FY Actual	Prior Year Actual	Difference	Percent Variance
Personnel Expenses	\$9,753,542	\$9,715,706	\$37,836	0.4%
Other Operating Expenses	\$4,887,168	\$5,115,006	(\$227,838)	(4.5%)
<u>Administrative Overhead</u>	<u>\$628,538</u>	<u>\$644,672</u>	(\$16,134)	(2.5%)
Total Expenses	\$15,269,248	\$15,475,384	(\$206,136)	(1.3%)

Feb FY18 Summary Statement of Revenues and Expenditures

	Current FY Actual	Prior Year Actual	Difference	Percent Variance
Change in Net Assets	\$1,826,742	\$2,043,793	(\$217,051)	(10.6%)

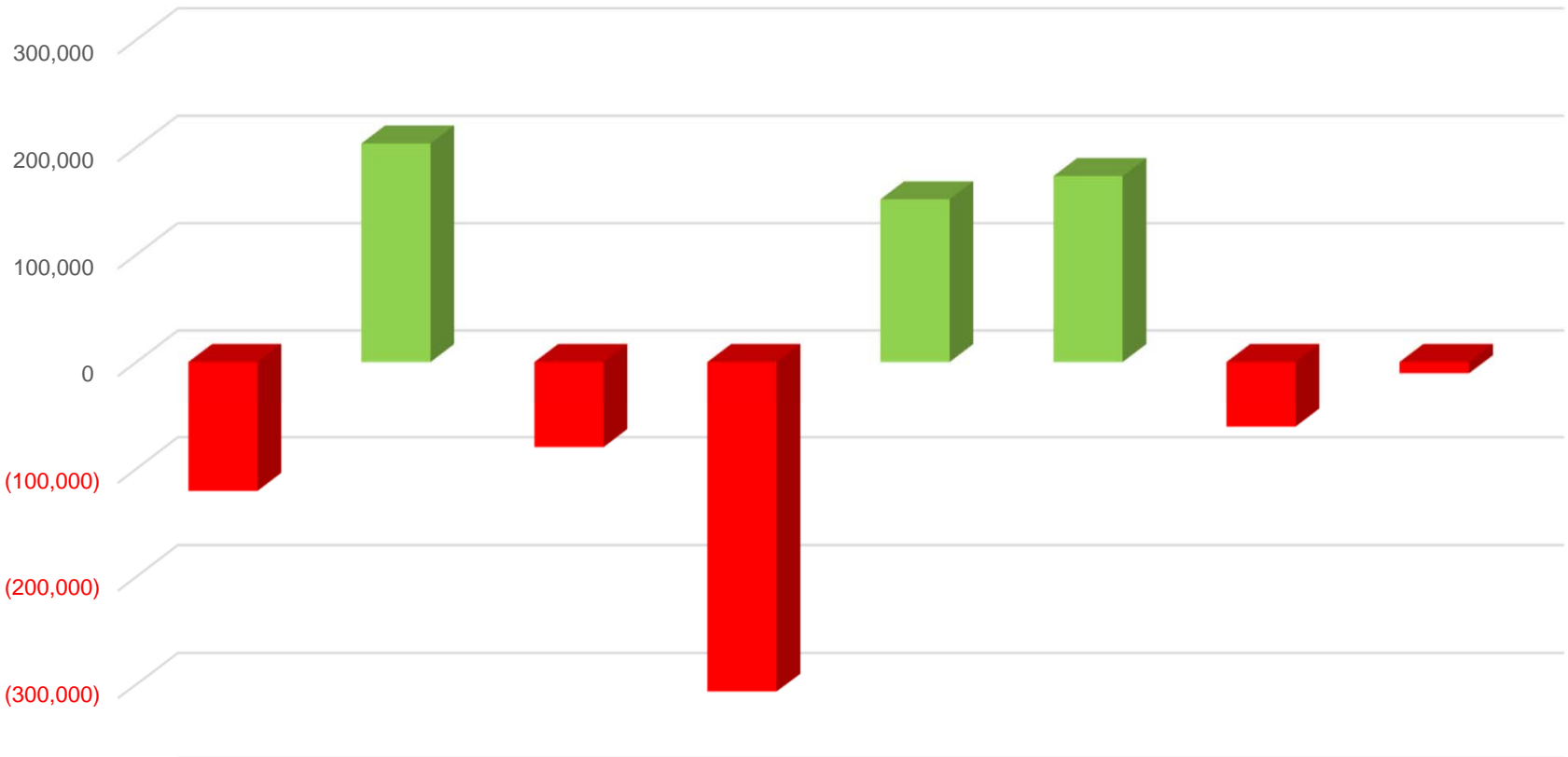
FY17 and FY18 YTD Collections and Bad Debt Write-offs

	<u>FY2017</u>	<u>FY2018</u>	<u>Grand Total</u>
Community Based Progs.	-27,757	-28,713	-56,469
Dental Clinical Research Unit	-892	-1,700	-2,592
Endodontics	-29,255	-33,026	-62,281
Hygiene	-1,074	-1,886	-2,960
Operative	-1,417	-2,325	-3,742
Oral Diagnostic Sciences	-66,744	-223,850	-290,594
Oral Surgery	-226,535	-487,490	-714,025
Orthodontics	-3,436	-21,460	-24,896
Pedodontics	-1,499	-4,357	-5,856
Periodontics	-1,834	-2,844	-4,678
Prosthodontics	-12,083	-13,118	-25,201
<u>TEAMS</u>	<u>-27,013</u>	<u>-18,424</u>	<u>-45,436</u>
Grand Total	-399,537	-839,194	-1,238,731

Difference YOY in FY17 and FY18 YTD Collections and Bad Debt Write-offs

<u>Department</u>	<u>Jul-Feb Collection & Bad Debt Adjs</u>		
	<u>FY2017</u>	<u>FY2018</u>	<u>YOY +/-</u>
Community Based Progs.	(27,756.62)	(28,712.52)	955.90
Dental Clinical Research Unit	(892.00)	(1,700.00)	808.00
Endodontics	(29,255.21)	(33,026.15)	3,770.94
Hygiene	(1,074.00)	(1,886.00)	812.00
Operative	(1,416.50)	(2,325.11)	908.61
Oral Diagnostic Sciences	(66,743.80)	(223,849.91)	157,106.11
Oral Surgery	(226,534.58)	(487,489.94)	260,955.36
Orthodontics	(3,436.00)	(21,460.48)	18,024.48
Pedodontics	(1,499.00)	(4,357.00)	2,858.00
Periodontics	(1,834.00)	(2,844.39)	1,010.39
Prosthodontics	(12,082.77)	(13,118.15)	1,035.38
TEAMS	(27,012.27)	(18,424.11)	(8,588.16)
	(399,536.75)	(839,193.76)	439,657.01

Changes in Net Position As of February 28, 2018

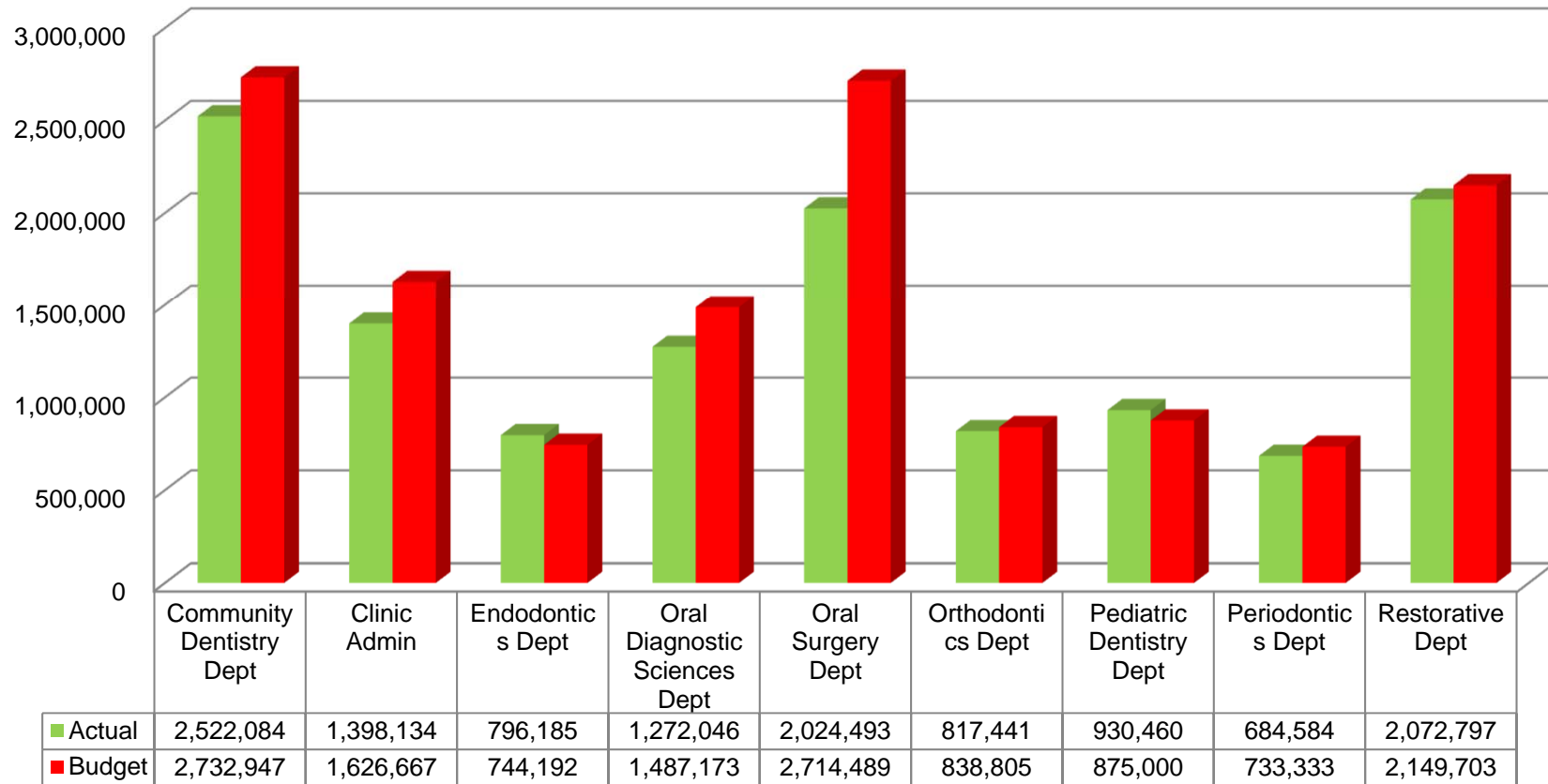


Changes in Net Position

Community Dentistry Dept	Endodontics Dept	Oral Diagnostic Sciences Dept	Oral Surgery Dept	Orthodontics Dept	Pediatric Dentistry Dept	Periodontics Dept	Restorative Dept
(120,499)	203,444	(79,945)	(306,781)	151,503	173,121	(60,853)	(10,441)

3/19/2018

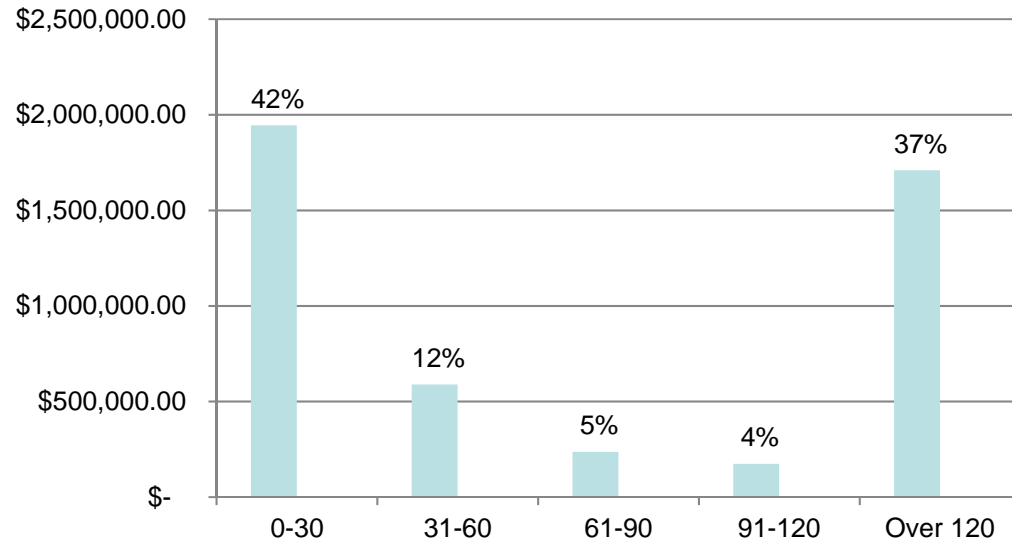
Clinical Revenue Budget to Actual As of February 28, 2018



3/19/18

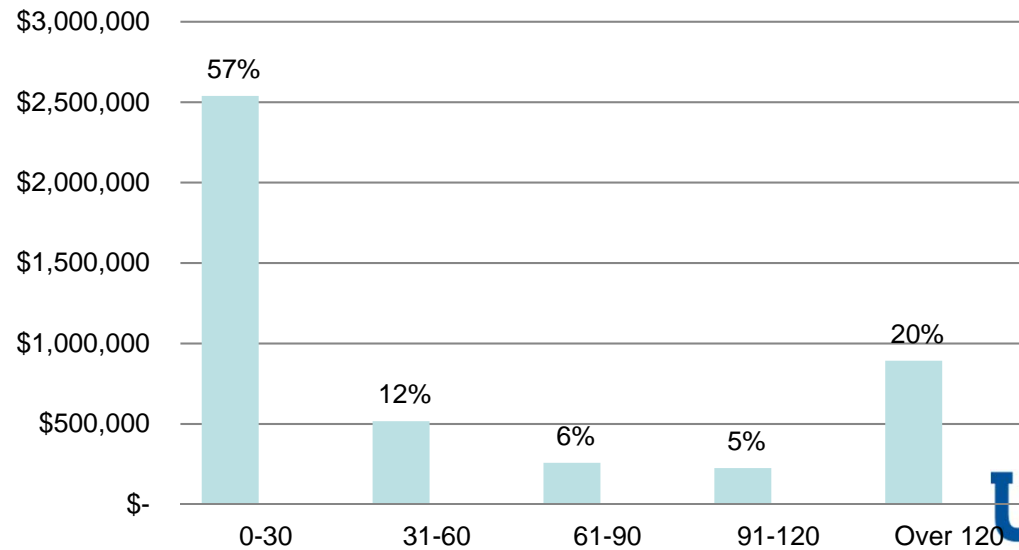
AR Aging by Bucket (as of 02.28.18)

as of 6.30.12



**60% of all
A/R 90 days
old or less**

as of 02.28.18



**75% of all
A/R 90 days
or less**

UFCD Project List (completed)

Sequence	Project	Priority	Cost	Anticipated Source of Funds	Projected Dates
Completed	Oral biology research lab and office space upgrades in support of pre-eminence initiative.	Medium	\$65,000.00	Start-up funds, Royalty/IDC funds	2015-2016
Completed	External College of Dentistry sign. (Total sign cost was \$121,812. College's portion of sign was \$60,906.)	Medium	\$121,812.00	Half from SVPHA, half from college funds	2015-2016
Completed	ARB Building lab improvement for new research hire.	High	\$5,000.00	IDC funds	2016-2017
Completed	Installation of digital radiology sensors in Radiology, Faculty Practice and DMD Clinics.	High	\$207,840.00	Clinical funds (partial funding of FP sensors in the amount of \$31,958 from Shands Quasi-Endowment Funds)	2015-2017
Completed	Ground floor research space renovation in support of mucosal immunology preeminence hire. Immediate need, estimated completion November, 2016.	Critical	\$270,000.00	\$80K covered with college IDC, remainder university funded including HSC Sr VP's Office.	2015-2017
Completed	iCAT replacement in Radiology (completed December, 2016).	High	\$125,000.00	Radiology Division clinical funds	2016-2017
Completed	Loan from Dean's Office to Faculty Practice for equipment needs including additional funds needed for digital sensors, handpieces, etc.	High	\$36,000.00	Dean's Office clinical funds - loan	2016-2017
Completed	College portion of professional student lounge in Communicore per SVPHA Office.	Required	\$136,095.00	Dean's Office assessment funds	2016-2017
Completed	College portion of graduate student lounge per SVPHA Office.	Required	\$14,858.00	Dean's Office assessment funds	2016-2017
Completed	Computer refresh - portion of refresh project below completed to date (estimated).	Critical	\$106,000.00	Instrument leasing funds.	2015-2017
Completed	New audio visual equipment for D3-3. Current equipment is not working well and needs to be replaced.	High	\$55,728.64	DMD self-funded program funds	2016-2017
Project cancelled	Engineering study to be commissioned by Facilities Management/PPD of external facing of dental tower due to water leakage	Critical		TBD To be funded by UF/PPD/Facilities Management. Previous report on brick facing located by PPD so they will not perform new study.	2016-2017
Completed	Asbestos abatement and new vinyl flooring in 4th floor offices (D4-20 and D4-22) - flooding from Hurricane Irma	Critical	\$4,673.00	Clinical funds (\$1,270 abatement plus \$3,403 flooring)	2017-2018
Completed	Simulation laboratory A/V equipment repair/replace.	Critical	\$154,097.01	Clinical funds	2017-2018
Completed	Strategic planning process - facilitation and preparation of final document.	High	\$71,002.32	Dean's office clinical funds	2016-2018
Completed	Computer refresh - 191 computers in DMD Clinics that are over four years old introducing potential security risks and inefficiencies.	Critical	\$80,225.00	Instrument leasing funds	2015-2017
Completed	Radiology sink removal	High	\$1,830.00	Dean's Office Clinical funds	2017-18
Completed	Water fountain replacement floors 4-11	Low	\$3,999.83	179 Funds - Other Misc Donations	2017-2018

UFCD Project List

1	Simulation laboratory internet drops (8-10)	Medium	TBD Clinical funds	2017-2018
2	Office space renovations including Business Office and DMD clinical office flood repair	High	\$12,025.00 PPD to cover - Currently assessing space needs and possible locations for renovations \$7,525 and UFCD to cover \$4,500 (Fund 179 - Misc donors)	2017-2018
3	New audio visual equipment for conference room D8-11. Current equipment does not work and has had a major impact on distance learning for off-site residency programs.	Critical	\$30,000.00 Clinical funds	2017-2018
4	Faculty Practice renovations to support preferred patient program.	High	TBD Clinical funds	2017-2018
5	Renovation in Faculty Practice to add Perio suite	Medium	\$25,000.00 Clinical funds	2017-2018
6	Call Center to include renovations and equipment	Medium	\$150,000.00 Clinical funds	2017-2018
7	Amalgam separation unit as required by EPA	High	\$85,000.00 Clinical funds	2018-2019
8	Endodontic clinic renovation (D1-17) and Oral Medicine Clinic renovation	High	\$1,650,618.00 Departmental clinical funds, donations	2018-2019
9	Multidisciplinary laboratory 3 renovation (creation of flexible learning space to accommodate small group learning, testing, storage units for student-related organized activities, student lounge and catering space)	High	\$700,000.00 Combination of clinical funds, college assessments and donations	2018-2019
10	Renovation of D2-27 Clinic for new Master of Science in Operative Dentistry program.	Medium	\$300,000.00 Clinical funds	2018-2019

UFCD Project List

11	Expansion of existing simulation laboratory and adjoining wet lab space (D3-15 and D3-16). Replacement of dental simulators. Expansion of junior/senior lab (D3-31)	Medium	\$1,500,000.00	Instrument leasing, college assessments and clinical funds	2018-2019
12	Reconfiguration of classroom space in D3-21 following sim lab and junior/senior lab expansion	Medium	\$500,000.00	State funds, college assessments and clinical funds	2018-2019
13	DMD clinic renovations (D2-17, D2-19, D3-17 and D3-19) to include removal of center labs, replacement of ceiling electrical, furniture, fixtures, paint, wall treatment and flooring.	Medium	\$4,000,000.00	Clinical funds and possibly University capital funds	2019-2020
14	Off-site dental faculty practice (new facility) at alternate locations such as 39th Avenue and/or other UF Health locations	High	\$8,500,000.00	Clinical funds	2019-2020
15	Renovation of D3-30 for Clinic Administration offices/work space	Low	\$300,000.00	State funds, clinical funds, college assessments	2019-2020
16	Furniture and fixtures for new building as committed to in PECO request	Medium	\$2,000,000.00	Half from clinical funds and half from donations	2018-2021
			TOTAL	\$19,752,643.00	
			OUTSTANDING		
			Est. subtotal outstanding on clinical funds	\$14,161,263.50	
			TOTAL	\$1,459,160.80	
			COMPLETED		

Write-offs at Collections

- Purpose: Present a more realistic estimate of collectible A/R on the practice's financial statements
- Process: Write-off accounts at collections over 2.5 years old to bad debt to eliminate uncollectible A/R permanently.
- Continue to routinely write-off accounts at collections over 2.5 years old each year (prior to end of FY).

Client Performance Report As Of 07/03/2017
01-003179 FACULTY ASSOCIATES, INC.

Period	---Listed---		---Cancelled---			---Net Listed---		---Collections---			---Commissions---		---Remitted---	
	Number	Amount	Number	Amount	Adjusted	Number	Amount	This Month	To Date	Recovery	Fee Amount	Average Fee	Amount	Net Back
Jun-16	467	110,075	0	0	-50	467	110,025	453	9,264	8.42%	2,316	25.00%	6,948	6.31%
Jul-16	11	4,202	0	0	0	11	4,202	0	644	15.32%	161	25.00%	483	11.49%
Aug-16	8	1,316	0	0	0	8	1,316	0	105	7.98%	26	25.00%	79	5.98%
Sep-16	498	213,901	2	93	-505	496	213,303	479	8,196	3.84%	2,049	25.00%	6,147	2.88%
Oct-16	5	970	0	0	0	5	970	0	0	0.00%	0	0.00%	0	0.00%
Nov-16	50	22,465	0	0	0	50	22,465	0	722	3.21%	180	25.00%	541	2.41%
Dec-16	14	14,903	0	0	0	14	14,903	0	200	1.34%	50	25.00%	150	1.01%
Jan-17	206	60,037	0	0	0	206	60,037	171	5,170	8.61%	1,292	25.00%	3,877	6.46%
Feb-17	223	57,402	0	0	-25	223	57,377	43	2,508	4.37%	627	25.00%	1,881	3.28%
Mar-17	39	17,899	0	0	0	39	17,899	99	647	3.61%	162	25.00%	485	2.71%
Apr-17	95	80,127	0	0	-40	95	80,087	215	2,977	3.72%	744	25.00%	2,233	2.79%
May-17	381	118,041	0	0	0	381	118,041	2,110	3,912	3.31%	978	25.00%	2,934	2.49%
Jun-17	89	74,945	0	0	0	89	74,945	632	632	0.84%	158	25.00%	474	0.63%
Year To Date	1,033	408,451	0	0	-65	1,033	408,386	3,270	15,846	3.88%	3,961	25.00%	11,884	2.91%
Last Year	1,618	672,126	3	166	-531	1,615	671,429	1,083	33,277	4.96%	8,319	25.00%	24,958	3.72%
Two Years Ago	1,735	649,984	3	1,147	-471	1,732	648,366	830	36,215	5.59%	10,376	28.65%	25,838	3.99%
To Date	24,115	8,808,219	614	263,989	-26,392	23,501	8,517,838	431	699,787	8.22%	230,679	32.96%	469,107	5.51%

	Net from Collection Report thru June 30, 2017			\$7,818,051.00	
	Less Total Amount Written off to Bad Debt at Collections			(\$4,968,468.00)	
	Add back amount written off from prev collection Agency			\$568,604.00	
	Total at Credit Collections USA as of Jun 30, 2017			\$3,418,187.00	
Jan 2015 - Jun 2017	Less Collection Accounts 2.5 year old or newer			(\$1,642,843.00)	
	Bad Debt at Collections Writeoff for this period			\$1,775,344.00	(\$6,743,812.00)

Update on Easy Markit and Patient Access

Questions?