

Financial State of the School

School of Dentistry

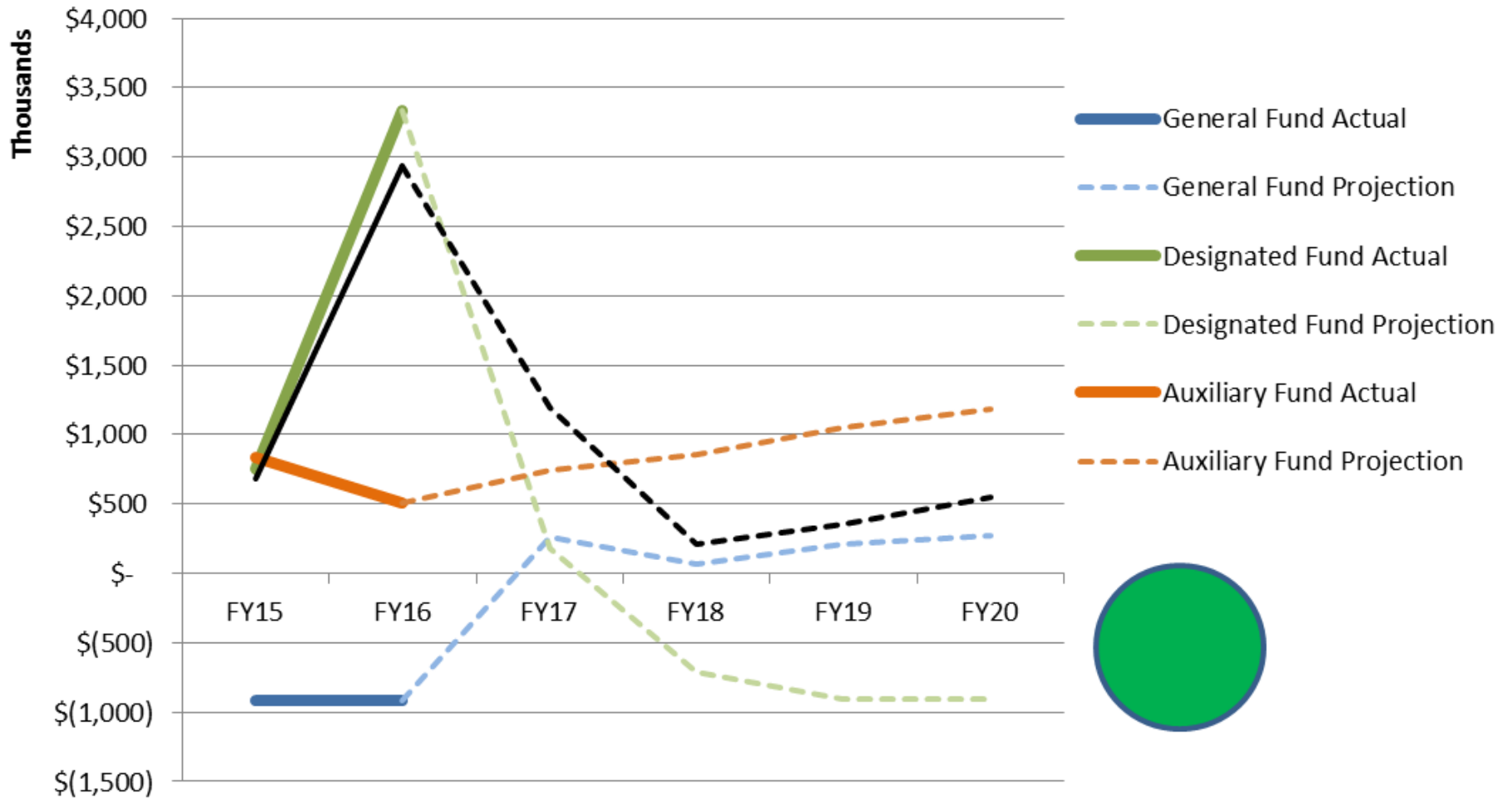
FY 2016



Key Messages




- The School is making great progress toward its overall financial plan.
- Our strength is in the level of our endowments and discretionary balances.
- Our key challenge is to make sure our revenues keep pace with our increasing expenses.

Unrestricted operating funds results and projections



The goal is to evaluate our progress in maintaining positive yearly financial results in general and unrestricted operating funds.














Student Enrollment

Program	FY2015	FY2016	FY2017 Goal
Hygiene - incoming	31	32 	32
Internationally trained dentists	16	20 	20
Oral Health Science PhD	2	2 	3

Goals for Clinic Operations

	<u>FY 15 actual</u>	<u>FY 16 Goal</u>	<u>FY 16 actual</u>	
<u>POM - Graduate</u>				
Revenues	1,062,557	1,094,434	983,706	
Expenses	801,850	809,869	722,922	
Net revenues	260,707	284,565	260,784	●
<u>BMS - Graduate</u>				
Revenues	1,236,211	1,273,297	1,193,259	
Expenses	930,171	902,266	949,634	
Net revenues	306,040	371,031	243,625	●
<u>CRSE - Graduate</u>				
Revenues	2,052,419	2,113,991	2,045,943	
Expenses	1,798,082	1,816,063	1,864,713	
Net revenues	254,337	297,928	181,230	●
<u>OPD - Graduate</u>				
Revenues	2,160,110	2,224,913	2,210,848	
Expenses	1,394,523	1,408,468	1,411,472	
Net revenues	765,587	816,445	799,376	●
<u>OPD - Predoctoral</u>				
Revenues	258,324	266,074	269,257	
Expenses	511,541	516,657	521,396	
Net revenues	(253,217)	(250,583)	(252,139)	●
<u>OMSHD- Predoctoral</u>				
Revenues	695,484	716,348	662,938	
Expenses	526,651	531,918	508,885	
Net revenues	168,833	184,430	154,052	●
<u>Predoectoral clinics</u>				
Revenues	4,050,229	4,171,736	4,459,122	
Expenses	5,907,598	5,966,674	6,036,563	
Net revenues	(1,857,369)	(1,794,938)	(1,577,441)	●











Two main clinic exception reports

<u>Unapproved treatments</u>	<u>FY 15</u>	<u>FY 16</u>	
Graduate Prosthodontics	141	29	
Pre-doctoral	105	82	
Graduate Periodontics	38	30	
Community Dental Clinic	0	1	
Oral Surgery	23	0	
Graduate Pediatrics	29	37	
Graduate Endodontics	20	3	
<u>Unapproved treatment notes</u>			
Graduate Periodontics	74	156	
DFA Periodontics	29	26	
Graduate Oral Surgery	70	1	
Pre-doctoral	45	70	
Graduate Endodontics	20	8	
Graduate Prosthodontics	22	62	

Cash as % of net charges

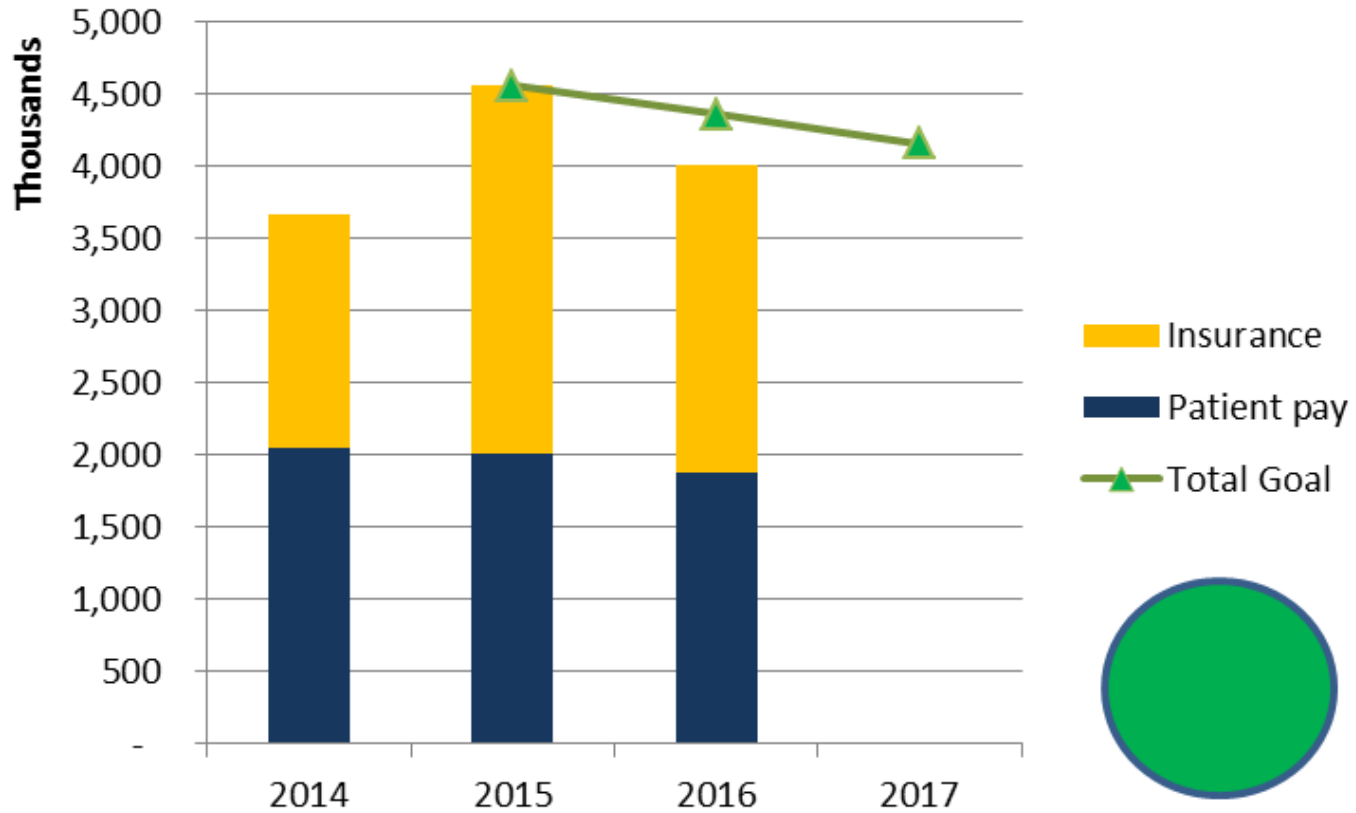
FY 14 results	<u>Graduate</u>	<u>Faculty practice</u>	<u>Predoctoral</u>
BMS	97.0%	105.0%	
CRSE	102.0%	101.0%	
OPD	98.0%	82.0%	
POM	98.0%	95.0%	
OMSHD		80.0%	
Pre-doctoral			99.8%

FY 15 results	<u>Graduate</u>	<u>Faculty practice</u>	<u>Predoctoral</u>
BMS	90.0%	87.0%	
CRSE	96.0%	97.0%	
OPD	97.0%	90.0%	
POM	98.0%	94.0%	
OMSHD		66.0%	
Pre-doctoral			96.7%

FY 16 results	<u>Graduate</u>	<u>Faculty practice</u>	<u>Predoctoral</u>
BMS	110.0% 	104.0% 	
CRSE	101.0% 	101.0% 	
OPD	96.0% 	93.0% 	
POM	103.0% 	90.0% 	
OMSHD		88.0% 	
Pre-doctoral			100.0% 







FY16 goal is 96%.

Accounts Receivable



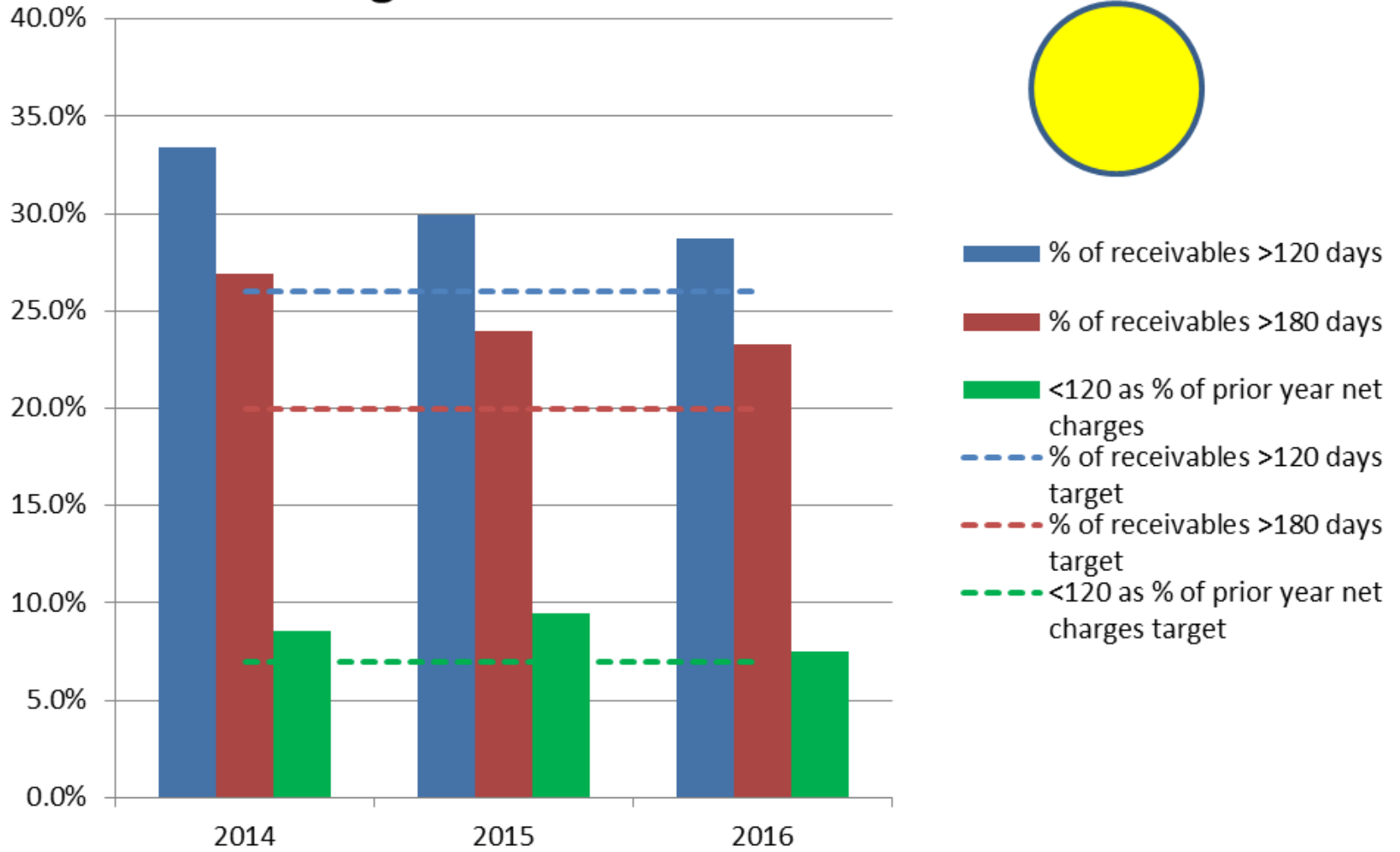
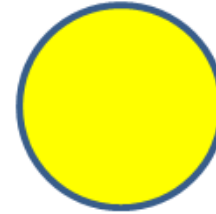
Receivables for the School to be \$200k lower each year

Charge-offs as % of net charges

	<u>Patient Goal</u>		<u>Insurance Goal</u>	
	Under 4%		Under 1.5%	
	<u>Patient</u>		<u>Insurance</u>	
2014	3.29%		1.62%	
2015	2.33%		2.69%	
2016	1.91%		3.11%	

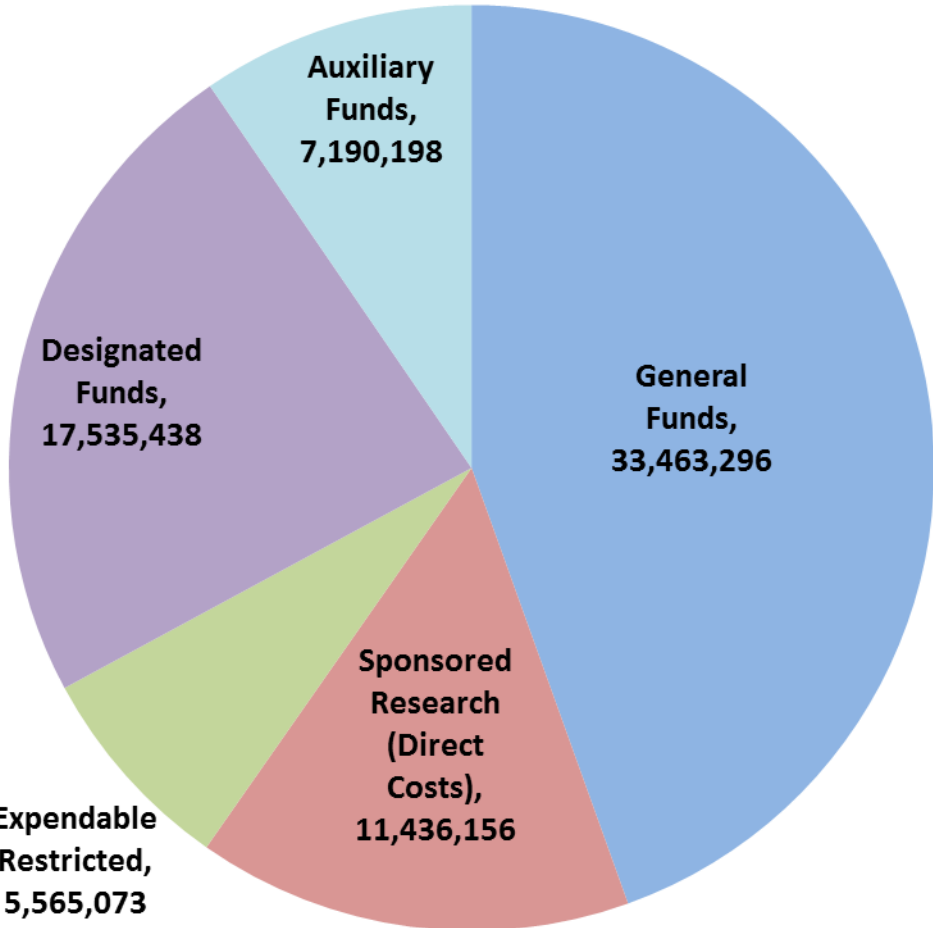
*Note: Overall goal of 5.5% was met.

Aged Accounts Receivable

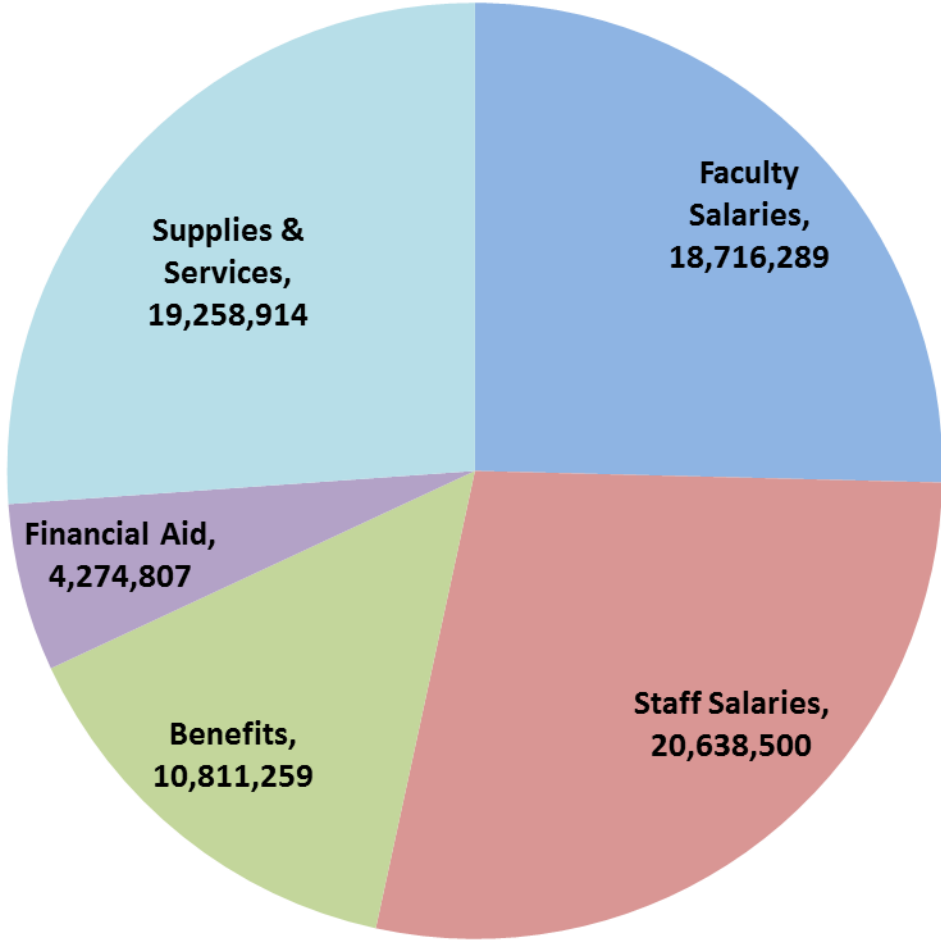


Breakdown of Sources and Uses of Funds

FY16 Revenues



FY16 Expenses



**The University of Michigan
School of Dentistry
Sources/Uses Report FY16
Operating Funds**

	General	Federal	Non-Federal	ERF-Gifts	Designated	Auxiliary	Oper Funds Total
Fund Balance Beginning of Year	3,393,992	167,199	553,244	12,896,789	2,984,831	4,542,673	24,538,728
Sources							
General Fund Appropriations	31,803,628	-	-	-	-	-	31,803,628
General Fund Transfers	1,172,826	-	-	-	-	-	1,172,826
Federal Grants/Contracts	-	13,891,965	-	-	-	-	13,891,965
Non-federal Grants/Contracts	-	-	1,808,201	-	-	-	1,808,201
Cost Sharing Transfers	-	-	-	-	-	-	-
Gifts	-	-	-	1,443,159	-	-	1,443,159
Endowment Distribution	-	-	-	3,553,961	466,667	4,563	4,025,190
Investment Distribution	10	-	-	83,828	6,047	6,385	96,269
Adj Pooled Endowment to Market	-	-	-	-	-	-	-
External Department Revenue	486,842	-	-	455	17,535,438	6,901,522	24,924,257
Internal Departmental Rebill	-	-	-	-	-	288,676	288,676
Total Sources	33,463,305	13,891,965	1,808,201	5,081,403	18,008,152	7,201,146	79,454,171
Uses							
Faculty Salaries	13,003,334	1,564,283	320,728	840,927	766,371	1,167,779	17,663,423
Research Faculty	81,972	738,018	5,410	54,300	18,229	-	897,928
GSA Salaries	26,365	123,957	4,449	(9,486)	9,652	-	154,938
Staff Salaries	9,757,899	1,943,820	223,252	542,643	6,192,330	1,978,556	20,638,500
Fringe Benefits	5,866,596	1,268,223	133,123	326,814	2,237,850	978,653	10,811,259
Tuition Grants	5,518	48,011	-	-	5,518	-	59,047
Graduate Aid	842,599	719,254	-	1,543,749	1,088,352	20,000	4,213,955
Undergraduate Aid	1,103	-	-	703	-	-	1,806
Supplies	1,289,992	1,833,367	347,726	174,780	589,808	102,089	4,337,762
Travel/Transportation	413,101	144,906	27,957	252,461	968,966	180,794	1,988,186
Internal and External Services	614,813	218,480	29,105	134,529	450,848	134,396	1,582,172
Subcontracts Over 25K	-	1,185,397	55,963	-	-	-	1,241,360
Bad Debts	-	-	-	-	348,238	557,909	906,147
Lab/Medical/Clinic Supplies	311,283	44,653	44,683	17,493	3,062,176	149,982	3,630,269
Miscellaneous Expenses	1,966,079	169,811	22,069	215,065	1,872,486	614,446	4,859,956
Commercial Dental Lab	4,261	-	-	1,523	1,629,922	340,979	1,976,685
Memberships & Dues/License	118,852	(450)	297	20,936	83,022	59,840	282,497
Insurance Expenses	98,243	-	-	-	500	31,899	130,641
Communications/Computing	357,728	182	25	1,072	11,226	2,026	372,259
Maintenance/Renovation	660,313	-	-	42,907	48,440	136,201	887,861
Travel/Hosting	53,461	140	-	19,229	129,974	3,055	205,859
Other Expenses	673,223	169,939	21,747	129,397	(30,598)	40,447	1,004,154
Inventory Acquisitions	-	-	-	-	(3,822)	-	(3,822)
Equipment	188,511	106,000	-	-	149,987	272,386	716,884
Operating Subtotal	34,369,164	10,108,180	1,214,466	4,093,979	17,756,990	6,156,990	73,699,769
Indirect Cost	-	3,969,705	294,305	-	-	-	4,264,010
Transfers to Construction	(36)	-	-	(11,926)	(183,333)	-	(195,295)
Net Transfers	6,803	(83,032)	22,141	(116,990)	(2,899,880)	535,685	(2,535,272)
Total Uses	34,375,931	13,994,852	1,530,912	3,965,063	14,673,778	6,692,676	75,233,211
Net Change	(912,626)	(102,888)	277,290	1,116,340	3,334,374	508,470	4,220,960
FUND BALANCE	2,481,366	64,312	830,534	14,013,129	6,319,205	5,051,143	28,759,688

This report shows the sources and uses of the School of Dentistry operating funds for FY16. Operating funds include restricted Federal and Non-Federal sponsored funds and ERF-Gift fund. General fund revenue sources are tuition and fees, indirect cost recovery, and Provost's allocation. The sources of revenue in the Designated fund are student clinics and student instrument and course fees. The source of revenue for the Auxiliary fund is the faculty clinic.

**The University of Michigan - School of Dentistry
All Funds Report, Including Sponsored Grants**

	FY02	FY03 **	FY04	FY05	FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16
Fund Balance, Start of Year	9,865,593	5,601,152	12,380,885	10,061,315	13,964,355	18,905,198	18,306,160	22,503,701	21,913,176	22,390,198	22,690,907	23,747,080	23,858,260	24,659,495	24,538,728
Sources															
General Fund Appropriations	23,174,281	23,341,459	23,594,805	24,465,884	25,486,836	26,448,028	27,858,639	27,568,061	29,459,164	30,191,734	29,957,046	30,626,505	31,524,830	31,247,292	31,803,628
General Fund Transfers	(148,978)	557,304	1,845,656	2,132,879	2,100,481	1,296,483	1,917,118	1,550,705	2,313,362	1,099,499	715,020	791,490	1,048,291	513,800	1,172,826
Federal Grants/Contracts	9,549,364	14,439,012	14,313,443	17,522,503	17,240,292	13,586,483	13,394,218	15,503,771	17,175,170	17,269,480	16,175,669	16,039,427	15,584,495	14,778,234	13,891,965
Non-federal Grants/Contracts	664,492	757,641	870,666	1,433,481	996,046	1,092,866	1,715,193	1,410,928	1,392,275	1,610,920	2,176,430	2,655,171	2,128,577	2,054,761	1,808,201
Cost Sharing Transfers	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Gifts	1,528,290	1,430,766	1,286,076	1,744,051	1,685,198	1,793,640	1,833,241	1,463,380	936,831	1,394,285	1,210,113	917,646	1,851,487	1,435,918	1,443,159
Endowment Distribution	997,245	1,494,478	1,687,363	1,717,335	1,839,892	2,046,105	2,419,381	2,324,667	2,566,909	2,923,823	3,322,770	3,573,502	3,632,528	3,599,550	4,025,190
Investment Distribution	215,221	227,438	117,386	185,013	454,097	804,925	595,221	189,664	50,375	92,346	88,022	91,694	33,712	82,491	96,269
Adj Pooled Endowment to Market	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
External Department Revenue	16,698,651	14,021,550	15,504,742	18,256,517	21,850,795	17,557,184	21,588,798	21,623,320	23,264,224	22,843,148	22,964,257	22,363,540	23,692,653	24,434,391	24,924,257
Internal Departmental Rebill	918,203	984,926	890,690	935,817	1,040,383	1,051,827	359,076	389,051	419,096	442,479	307,189	284,061	318,196	358,093	288,676
Total Sources	53,596,770	57,254,574	60,110,827	68,393,481	72,694,020	65,677,240	71,680,887	72,023,547	77,577,405	77,867,715	76,916,516	77,343,036	79,814,769	78,504,529	79,454,171
Uses															
Faculty Salaries	13,143,302	13,567,148	13,753,715	14,495,447	15,226,448	15,226,971	15,002,784	15,647,186	16,247,302	16,135,922	17,170,932	17,175,313	17,902,141	17,915,881	17,663,423
Research Faculty	338,678	550,931	742,053	767,940	777,811	823,507	752,386	735,144	1,048,248	1,150,865	1,151,879	927,963	856,882	941,422	897,928
GSA Salaries	125,883	165,392	300,988	253,474	268,415	344,600	319,926	318,136	238,515	288,756	328,756	326,313	387,432	317,790	154,938
Staff Salaries	13,317,757	14,524,335	15,124,677	16,136,995	17,202,452	17,395,638	17,942,874	19,335,781	19,725,405	19,952,563	19,977,400	20,120,894	20,559,051	20,252,221	20,638,500
Fringe Benefits	6,513,949	7,272,286	7,995,333	8,517,648	8,865,089	8,983,133	9,144,386	9,771,372	10,280,137	10,204,814	10,378,836	10,601,439	10,655,938	10,681,081	10,811,259
Tuition Grants	78,430	154,966	251,475	158,744	169,249	211,078	175,116	204,854	157,767	263,514	205,778	231,063	224,173	144,233	59,047
Scholarships/Fellowships	2,938,530	3,355,307	3,449,621	3,545,516	3,700,794	4,182,520	3,829,469	4,201,096	4,360,688	5,399,679	4,794,852	3,954,003	4,243,579	4,079,411	4,215,761
Supplies	2,843,311	3,005,597	3,434,200	3,528,652	3,474,935	3,465,155	3,413,484	4,152,802	4,171,682	5,227,705	4,391,920	4,322,762	4,350,634	3,958,978	4,337,762
Travel/Transportation	911,558	1,124,249	1,121,709	1,148,235	1,230,429	1,216,277	1,233,590	1,370,933	1,253,572	1,722,927	1,787,146	1,896,986	1,891,852	1,767,498	1,988,186
Internal and External Services	1,573,930	1,970,854	1,762,212	2,351,941	2,246,367	2,327,976	2,027,599	2,045,933	2,530,204	1,806,631	1,833,175	2,042,105	2,035,953	1,807,476	1,582,172
Subcontracts Over 25K	283,371	285,128	255,527	309,330	159,542	334,709	416,470	418,951	134,104	439,487	160,473	525,552	1,116,314	1,996,174	1,241,360
Bad Debts	1,336,006	1,305,554	2,888,112	1,384,011	1,873,907	(287,301)	943,869	560,106	1,409,997	990,987	1,047,860	1,119,610	791,316	899,067	906,147
Clinic Expenses	4,161,278	4,375,955	3,891,303	3,129,307	3,985,151	3,855,091	3,328,167	3,339,243	3,492,038	3,750,125	3,803,986	3,722,344	4,252,830	4,116,179	3,630,269
Miscellaneous Expenses	3,205,809	2,731,564	2,623,367	3,666,699	3,643,316	3,518,860	3,962,590	4,373,144	4,696,409	4,223,557	3,991,580	4,617,621	4,323,696	4,426,679	4,859,956
<i>Commercial Dental Lab</i>	-	-	-	<i>1,147,340</i>	<i>943,767</i>	<i>1,036,892</i>	<i>1,617,301</i>	<i>1,669,246</i>	<i>1,706,855</i>	<i>1,440,986</i>	<i>1,511,331</i>	<i>1,551,933</i>	<i>1,562,286</i>	<i>1,611,898</i>	<i>1,976,685</i>
<i>Memberships & Dues/Licenses</i>	-	-	-	<i>172,249</i>	<i>214,455</i>	<i>266,305</i>	<i>258,056</i>	<i>251,879</i>	<i>243,660</i>	<i>208,486</i>	<i>253,806</i>	<i>214,920</i>	<i>242,894</i>	<i>240,502</i>	<i>282,497</i>
<i>Insurance Expenses</i>	-	-	-	<i>68,053</i>	<i>166,023</i>	<i>143,688</i>	<i>167,772</i>	<i>155,512</i>	<i>245,628</i>	<i>204,974</i>	<i>290,198</i>	<i>418,492</i>	<i>257,152</i>	<i>195,209</i>	<i>130,641</i>
<i>Communications/Computing</i>	-	-	-	<i>178,747</i>	<i>239,222</i>	<i>233,078</i>	<i>240,706</i>	<i>271,428</i>	<i>304,138</i>	<i>448,835</i>	<i>460,328</i>	<i>487,906</i>	<i>427,484</i>	<i>466,853</i>	<i>372,259</i>
<i>Maintenance/Renovation</i>	-	-	-	<i>636,881</i>	<i>711,344</i>	<i>532,877</i>	<i>535,046</i>	<i>542,821</i>	<i>601,710</i>	<i>567,685</i>	<i>512,010</i>	<i>676,459</i>	<i>824,925</i>	<i>835,285</i>	<i>887,861</i>
<i>Travel/Hosting</i>	-	-	-	<i>201,319</i>	<i>168,435</i>	<i>207,822</i>	<i>148,408</i>	<i>248,868</i>	<i>260,685</i>	<i>215,665</i>	<i>194,246</i>	<i>309,696</i>	<i>182,067</i>	<i>228,347</i>	<i>205,859</i>
<i>Other Expenses</i>	-	-	-	<i>1,262,109</i>	<i>1,200,070</i>	<i>1,098,199</i>	<i>995,302</i>	<i>1,233,390</i>	<i>1,333,732</i>	<i>1,136,927</i>	<i>769,661</i>	<i>958,215</i>	<i>826,888</i>	<i>848,585</i>	<i>1,004,154</i>
Inventory Acquisitions	-	-	-	-	-	19,423	(2,759)	8,012	2,939	1,641	21,303	(658)	(8,413)	3,642	(3,822)
Equipment	478,706	402,383	367,701	361,679	344,849	129,822	309,285	333,752	1,179,369	755,660	193,575	394,309	147,601	241,122	716,884
Operating Expenses Subtotal	51,250,497	54,791,651	57,961,992	59,755,617	63,168,754	61,747,518	62,799,237	66,816,445	70,928,377	72,284,811	71,199,450	71,977,619	73,840,978	73,552,854	73,699,770
Indirect Cost	2,835,737	3,596,261	3,682,000	4,753,642	5,208,567	4,604,476	4,086,573	4,715,239	5,602,795	5,277,835	4,879,983	5,291,003	4,810,718	4,489,849	4,264,010
Transfers to Construction	3,301,303	3,423,829	1,002,737	371,085	(4,973)	(412,685)	65,000	110,581	30,000	50,896	14,409	27,694	258,790	575,388	(195,295)
Net Transfers	(55,256)	(11,336,900)	(216,333)	(389,903)	(619,171)	336,968	532,536	971,806	539,211	(46,535)	(295,954)	(64,461)	103,048	7,206	(2,535,272)
Total Uses	57,332,281	50,474,841	62,430,396	64,490,441	67,753,177	66,276,278	67,483,346	72,614,071	77,100,384	77,567,007	75,797,888	77,231,856	79,013,533	78,625,297	75,233,212
Net Change	(3,735,510)	6,779,733	(2,319,570)	3,903,040	4,940,842	(599,037)	4,197,540	(590,524)	477,022	300,708	1,118,628	111,180	801,235	(120,768)	4,220,959
Fund Balance	6,130,083	12,380,885	10,061,315	13,964,355	18,905,198	18,306,160	22,503,701	21,913,176	22,390,198	22,690,906	23,808,260	23,858,260	24,659,495	24,538,728	28,759,687
Fund Balances by Fund Type															
General Funds	(1,388,047)	348,052	(307,210)	902,255	2,311,880	1,017,372	1,822,891	1,162,886	3,060,498	2,794,699	2,128,794	3,210,046	4,305,441	3,393,992	2,481,366
Federal Cont & Grants	(284,987)	(395,936)	176,843	945,956	161,974	187,418	278,896	565,700	(366,935)	(638,837)	(9,708)	73,702	335,218	167,199	64,312
Non-Fed Cont & Grants	351,179	(42,733)	270,770	835,685	719,843	441,798	811,762	574,011	318,740	565,619	898,373	987,634	590,254	553,244	830,534
Gifts, Endowed Distrib.	586,094	6,560,520	6,728,830	7,256,185	8,926,983	10,186,159	12,630,308	12,405,659	12,355,297	13,211,696	13,734,098	13,254,544	13,489,487	12,896,789	14,013,129
Designated Funds	4,842,095	3,158,025	578,872	1,568,168	2,854,248	3,295,241	2,989,883	2,716,327	2,616,989	2,223,084	2,026,145	1,715,682	2,236,413	2,984,831	6,319,205
Auxiliary, Fac Practice	2,023,749	2,752,958	2,613,210	2,456,107	3,930,270	3,178,172	3,969,962	4,488,593	4,405,608	4,534,646	4,969,377	4,616,743	3,702,682	4,542,673	5,051,143
Total	6,130,084	12,380,885	10,061,315	13,964,355	18,905,198	18,306,161	22,503,701	21,913,176	22,390,198	22,690,906	23,747,080	23,858,260	24,659,495	24,538,728	28,759,689

This table presents sources and uses of funds for all operating funds for all Dentistry departments combined

The University of Michigan - School of Dentistry

All Funds within Academic Departments

	FY02	FY03 **	FY04	FY05	FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16
Fund Balance, Start of Year	6,392,532	6,446,281	7,308,984	8,683,947	11,703,926	13,012,848	14,063,886	16,319,064	14,391,589	12,955,073	12,567,770	13,242,046	12,934,234	12,323,104	9,984,550
Sources															
General Fund Appropriations	10,523,934	10,966,130	13,252,738	13,383,549	13,836,494	15,150,445	15,340,496	15,459,879	14,931,845	15,447,237	15,932,073	16,212,594	16,710,377	16,710,377	16,693,461
General Fund Transfers	6,000,297	7,067,053	4,022,683	4,182,809	4,751,232	482,923	(143,136)	(1,092,948)	373,707	2,885,886	2,817,173	1,034,429	1,418,881	1,307,277	3,210,878
Federal Grants/Contracts	9,440,971	12,087,426	12,554,037	15,234,069	14,475,840	13,695,900	12,578,927	13,506,178	15,794,724	15,681,511	15,116,925	15,072,002	14,718,419	14,122,213	13,247,896
Non-federal Grants/Contracts	597,289	717,112	717,867	1,194,055	747,020	858,484	1,439,106	893,516	1,442,673	1,619,445	2,141,264	2,587,336	2,069,158	2,060,746	1,737,144
Cost Sharing Transfers	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Gifts	867,083	884,461	849,995	963,878	953,720	1,017,223	676,845	640,194	308,562	586,885	346,626	261,037	443,522	230,518	386,513
Endowment Distribution	122,201	463,824	582,259	631,017	667,900	663,820	676,416	760,055	763,578	780,663	608,658	637,499	661,307	663,250	887,612
Investment Distribution	159,322	71,805	62,002	53,928	114,096	270,154	475,715	393,531	108,455	17,009	1,175	26,543	10,504	5,290	6,506
Adj Pooled Endowment to Market	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
External Department Revenue	4,672,938	718,140	8,507,199	9,329,329	10,321,856	10,902,406	10,914,420	11,531,766	11,956,355	11,936,300	11,654,414	11,942,275	12,929,431	12,693,957	14,127,366
Internal Departmental Rebill	140,427	358,396	238,577	254,171	172,324	146,400	151,503	183,470	180,000	180,000	15,375	-	-	-	-
Total Sources	32,524,462	33,334,347	40,787,358	45,226,805	46,040,485	43,187,756	42,110,292	42,221,641	45,859,898	49,134,936	48,633,683	47,773,715	48,961,600	47,793,628	50,297,376
Uses															
Faculty Salaries	12,618,228	13,029,924	12,907,404	13,556,342	14,641,156	14,798,593	14,707,917	14,693,636	15,346,106	15,764,681	16,835,032	16,899,589	17,696,366	17,811,319	17,368,937
Research Faculty	324,012	535,988	711,424	721,182	730,117	807,093	735,480	665,693	927,701	1,062,423	1,071,673	927,663	856,882	941,422	897,928
GSA Salaries	125,883	165,392	284,588	250,194	268,415	340,734	300,927	294,167	217,788	258,733	288,756	326,313	387,432	317,790	154,938
Staff Salaries	6,533,427	7,412,859	7,742,095	8,387,772	8,809,732	8,617,811	8,750,498	9,423,070	9,749,836	9,102,823	8,184,736	8,064,886	8,156,266	7,843,975	7,953,569
Fringe Benefits	4,475,659	5,034,979	5,451,286	5,817,775	6,169,615	6,187,792	6,243,879	6,449,450	6,845,198	6,650,539	6,579,885	6,752,011	6,864,308	6,806,165	6,802,915
Tuition Grants	59,311	98,334	140,793	118,451	133,198	178,440	145,951	180,871	139,709	151,436	150,734	172,653	198,817	142,510	59,047
Scholarships/Fellowships	938,805	1,173,263	999,653	971,941	1,058,308	1,108,985	1,098,651	1,126,705	1,128,822	1,320,017	1,361,084	1,309,882	1,348,937	1,215,518	1,368,006
Supplies	2,074,723	2,619,182	2,750,324	3,032,327	2,838,246	2,641,741	2,727,141	3,168,796	3,310,508	4,041,952	3,632,049	3,479,374	3,417,974	3,238,903	3,289,181
Travel/Transportation	513,435	716,526	698,208	720,660	798,328	798,418	717,996	884,829	705,637	988,816	882,543	938,502	835,489	864,506	949,511
Internal and External Services	615,177	828,160	978,992	1,290,440	1,252,700	1,481,513	1,129,732	1,146,089	1,370,795	668,596	867,810	925,615	875,403	788,464	740,514
Subcontracts Over 25K	283,371	285,128	255,527	309,330	159,542	334,709	416,470	418,951	108,104	439,487	160,473	525,552	1,116,314	1,996,174	1,241,360
Bad Debts	713,590	-	-	-	(75,807)	(101)	-	-	-	-	-	-	-	-	-
Clinic Expenses	1,502,844	1,793,162	1,437,822	1,229,416	1,441,016	1,459,321	1,379,621	1,400,438	1,683,652	1,545,824	1,860,148	1,806,700	1,814,187	1,588,613	1,469,311
Miscellaneous Expenses	949,058	1,489,756	1,449,049	1,764,214	1,801,415	1,857,094	2,647,099	3,087,970	3,032,081	2,707,364	2,711,310	3,121,510	3,273,800	3,618,050	3,613,864
<i>Commercial Dental Lab</i>	-	-	-	448,787	376,829	478,409	747,366	850,195	868,283	776,424	869,052	948,987	933,381	1,015,314	1,191,815
<i>Memberships & Dues/Licenses</i>	-	-	-	111,077	118,503	127,718	134,720	140,728	160,253	138,230	142,342	133,863	139,248	147,868	171,513
<i>Insurance Expenses</i>	-	-	-	(2,850)	-	500	(74)	-	-	-	(1,485)	-	-	500	-
<i>Communications/Computing</i>	-	-	-	65,727	76,185	78,160	102,758	110,073	137,777	(121,868)	4,531	4,393	4,980	6,489	8,046
<i>Maintenance/Renovation</i>	-	-	-	77,010	148,551	144,438	124,259	112,559	96,550	113,659	98,370	126,498	106,868	25,182	106,868
<i>Travel/Hosting</i>	-	-	-	106,445	33,940	115,811	57,946	127,327	136,496	124,592	62,446	135,906	60,731	128,802	91,594
<i>Other Expenses</i>	-	-	-	958,018	1,047,407	979,216	1,459,945	1,735,387	1,616,712	1,693,436	1,520,765	1,799,991	2,008,963	2,212,210	2,125,714
Equipment	478,706	402,058	321,042	361,203	337,995	76,045	223,295	331,457	684,419	245,130	162,011	190,609	121,837	110,903	348,339
Operating Expenses Subtotal	32,206,229	35,584,713	36,128,206	38,531,248	40,363,977	40,688,187	41,224,666	43,272,120	45,250,356	44,947,820	44,748,244	45,441,159	46,964,013	47,284,314	46,257,419
Indirect Cost	2,808,824	3,576,464	3,626,519	4,670,586	5,012,391	4,473,264	4,076,638	4,553,797	5,351,804	5,210,984	4,821,839	5,231,178	4,767,103	4,449,399	4,232,516
Transfers to Construction	30,000	207,278	10,958	(43,045)	-	-	65,000	-	-	-	-	-	-	490,000	(183,333)
Net Transfers	(3,089,063)	(6,896,811)	(353,288)	(951,962)	(644,804)	(3,024,733)	(5,511,191)	(3,674,381)	(3,305,747)	(636,565)	(1,673,131)	(2,590,810)	(2,158,387)	(2,091,530)	(3,931,291)
Total Uses	31,955,990	32,471,643	39,412,395	42,206,826	44,731,564	42,136,718	39,855,113	44,149,116	47,296,413	49,522,238	47,896,952	48,081,528	49,572,729	50,132,183	46,375,311
Net Change	568,472	862,703	1,374,963	3,019,979	1,308,922	1,051,038	2,255,179	(1,927,475)	(1,436,515)	(387,303)	736,731	(307,812)	(611,129)	(2,338,555)	3,922,065
Fund Balance	6,961,004	7,308,984	8,683,947	11,703,926	13,012,848	14,063,886	16,319,064	14,391,589	12,955,073	12,567,770	13,304,501	12,934,234	12,323,104	9,984,550	13,906,615
Fund Balances by Fund Type															
General Funds	1,142,250	2,063,884	1,637,001	2,690,991	3,604,528	3,331,077	2,959,159	1,488,660	703,480	434,540	401,341	287,161	(203,964)	(859,917)	(125,533)
Federal Cont & Grants	(44,321)	(98,591)	540,077	954,439	170,552	349,053	327,787	(225,907)	(366,935)	(638,837)	(498)	73,702	335,218	167,199	104,067
Non-Fed Cont & Grants	347,459	(42,733)	155,684	683,635	663,160	428,944	673,002	220,353	226,338	562,147	881,446	952,816	531,598	553,363	805,984
Gifts, Endow. Distrib.	1,835,590	3,769,231	3,805,615	4,022,941	4,055,967	4,742,755	6,162,398	6,623,519	6,014,961	6,044,265	5,464,249	5,091,292	4,982,800	4,288,363	4,567,268
Designated Funds	885,991	616,107	1,419,547	2,450,777	3,137,042	3,362,208	4,332,381	4,351,074	4,504,637	4,016,116	4,442,015	4,672,892	5,351,521	3,821,417	6,182,511
Auxiliary, Fac Practice	2,793,955	1,001,085	1,126,023	901,843	1,381,599	1,649,849	1,864,336	1,933,889	1,872,592	2,149,540	2,053,493	1,856,371	1,325,930	2,014,125	2,372,319
Total	6,961,004	7,308,984	8,683,947	11,703,926	13,012,848	14,063,886	16,319,064	14,391,589	12,955,073	12,567,771	13,242,046	12,934,234	12,323,104	9,984,550	13,906,615

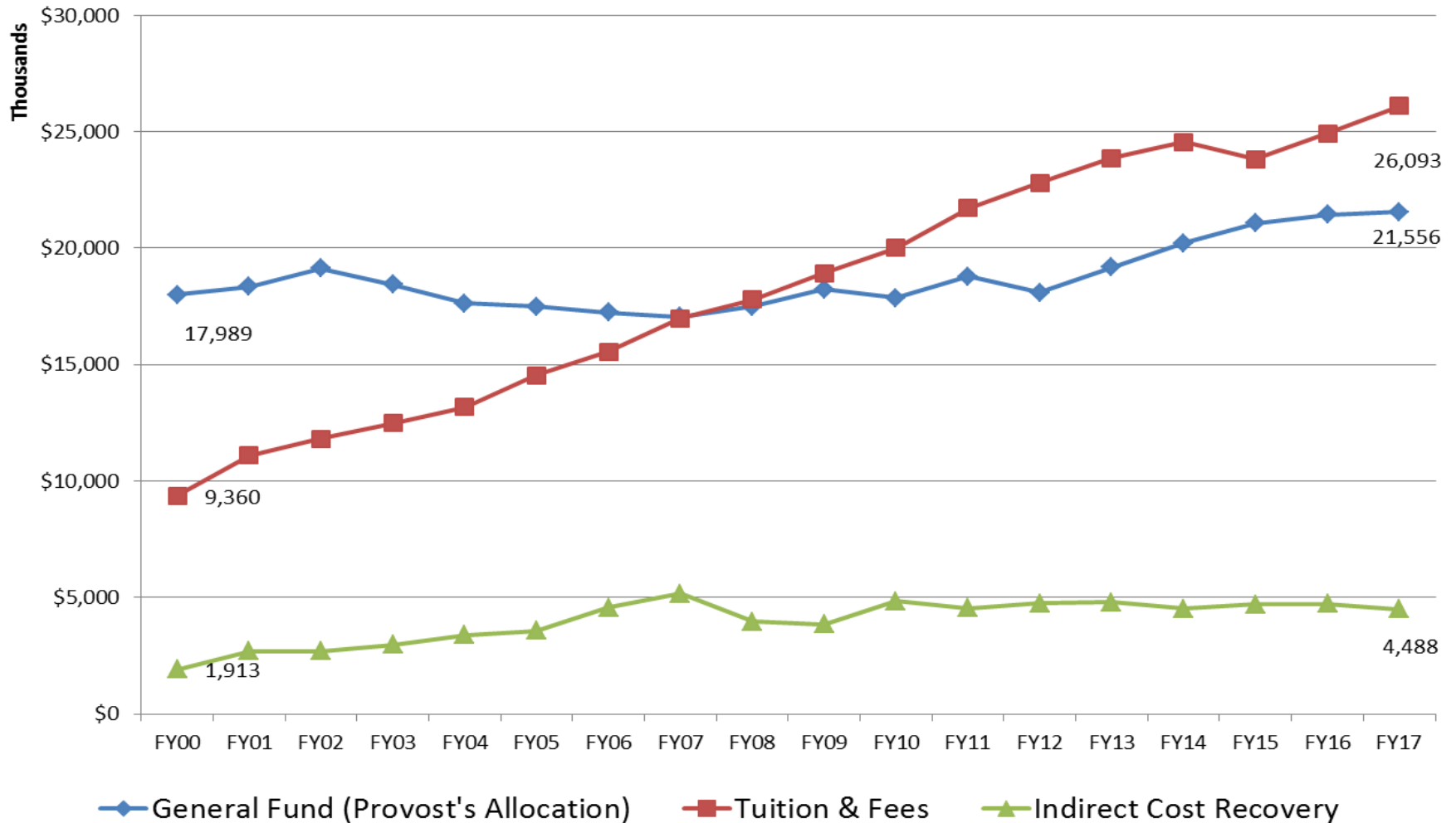
School of Dentistry academic departments are Biologic and Materials Sciences, Cariology Restorative Sciences & Endodontics, Orthodontics & Pediatrics, Oral & Maxillofacial Surgery and Hospital Dentistry, and Periodontics and Oral Medicine. Sources and uses are presented with ending fund balances for all academic operating funds.

The University of Michigan - School of Dentistry
All Funds within Administrative Departments

	FY02	FY03 **	FY04	FY05	FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16
Fund Balance, Start of Year	3,473,062	(845,129)	5,071,901	1,377,368	2,260,429	5,892,350	4,242,275	6,184,637	7,521,588	9,435,125	10,123,136	10,505,034	10,924,027	12,336,391	14,554,178
Sources															
General Fund Appropriations	12,650,347	12,375,329	10,342,067	11,082,335	11,650,342	11,297,583	12,518,143	12,108,182	14,527,319	14,744,497	14,024,973	14,413,911	14,814,453	14,536,915	15,110,167
General Fund Transfers	(6,149,275)	(6,509,749)	(2,177,026)	(2,049,930)	(2,650,751)	813,560	2,060,254	2,643,653	1,939,655	(1,786,387)	(2,102,153)	(242,940)	(370,590)	(793,477)	(2,038,052)
Federal Grants/Contracts	108,394	2,351,586	1,759,406	2,288,434	2,764,452	(109,118)	815,291	1,997,592	1,380,447	1,587,969	1,058,745	967,426	866,076	656,020	644,068
Non-federal Grants/Contracts	67,202	40,529	152,799	239,426	249,026	234,382	276,088	517,412	(50,398)	(8,525)	35,166	67,835	59,418	(5,985)	71,057
Gifts	661,208	546,305	436,080	780,173	731,478	776,417	1,156,396	823,186	628,269	807,400	863,487	656,608	1,407,965	1,205,400	1,056,646
Endowment Distribution	875,044	1,030,654	1,105,103	1,086,318	1,171,989	1,382,285	1,742,966	1,618,613	1,803,331	2,143,160	2,714,112	2,936,003	2,971,221	2,936,301	3,137,578
Investment Distribution	55,899	155,633	55,383	131,085	340,001	534,770	119,506	(203,867)	(58,080)	75,337	86,847	65,151	23,209	77,201	89,764
External Department Revenue	12,025,714	13,303,410	6,997,543	8,927,188	11,528,939	6,654,777	10,674,378	10,091,554	11,307,689	10,906,849	11,309,842	10,421,266	10,763,222	11,740,434	10,796,891
Internal Departmental Rebill	777,776	626,530	652,113	681,646	868,059	905,427	207,574	205,581	239,096	262,479	291,814	284,061	318,196	358,093	288,676
Total Sources	21,072,308	23,920,228	19,323,469	23,166,676	26,653,534	22,489,484	29,570,595	29,801,905	31,717,508	28,732,779	28,282,833	29,569,321	30,853,169	30,710,901	29,156,795
Uses															
Faculty Salaries	525,074	537,223	846,311	939,105	585,291	428,378	294,867	953,551	901,197	371,241	335,899	275,724	205,775	104,562	294,486
Research Faculty	14,666	14,943	30,629	46,758	47,694	16,414	16,906	69,451	120,546	88,442	80,206	-	-	-	-
GSA Salaries	-	-	16,400	3,280	-	3,866	18,999	23,969	20,728	-	-	-	-	-	-
Staff Salaries	6,784,330	7,111,476	7,382,581	7,749,222	8,392,719	8,777,826	9,192,376	9,912,711	9,975,569	10,849,741	11,792,663	12,056,008	12,402,785	12,408,246	12,684,931
Fringe Benefits	2,038,290	2,237,307	2,544,048	2,699,872	2,695,474	2,795,390	2,900,507	3,321,923	3,434,939	3,554,275	3,798,951	3,849,428	3,901,630	3,878,916	4,008,344
Tuition Grants	19,119	56,632	110,681	36,051	36,051	32,638	29,155	23,983	18,058	112,078	58,411	55,041	55,041	1,235	-
Scholarships/Fellowships	1,999,725	2,182,044	2,449,968	2,573,576	2,642,486	3,073,535	2,730,818	3,074,391	3,231,866	4,079,662	3,433,768	2,644,121	2,894,641	2,863,893	2,847,755
Supplies	768,588	386,415	683,877	496,325	636,690	823,414	686,343	984,006	861,174	1,185,753	759,870	843,388	932,660	720,076	1,048,581
Travel/Transportation	398,123	407,723	423,501	427,575	432,101	417,859	515,594	486,105	547,935	734,111	904,603	958,484	1,056,363	902,992	1,038,675
Internal and External Services	958,753	1,142,694	783,220	1,061,501	993,667	846,473	897,867	899,844	1,185,410	1,138,035	965,365	1,116,490	1,160,551	1,019,012	841,658
Bad Debts	622,416	1,305,554	2,888,112	1,384,011	1,949,714	(287,199)	943,869	560,106	1,409,997	990,987	1,047,860	1,119,610	791,316	899,067	906,147
Clinic Expenses	2,658,434	2,582,794	2,453,481	1,899,891	2,544,135	2,395,770	1,948,509	1,938,805	2,204,301	1,943,838	1,915,644	2,438,642	2,527,565	2,160,958	2,166,958
Miscellaneous Expenses	2,256,751	1,241,808	1,174,318	1,902,485	1,841,902	1,661,767	1,315,491	1,285,174	1,664,328	1,516,193	1,280,270	1,496,111	1,049,895	808,628	1,246,093
<i>Commercial Dental Lab</i>	-	-	-	698,554	566,938	558,484	869,932	819,050	688,526	664,279	642,279	628,906	628,906	596,585	784,870
<i>Memberships & Dues/Licenses</i>	-	-	-	61,173	95,952	138,586	123,336	111,151	83,407	70,256	111,464	81,057	103,647	92,633	110,984
<i>Insurance Expenses</i>	-	-	-	70,903	166,023	143,188	167,845	155,512	245,628	204,974	291,683	418,492	257,152	194,709	130,641
<i>Communications/Computing</i>	-	-	-	113,020	163,037	154,918	137,948	161,355	166,361	570,703	455,797	483,513	422,504	460,364	364,213
<i>Maintenance/Renovation</i>	-	-	-	559,871	562,793	455,596	390,608	418,562	489,151	471,135	398,350	578,088	698,426	728,417	862,679
<i>Travel/Hosting</i>	-	-	-	94,874	134,495	92,012	90,462	121,541	124,189	91,073	131,800	173,790	121,335	99,545	114,265
<i>Other Expenses</i>	-	-	-	304,091	152,664	118,983	(464,644)	(501,997)	(282,980)	(556,509)	(751,104)	(841,776)	(1,182,075)	(1,363,625)	(1,121,560)
Inventory Acquisitions	-	-	-	-	-	19,423	(2,722)	8,012	2,939	1,641	21,303	(658)	(8,413)	3,642	(3,822)
Equipment	-	325	46,659	476	6,854	53,777	85,990	2,295	494,950	510,530	31,564	203,700	25,764	130,219	368,546
Operating Expenses Subtotal	19,044,268	19,206,938	21,833,786	21,224,369	22,804,777	21,059,331	21,574,571	23,544,325	25,678,022	27,336,990	26,451,206	26,536,460	26,876,965	26,268,540	27,442,351
Indirect Cost	26,913	19,797	55,481	83,057	196,176	131,212	9,935	161,443	250,991	66,851	58,143	59,825	43,615	40,450	31,493
Transfers to Construction	3,271,303	3,216,551	991,779	414,130	(4,973)	(412,685)	-	113,000	30,000	50,896	14,409	27,694	258,790	85,388	(11,962)
Net Transfers	3,033,806	(4,440,089)	136,955	562,059	25,633	3,361,702	6,043,728	4,646,187	3,844,958	590,030	1,377,178	2,526,349	2,261,435	2,098,737	1,396,019
Total Uses	25,376,290	18,003,198	23,018,002	22,283,615	23,021,614	24,139,559	27,628,233	28,464,955	29,803,971	28,044,768	27,900,936	29,150,328	29,440,804	28,493,115	28,857,901
Net Change	(4,303,982)	5,917,030	(3,694,533)	883,061	3,631,921	(1,650,075)	1,942,362	1,336,951	1,913,537	688,011	381,897	418,993	1,412,364	2,217,786	298,894
Fund Balance	(830,921)	5,071,901	1,377,368	2,260,429	5,892,350	4,242,275	6,184,637	7,521,588	9,435,125	10,123,136	10,505,034	10,924,026	12,336,391	14,554,177	14,853,072
Fund Balances by Fund Type															
General Funds	(2,530,297)	(1,715,832)	(1,944,211)	(1,788,736)	(1,292,648)	(2,313,705)	(1,136,268)	(325,775)	2,357,018	2,360,160	1,727,453	2,922,885	4,509,405	4,253,909	2,606,899
Federal Cont & Grants	(240,666)	(297,345)	(363,234)	(8,483)	(8,577)	(161,635)	(48,891)	791,607	-	-	(9,210)	(0)	0	0	(39,755)
Non-Fed Cont & Grants	3,721	0	115,086	152,050	56,683	12,855	138,759	353,658	92,402	3,472	16,927	34,818	58,655	(119)	24,550
Gifts, Endow. Distrib.	(1,249,576)	2,791,288	2,923,215	3,233,244	4,871,016	5,443,404	6,467,909	5,782,140	6,340,337	7,167,430	8,269,849	8,163,162	8,506,687	8,608,426	9,445,861
Designated Funds	3,956,104	2,541,917	(840,675)	(881,909)	(282,794)	(266,966)	(1,342,498)	(1,634,747)	(1,887,648)	(1,793,032)	(2,415,870)	(2,957,210)	(3,115,108)	(836,586)	136,694
Auxiliary, Fac Practice	(770,205)	1,751,872	1,487,187	1,554,264	2,548,671	1,528,323	2,105,625	2,554,704	2,533,016	2,385,106	2,915,884	2,760,372	2,376,752	2,528,548	2,678,824
Total	(830,920)	5,071,901	1,377,368	2,260,430	5,892,351	4,242,275	6,184,637	7,521,587	9,435,124	10,123,136	10,505,034	10,924,026	12,336,391	14,554,178	14,853,073

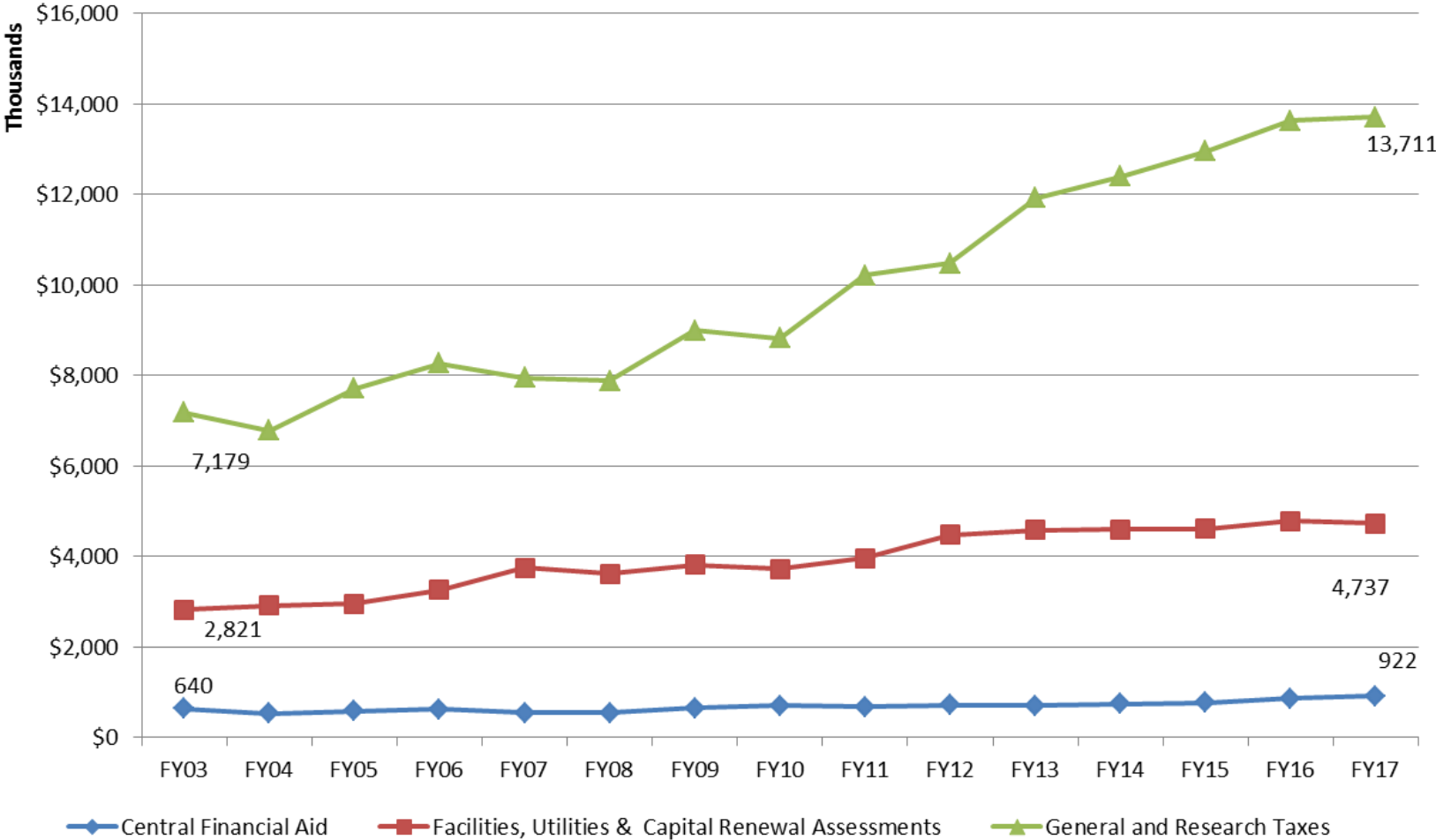
School of Dentistry administrative departments include Patient Services, Academic Affairs, Informatics, Alumni Relations, Continuing Education, Research, Dean's Office, Finance, and Clinic Billing Office.

Sources of General Funds



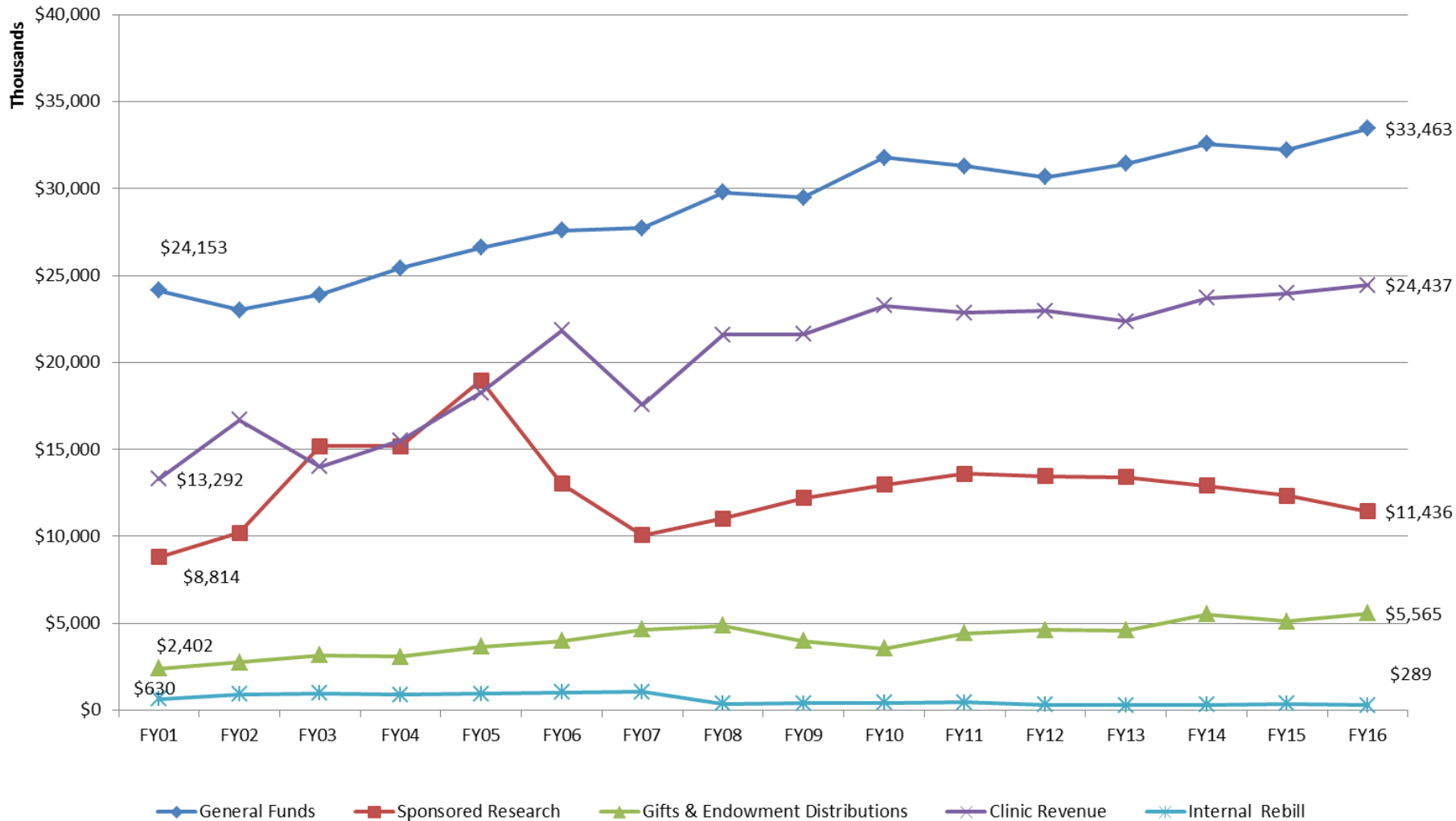
Three sources of revenues for FY16 (\$52M) above are netted to three assessments (\$19M), equaling \$33M. This is what we receive from the Administration to use for our general operations.

General Funds Assessments



The increase in overall assessments means that the School receives fewer dollars for general fund use toward academic needs.

Sources of Operating Funds



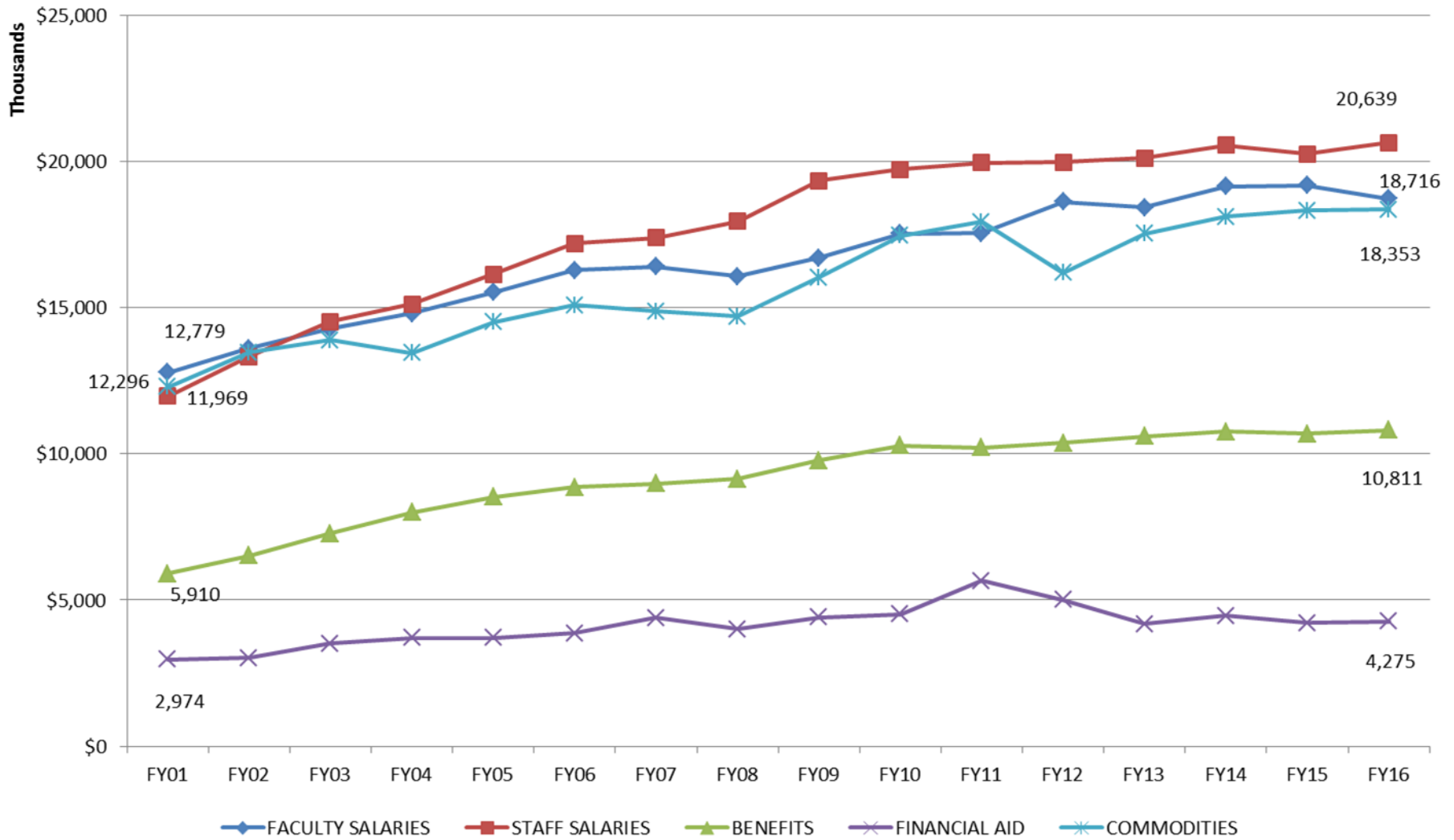
Long term trends are reflected for all major sources of revenues.

School of Dentistry
GENERAL FUND APPROPRIATION

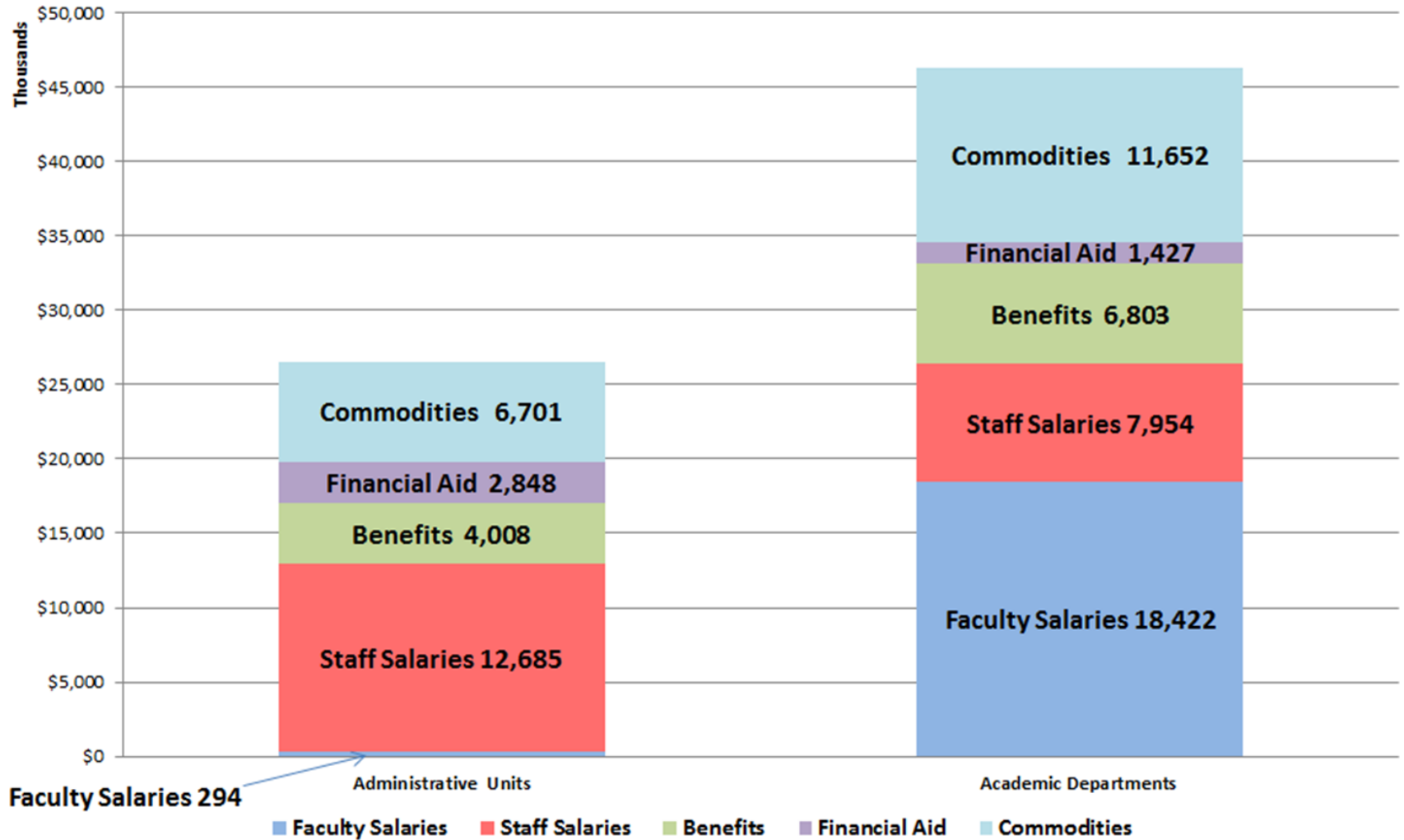
	Actual				Projected			
	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20
General Fund Supplement	17,979,812	20,211,049	21,067,180	21,440,325	21,556,368	21,440,325	21,440,325	21,440,325
Tuition and Fee Revenue								
Undergraduate Tuition	2,037,918	1,943,135	1,914,654	1,938,477	2,327,283	2,040,483	2,132,847	2,227,520
Graduate Tuition	2,479,708	2,793,623	2,791,109	3,354,726	3,001,027	3,565,457	3,654,593	3,745,958
Graduate/Professional Tuition	19,082,788	19,516,701	18,087,207	19,322,161	20,458,919	21,053,089	21,904,416	22,772,027
Registration Fees	126,468	139,286	137,826	141,891	145,104	149,074	152,801	156,621
Application Fees	146,021	167,394	198,906	155,200	160,252	163,057	167,133	171,312
Recovered Indirect Costs	4,796,417	4,507,592	4,489,849	4,722,334	4,487,728	4,487,728	4,667,237	4,853,926
Interest to be paid on Balances			2,303					
OFA/Rackham Financial Aid								
OFA Financial Aid	(342,531)	(348,823)	(363,985)	(390,839)	(466,527)	(455,875)	(492,345)	(531,732)
Rackham Financial Aid	(356,275)	(401,207)	(440,148)	(475,295)	(455,568)	(499,357)	(511,841)	(524,637)
Facilities Costs								
Utilities	(2,269,120)	(2,036,511)	(1,887,508)	(2,162,772)	(2,086,672)	(2,272,262)	(2,329,069)	(2,387,296)
Plant Operations	(1,887,124)	(1,926,165)	(1,948,878)	(1,969,650)	(1,989,718)	(2,029,183)	(2,059,620)	(2,090,515)
Capital Renewal	(433,241)	(635,234)	(649,176)	(646,252)	(660,495)	(665,785)	(675,772)	(685,908)
Taxes	(10,734,336)	(12,406,010)	(12,961,394)	(13,626,678)	(13,710,849)	(14,180,421)	(14,322,226)	(14,465,448)
Net funding (Appropriation):	30,626,505	31,524,830	30,437,945	31,803,628	32,766,851	32,796,330	33,728,481	34,682,153

General fund sources of revenue (tuition, Provost's allocation, indirect cost recovery) are netted against assessments for facilities, financial aid, and University central unit funding. The net of the revenues and assessments is available for use by the School of Dentistry for general fund purposes.

Major Expense Categories, Operating Funds

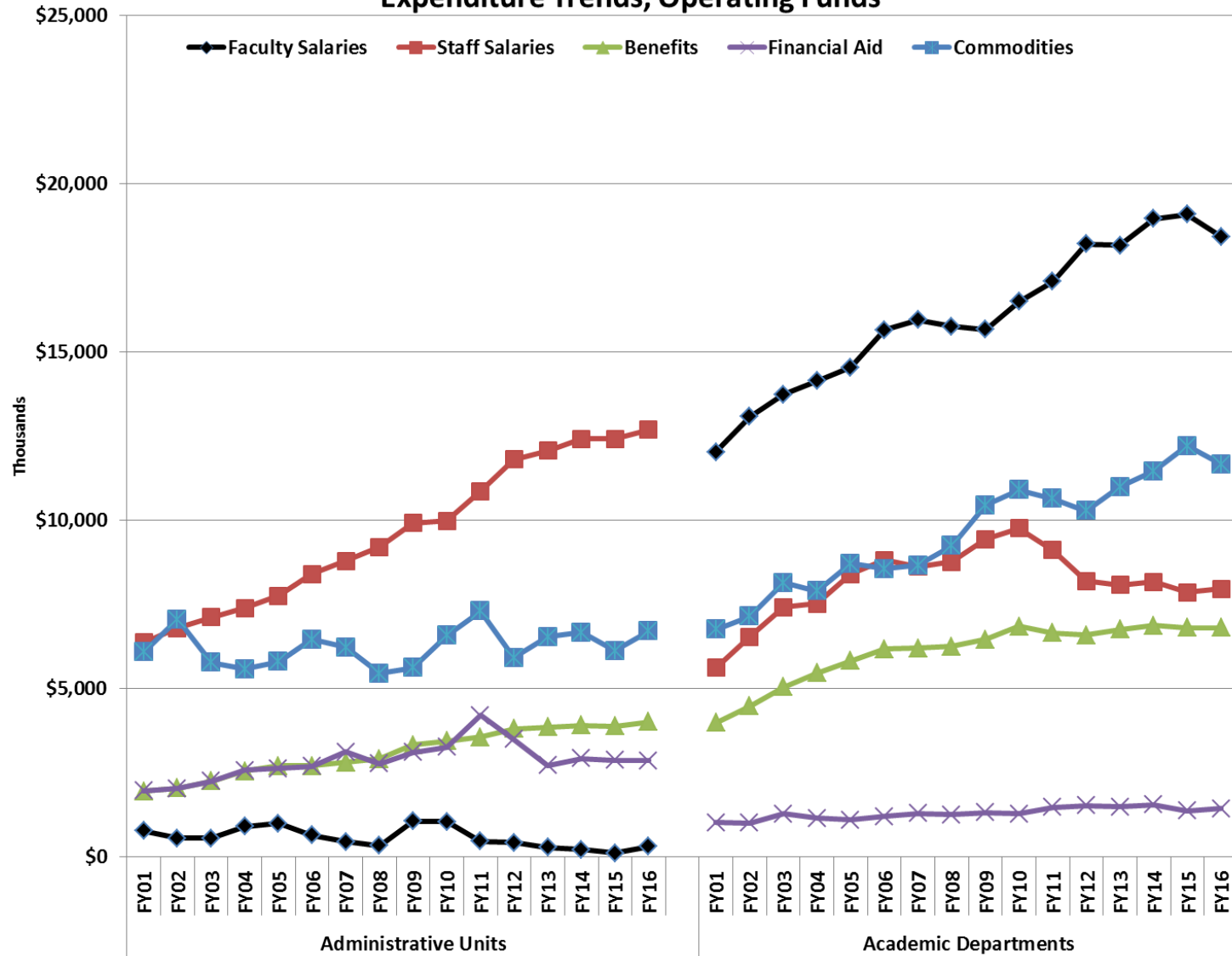


FY16 Operating Expenses



The vast majority of the School's resources are invested for academic purposes, particularly when staff salaries in administrative costs include a large number of patient services personnel.

Expenditure Trends, Operating Funds



Total academic related costs are shown beside the School's administrative costs over an extended period. We spend a large proportion of our resources directly on the educational mission of the School.

School of Dentistry

ALL OPERATING FUNDS ACTIVITY (Includes General, Auxiliary, Designated, Gift, Federal Sponsored, and Non-Federal Sponsored Funds)

	Actual				Projected			
	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20
Beginning Balance	23,747,079	23,858,259	24,659,490	24,538,722	29,958,635	31,139,057	31,338,515	31,671,020
Sources:								
Appropriations	30,626,505	31,524,830	31,247,292	31,803,628	32,766,851	32,796,330	33,728,481	34,682,153
General Fund Transfers	791,490	1,048,291	513,800	1,172,836	1,330,950	1,330,950	-	-
Federal Grants/Contracts	16,039,427	15,584,495	14,778,234	13,891,965	14,260,779	14,260,779	14,831,210	15,424,458
Non-Federal Grants/Contracts	2,655,171	2,128,577	2,054,761	1,808,201	2,119,691	2,119,691	2,204,479	2,292,658
Gifts	917,646	1,851,487	1,435,918	1,443,159	1,479,319	1,501,508	1,524,031	1,546,891
Endowment Distribution	3,573,502	3,632,527	3,599,550	4,025,191	3,635,591	3,671,947	3,708,666	3,745,753
Investment Distribution	96,972	33,712	82,364	96,260	83,197	84,029	84,869	85,718
External Department Revenue	22,358,263	23,692,653	24,434,517	24,924,257	24,704,443	25,115,080	25,805,355	26,433,716
Recharge Revenue	284,061	318,196	358,093	288,676	300,000	300,000	300,000	300,000
Total Sources:	77,343,037	79,814,768	78,504,529	79,454,173	80,680,820	81,180,314	82,187,090	84,511,348
Uses:								
Faculty Salaries	17,175,314	17,902,141	17,915,882	17,663,422	18,111,805	18,555,301	18,747,525	19,270,716
Research Faculty	927,962	856,882	941,421	897,929	667,939	667,939	694,657	722,443
GSA Salaries	326,312	387,433	317,790	154,937	272,315	272,315	283,207	294,536
Staff Salaries	20,120,894	20,559,052	20,252,221	20,638,500	21,065,789	21,629,131	21,985,595	22,570,924
Fringe Benefits	10,601,440	10,765,939	10,685,082	10,811,259	11,323,897	11,625,575	11,808,170	12,142,371
Tuition Grants	231,063	224,173	144,233	59,047	193,453	193,453	198,792	204,343
Graduate Aid	3,634,516	4,162,289	4,077,593	4,213,954	4,333,352	4,401,725	4,499,744	4,600,633
Undergraduate Aid	319,486	81,290	1,817	1,806	1,106	1,106	1,151	1,197
Supplies	4,322,763	4,350,634	3,958,977	4,337,762	3,943,190	3,969,162	4,083,992	4,202,756
Travel/Transportation	1,896,986	1,891,852	1,767,500	1,988,185	1,823,734	1,848,893	1,880,288	1,912,300
Internal and External Services	2,042,105	2,035,953	1,807,476	1,582,171	1,934,510	1,957,552	1,996,876	2,037,188
Subcontracts Over 25K	525,552	1,116,314	1,996,175	1,241,360	1,118,176	1,118,176	1,162,903	1,209,419
Miscellaneous Expenses	9,459,575	9,367,840	9,441,927	9,396,374	9,990,979	10,018,133	9,606,259	9,712,077
Inventory Acquisitions	(658)	(8,413)	3,642	(3,822)	-	-	-	-
Equipment	394,310	147,601	241,122	716,884	244,874	247,116	253,137	259,343
Indirect Cost	5,291,003	4,810,718	4,489,849	4,264,010	4,487,728	4,487,728	4,667,237	4,853,926
Transfers to Construction	27,694	258,790	575,388	(195,295)	-	-	-	-
Net Transfers	(64,460)	103,049	7,201	(2,535,271)	(12,449)	(12,449)	(14,947)	(17,545)
Total Uses:	77,231,857	79,013,537	78,625,296	75,233,212	79,500,398	80,980,855	81,854,586	83,976,626
Net Change in Balance:	111,180	801,231	(120,767)	4,220,961	1,180,422	199,459	332,505	534,722
Ending Balance	23,858,259	24,659,490	24,538,723	28,759,683	31,139,057	31,338,515	31,671,020	32,205,742
Ending Balance (June 30) by Fund:								
General	3,210,046	4,305,441	3,393,991	2,481,365	3,946,287	4,010,684	4,219,779	4,493,918
Designated	1,715,680	2,236,410	2,984,831	6,319,205	6,131,184	5,422,809	4,507,112	3,597,194
Auxiliary	4,616,743	3,702,681	4,542,673	5,051,144	6,234,852	7,087,336	8,135,849	9,316,135
Gift	13,254,455	13,489,488	12,896,787	14,013,126	13,989,325	13,989,325	13,989,325	13,989,325

The net change line for projections shows positive overall results for the period.

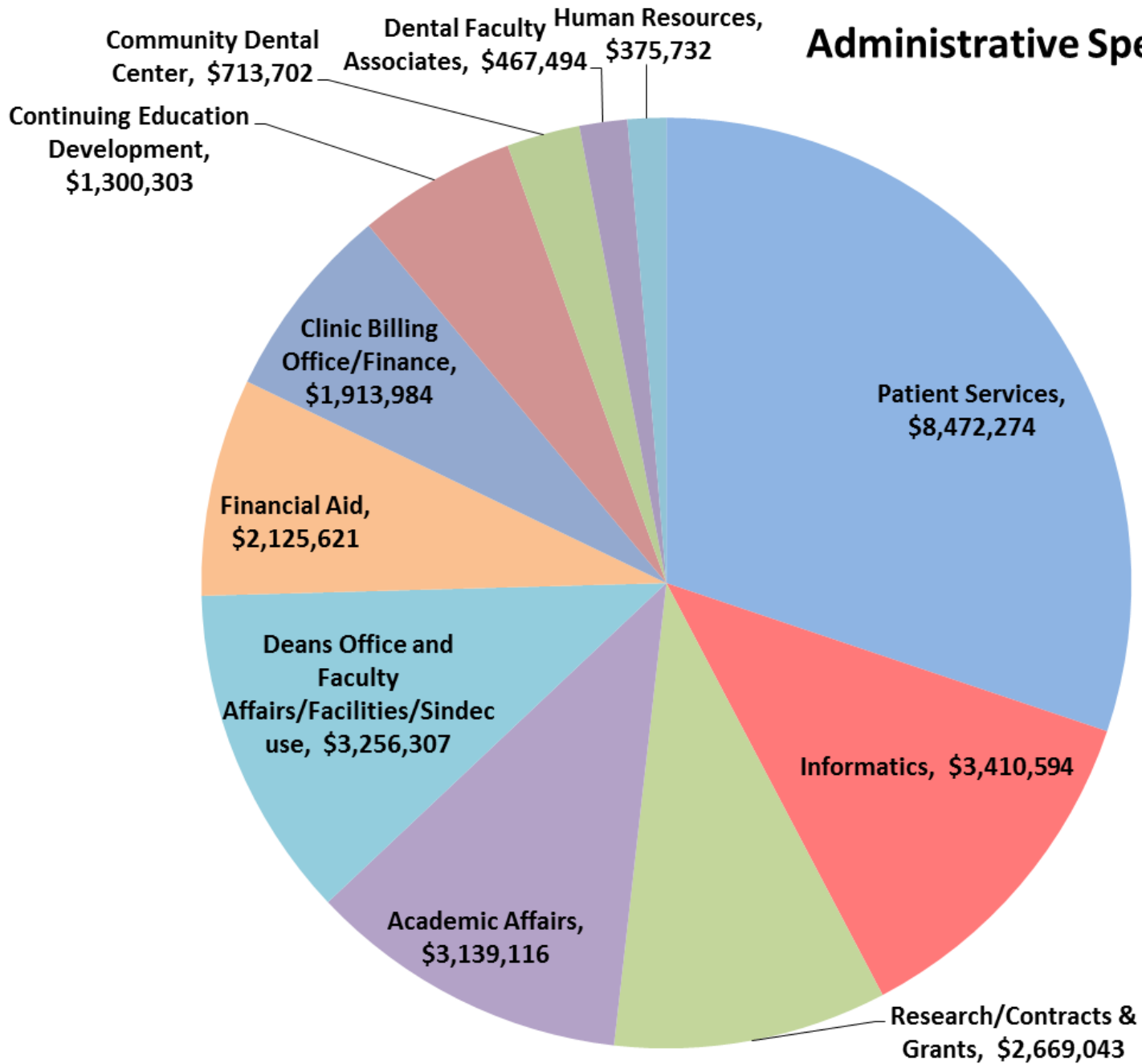
School of Dentistry

GENERAL FUND ACTIVITY

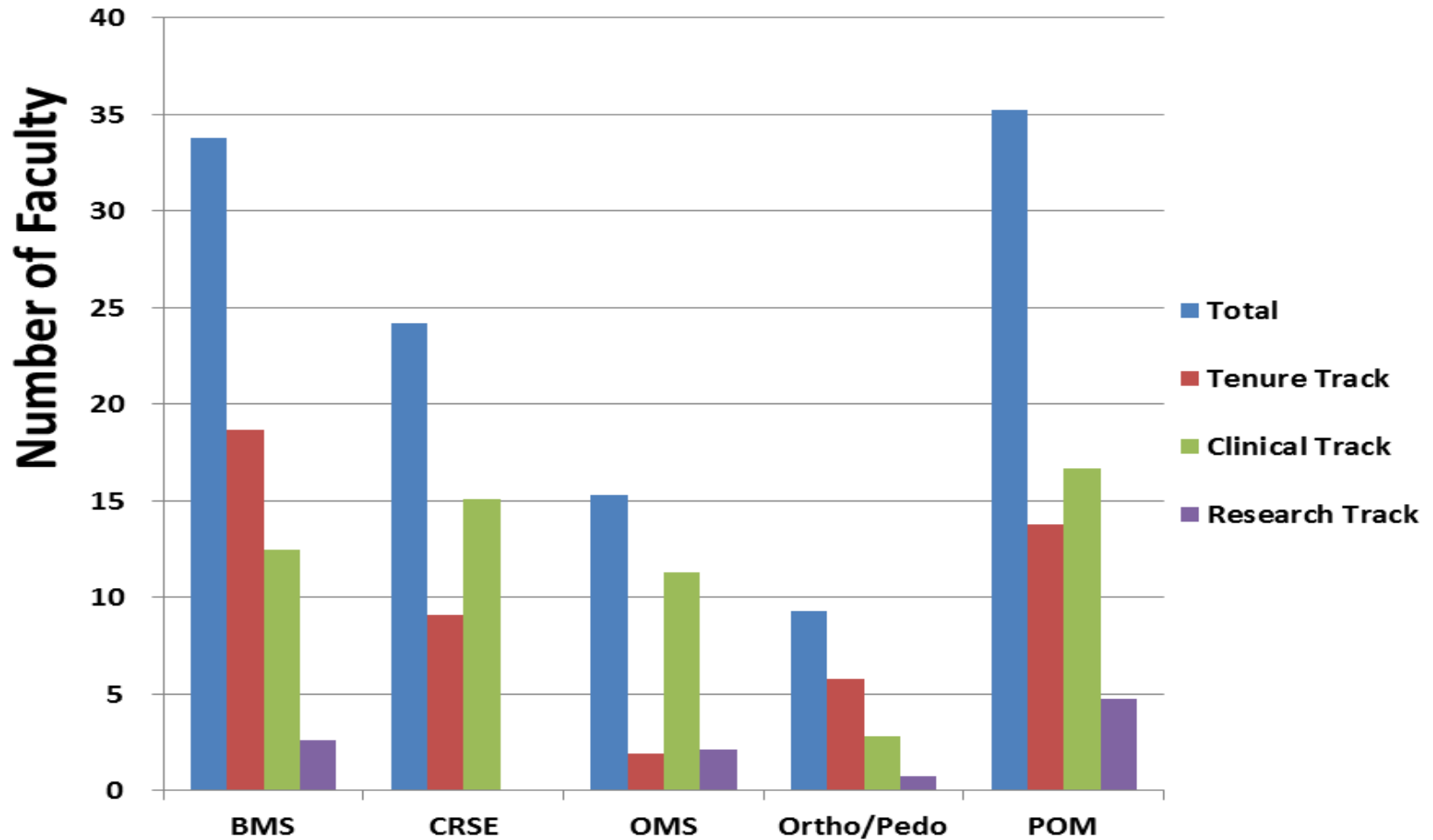
	Actual				Projected			
	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20
Beginning Balance	2,128,794	3,210,046	4,305,441	3,393,991	3,686,962	3,946,287	4,010,684	4,219,779
Sources:								
Appropriations	30,626,505	31,524,830	31,247,292	31,803,628	32,766,851	32,796,330	33,728,481	34,682,153
General Fund Transfers	791,490	1,048,291	513,800	1,172,836	1,330,950	1,330,950	-	-
External Department Revenue	465,388	469,255	469,252	486,842	485,685	492,970	500,365	507,870
Recharge Revenue								
Total Sources:	31,883,383	33,042,376	32,230,344	33,463,306	34,583,486	34,620,250	34,228,846	35,190,024
Uses:								
Faculty Salaries	11,465,785	12,469,671	12,803,762	13,003,334	13,494,590	13,915,928	14,013,746	14,438,089
Research Faculty	136,911	69,420	91,098	81,972				
GSA Salaries	16,117	48,586	26,027	26,365				
Staff Salaries	9,259,290	9,371,866	9,288,167	9,757,899	9,223,857	8,965,573	8,647,383	8,798,567
Fringe Benefits	5,456,461	5,590,327	5,628,558	5,866,596	6,098,159	6,115,256	6,037,562	6,190,315
Tuition Grants	70,617	57,589	4,451	5,518	60,000	60,000	60,000	60,000
Graduate Aid	839,065	799,022	806,732	842,599	900,000	900,000	900,000	900,000
Undergraduate Aid		150	740	1,103				
Supplies	812,816	994,666	973,186	1,289,992	1,002,601	1,017,640	1,032,904	1,048,398
Travel/Transportation	389,368	270,586	422,511	413,101	435,281	441,811	448,438	455,164
Internal and External Services	614,475	580,983	762,217	614,813	785,255	797,034	808,989	821,124
Subcontracts Over 25K								
Miscellaneous Expenses	1,481,487	1,618,002	2,160,108	2,277,362	2,130,397	2,146,431	1,872,353	2,003,627
Inventory Acquisitions								
Equipment	207,693	59,656	139,796	188,511	144,021	146,182	148,374	150,600
Transfers to Construction	20,194		40,388	(36)				
Net Transfers	31,852	16,457	(5,947)	6,803	50,000	50,000	50,000	50,000
Total Uses:	30,802,131	31,946,981	33,141,794	34,375,932	34,324,162	34,555,853	34,019,750	34,915,885
Net Change in Balance:	1,081,252	1,095,395	(911,450)	(912,626)	259,324	64,397	209,096	274,139
Ending Balance	3,210,046	4,305,441	3,393,991	2,481,365	3,946,287	4,010,684	4,219,779	4,493,918
Ending Balance as a % of Appropriation	10.5%	13.7%	10.9%	7.8%	12.0%	12.2%	12.5%	13.0%
Ending Balance as a % of Total Sources	10.1%	13.0%	10.5%	7.4%	11.4%	11.6%	12.3%	12.8%

The four years of projection for the General Fund also reflect positive results. General Funds are applied to most faculty salaries (not the at-risk portions) and support most administrative units.

Administrative Spending FY16



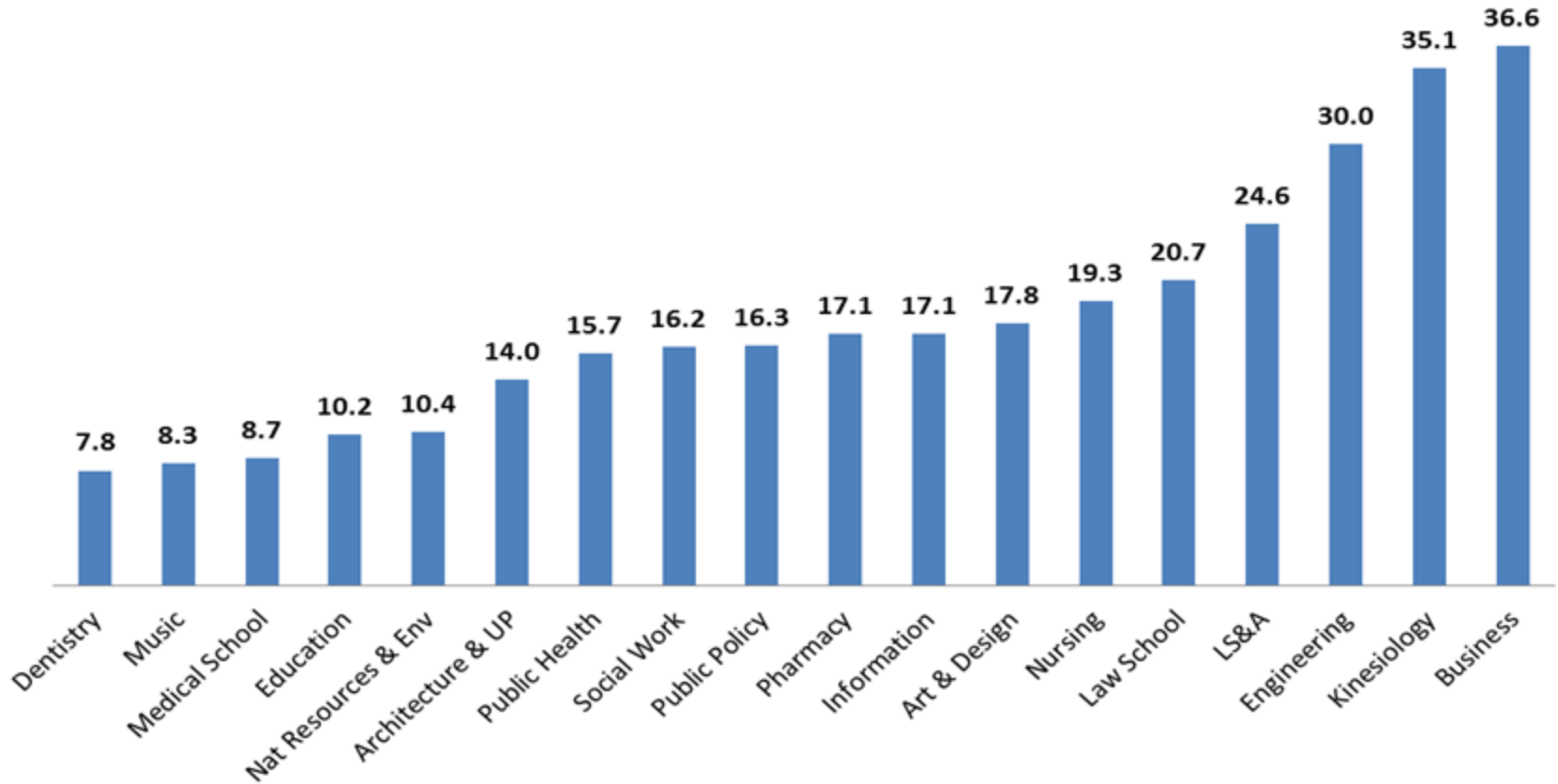
School of Dentistry Faculty by Department



Full-time faculty by department is shown for tenure, clinical, and research track categories.

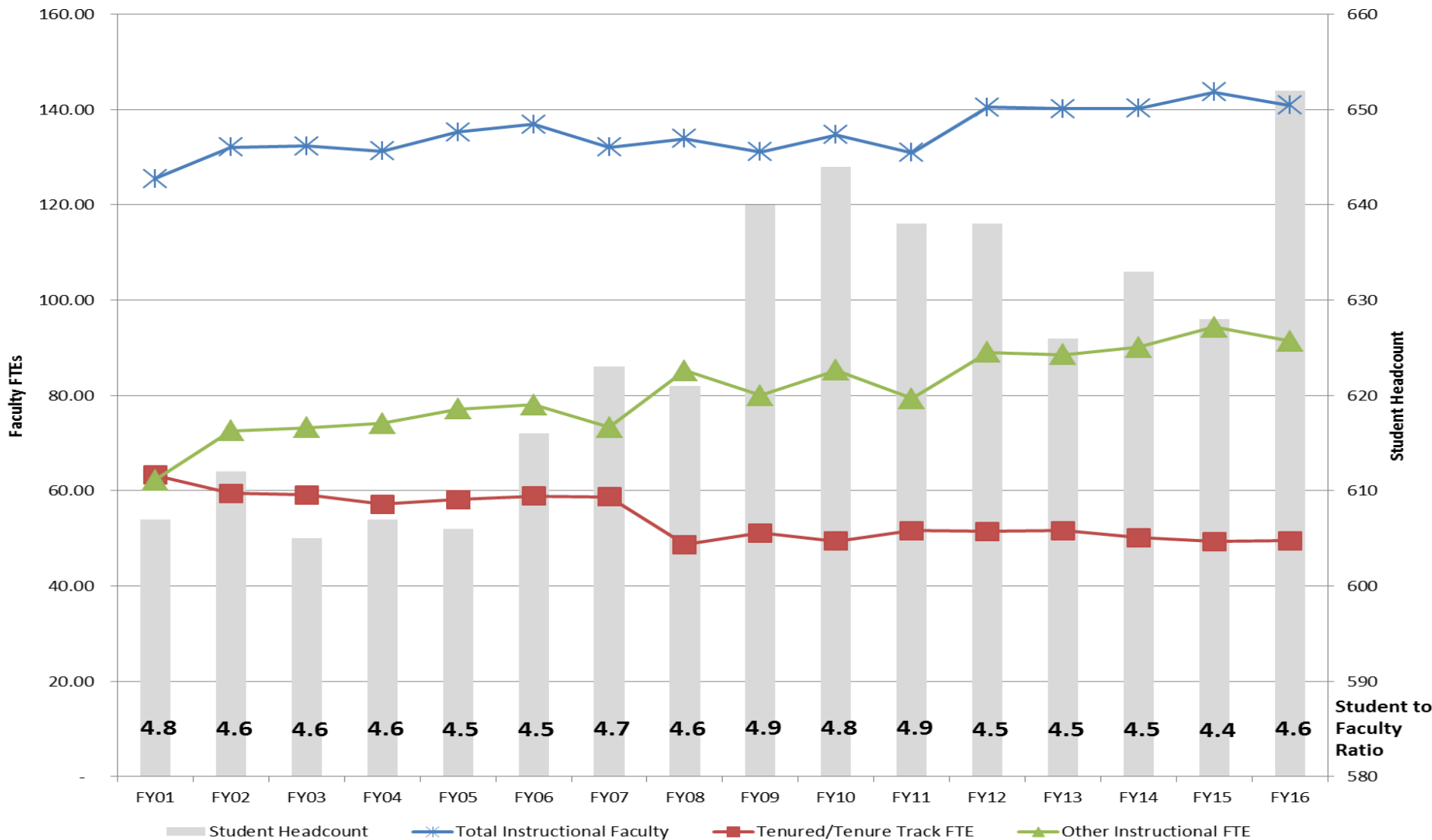
Enrollment per Faculty Member by School or College (Fall 2015)

■ Includes tenured, tenure track, graduate fellowships, and Residential College instructors



In FY15, the School of Dentistry has the highest student to faculty ratio of all University schools and colleges.

Instructional Faculty including Adjunct & Student Head Count



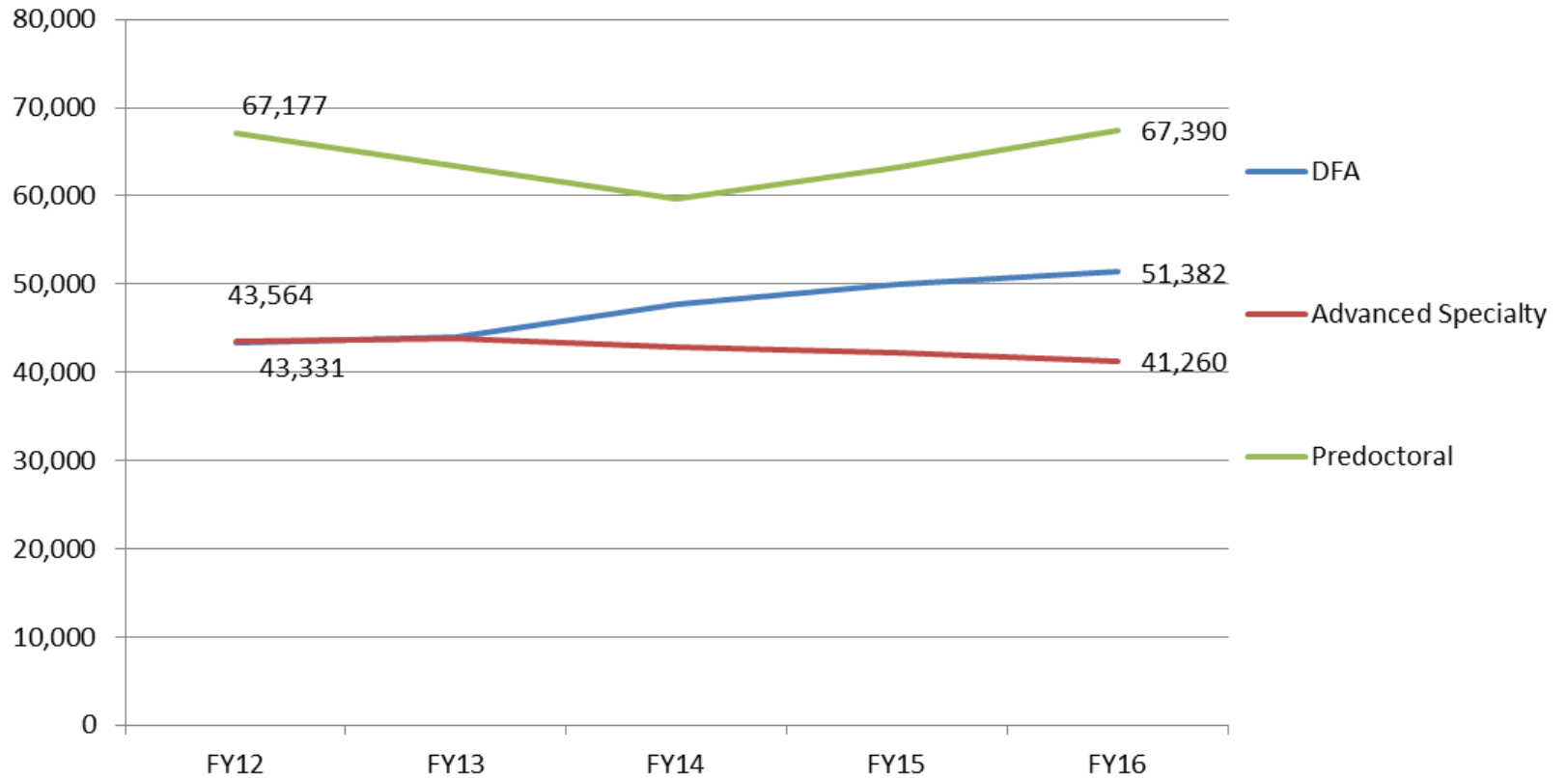
The total instructional faculty equivalent headcount has increased over the past 15 years. The student to faculty ratio shows a very costly educational delivery for the School of Dentistry.

School of Dentistry
Discretionary Balances with Quasi Endowments
For the period July 1, 2015 to June 30, 2016

	31-Dec-2014	30-Jun-2015	31-Dec-2015	30-Jun-2016
	Ending	Ending	Ending	Ending
	Balance	Balance	Balance	Balance
Discretionary Managed by Chair/Dean				
ADMIN	7,873,893	8,406,300	4,545,586	6,350,330
BMS	5,938,500	6,129,984	5,350,197	4,018,481
CRSE	910,728	876,223	454,079	912,354
OMSHD	2,367,322	2,369,082	1,969,233	2,591,014
OPD	3,548,508	4,014,190	3,072,956	3,632,804
POM	4,996,410	5,271,750	4,702,405	5,440,843
Total Discretionary Managed by Chair/Dean	25,635,360	27,067,529	20,094,456	22,945,826

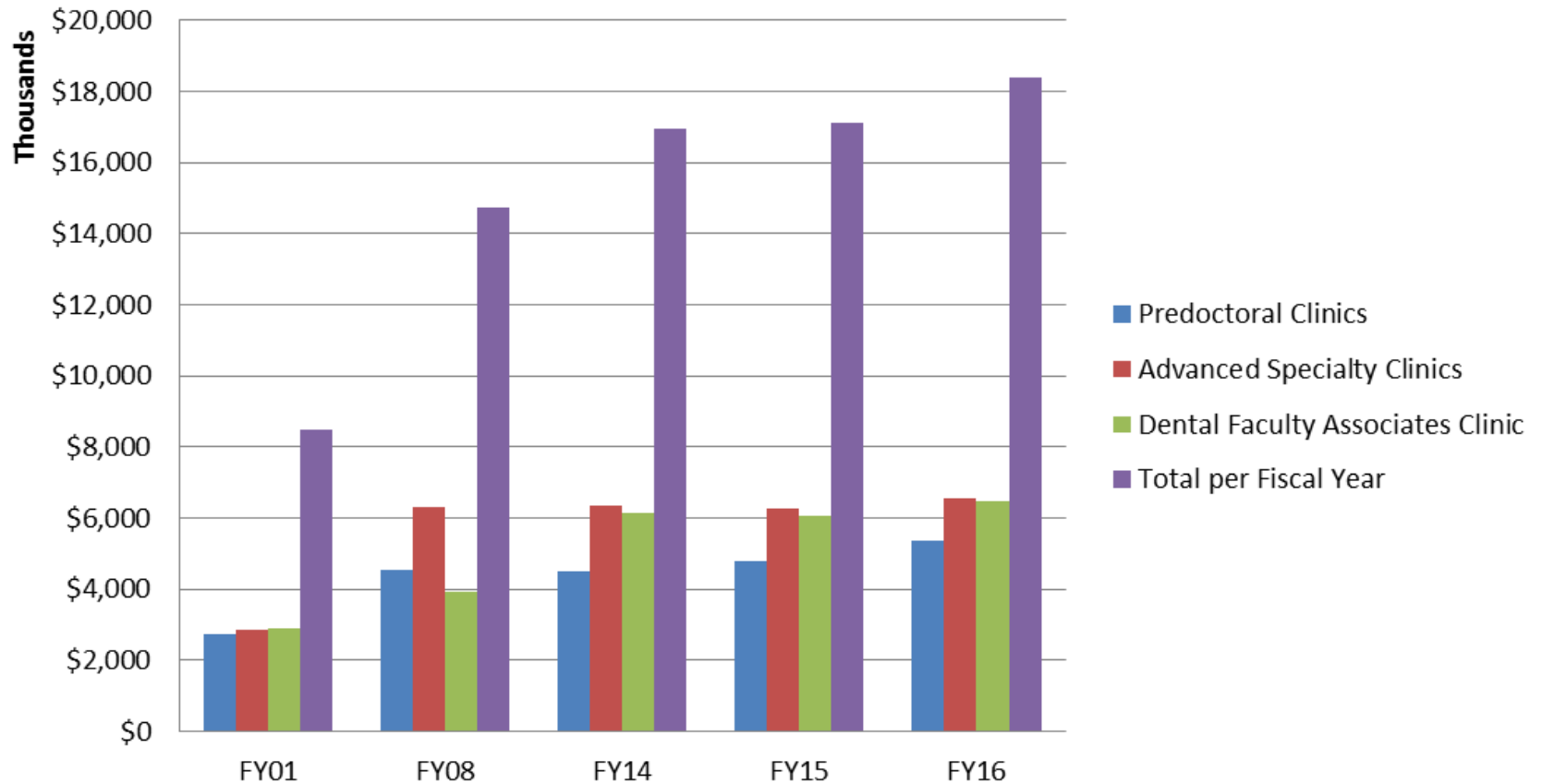
The School has used a volume of discretionary funds for strategic purposes (i.e., research development). Well over \$20M in balances remain for future use. Combined with over \$100M in endowed gifts, this is a strength for the School.

Patient Visits by Clinic



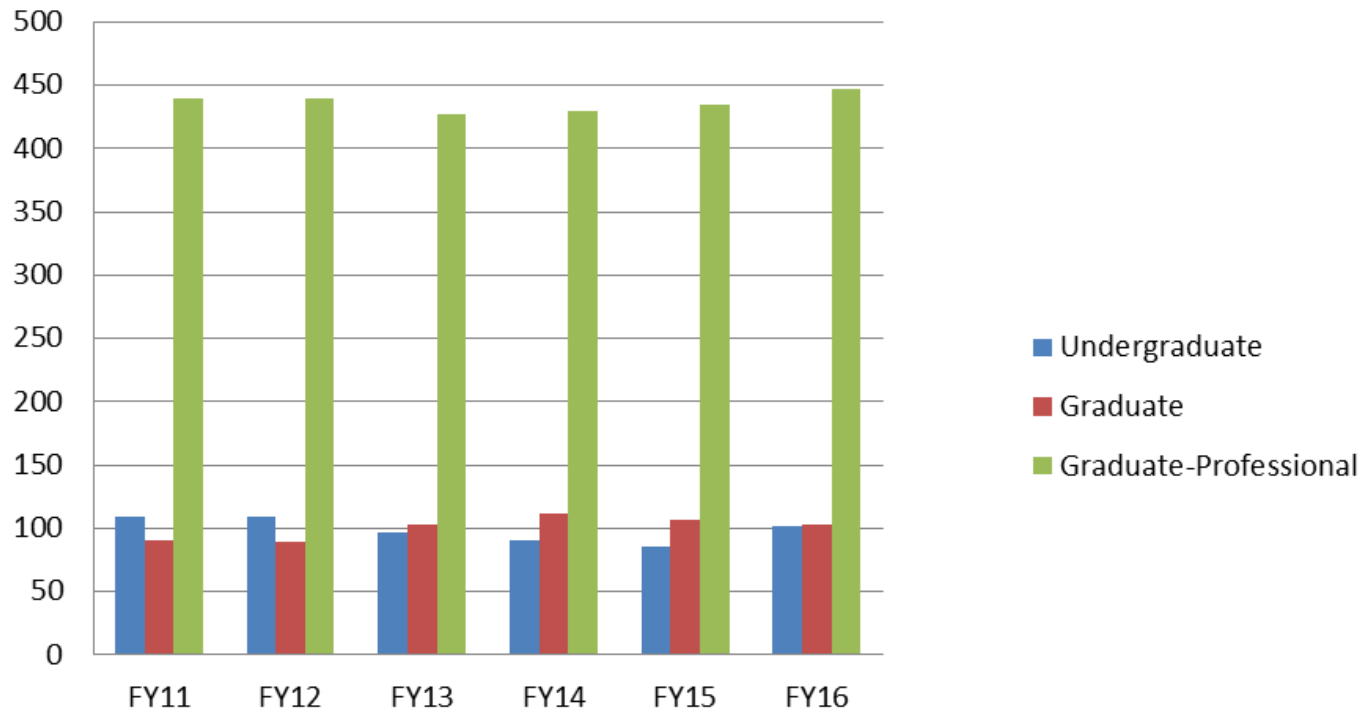
The faculty practice has grown, while clinic patient visits have declined.

Clinic Cash Collections



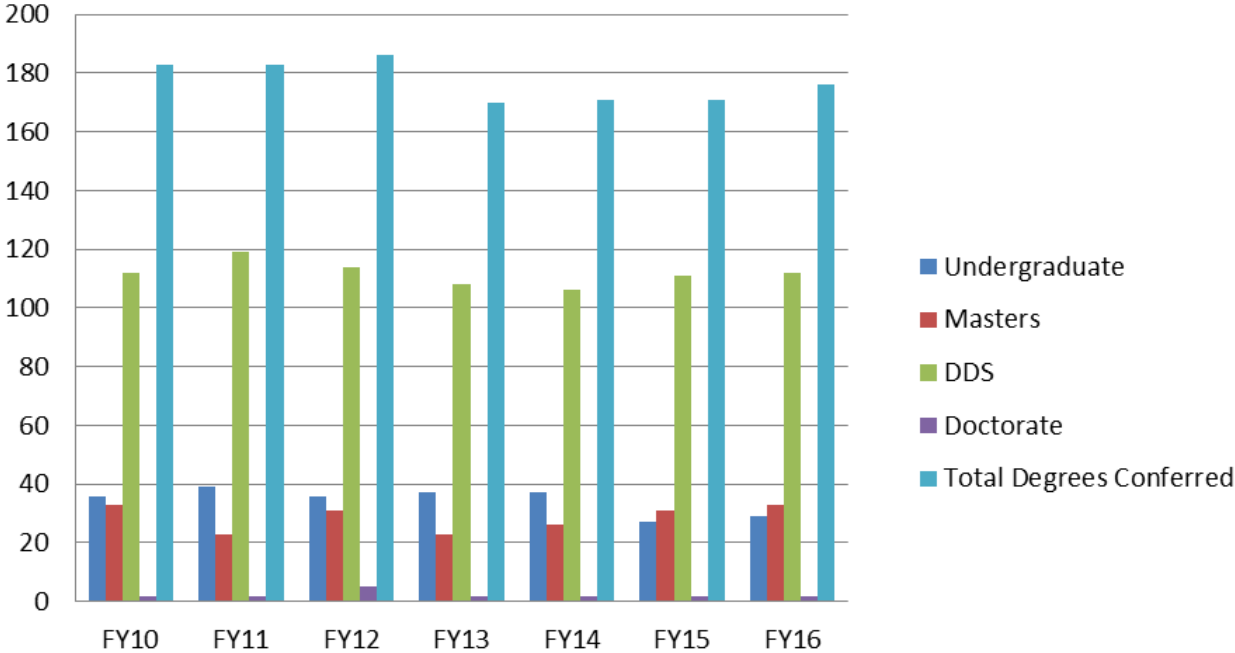
Total clinic collections have doubled since FY2001. All three clinics are responsible for this growth.

Fall Term Student Headcount



School of Dentistry student headcount does not vary much from year to year. The DDS students are by far the largest group. Recent growth has been seen in undergraduate hygiene and in internationally trained students.

Fiscal Year Degrees Conferred



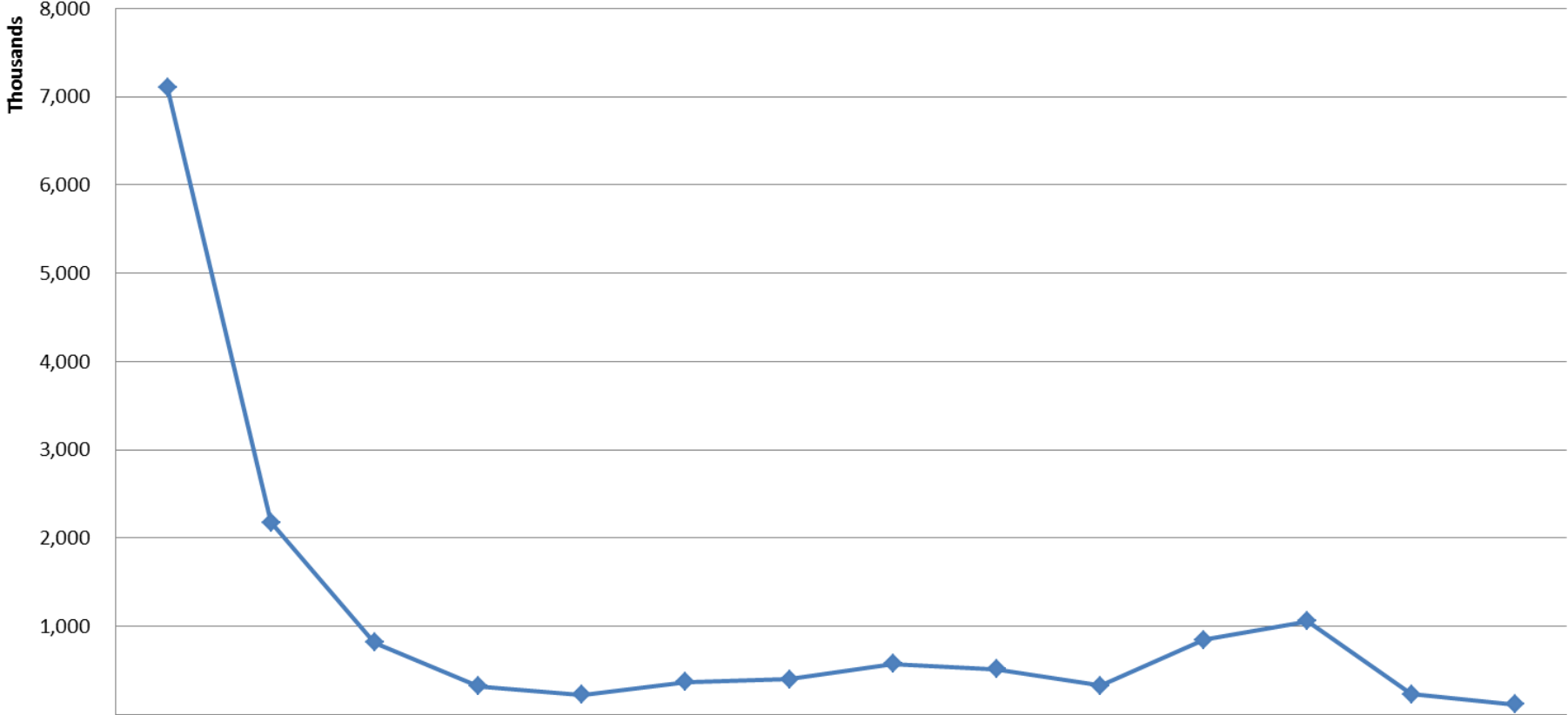
The Undergraduate group members are dental hygiene students. Masters students are those in the various advanced specialty programs. Graduate professionals are DDS students. Doctorate degrees are awarded to the Oral Health Sciences students.

Tuition Revenue by Program

Programs	FY12	FY13	FY14	FY15	FY16
Dental Hygiene	2,000,448	1,918,174	1,843,457	1,918,827	2,414,894
Dentistry DDS	17,844,596	18,162,777	18,618,025	18,253,594	19,417,126
Oral Health Sciences Doctoral	205,583	203,764	299,790	342,507	288,288
Masters Programs					
Endodontics	352,647	383,331	410,116	383,527	369,709
Orthodontics	487,991	501,862	509,618	524,789	557,751
Pediatric Dentistry	333,915	331,079	401,230	323,888	398,632
Periodontics	353,988	432,265	380,201	405,020	354,923
Prosthodontics	411,790	393,006	383,358	344,594	350,289
Oral & Maxillofacial Pathology	10,452	31,139	20,781	25,544	
Restorative Dentistry	323,014	316,231	314,499	329,344	384,528
Dental Hygiene	21,024	133,380	126,121	137,571	100,702
Total Masters Programs	2,294,821	2,522,294	2,545,924	2,474,277	2,516,534
Total Tuition Revenue	22,345,448	22,807,008	23,307,196	22,989,206	24,636,842

Tuition revenue has remained relatively constant until this year, as hygiene and ITDP enrollments have grown.

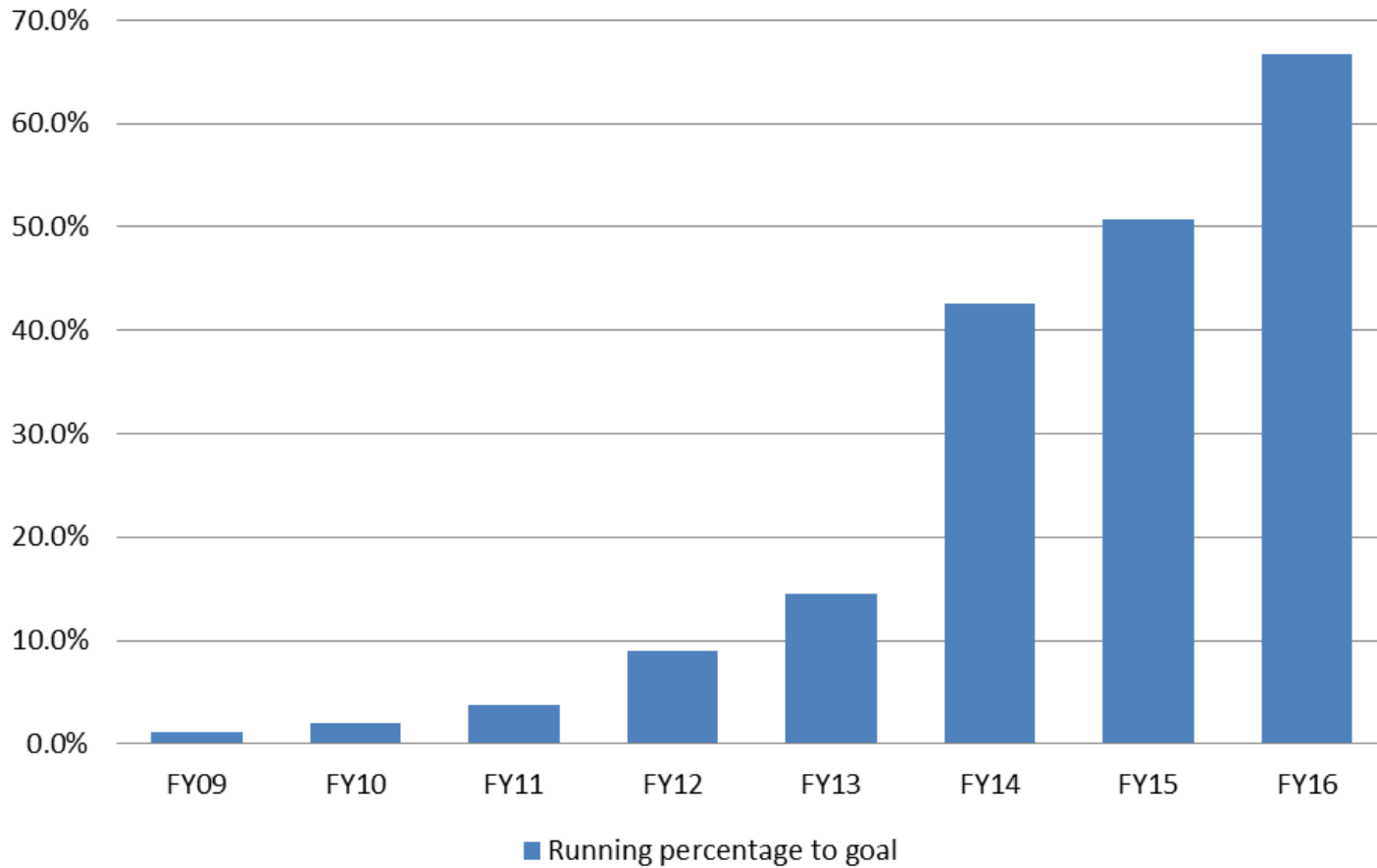
Renovations at the School of Dentistry



	FY03	FY04	FY05	FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16
Renovations	7,102,84	2,178,67	820,362	320,960	225,885	372,548	403,055	576,808	515,137	329,933	849,122	1,060,95	229,334	116,893

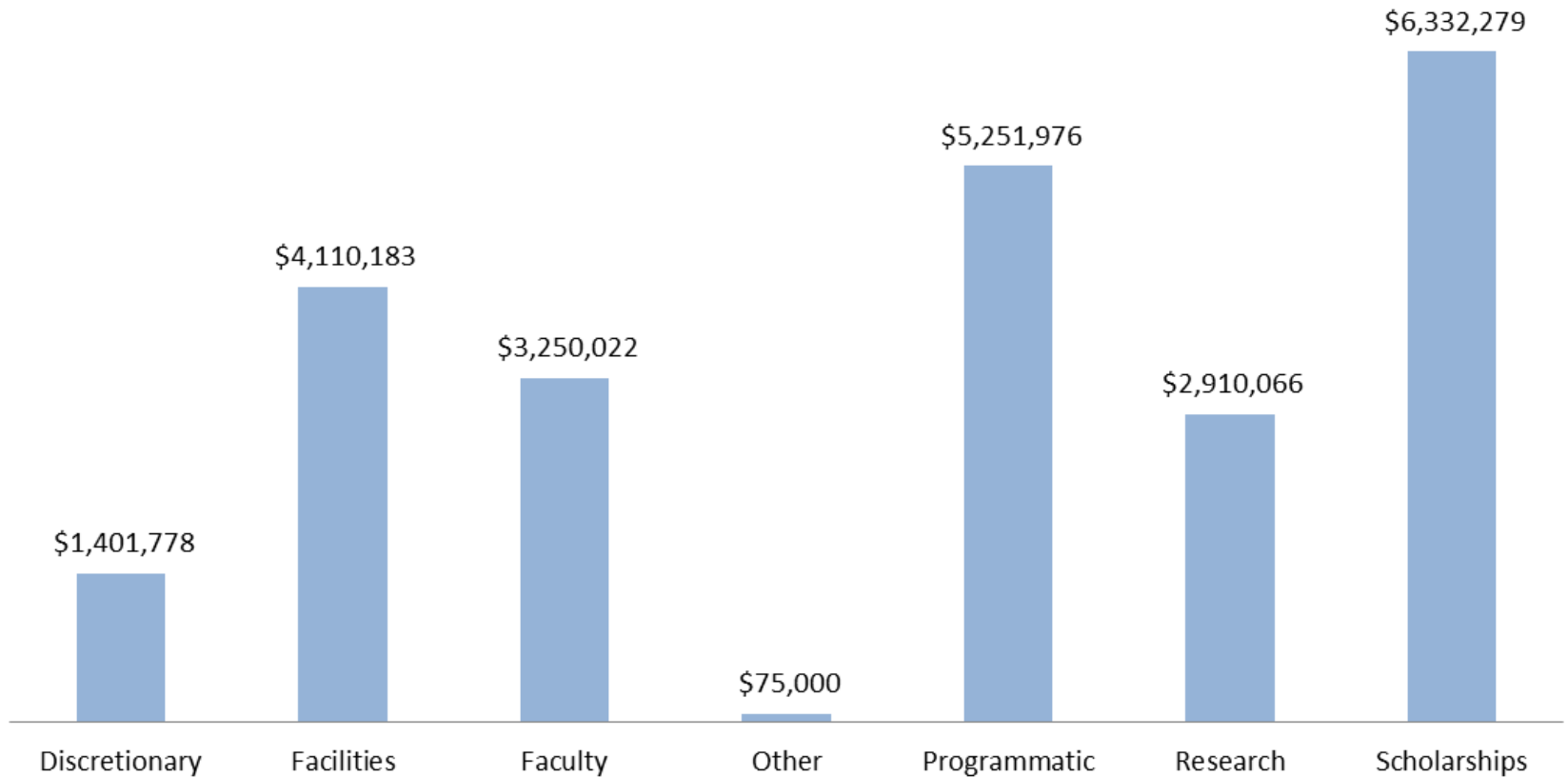
Most renovation projects at the School of Dentistry are centrally funded. Occasionally, projects are funded by an academic department. These are centrally funded projects only. Since FY05, the average renovations per fiscal year has been just under \$500,000. Renovations were greatly reduced in FY15 in anticipation of a major building .

School of Dentistry Victors for Michigan Percentage to Goal



The Victors for Michigan campaign goal is \$35million. The campaign began in FY2009 and will be concluded in FY2019.

Victors for Michigan Campaign Results by Purpose



Facilities and students' financial aid are the two greatest needs for the School of Dentistry that are being met by the campaign.

Endowment Funds as of June 30, 2008

	Market Value			Book Value		
	True Endowment	Quasi- Endowment	Total	True Endowment	Quasi- Endowment	Total
Scholarships & Fellowships	13,521,952	10,505,521	24,027,473	7,461,647	3,886,270	11,347,917
Faculty Support (Professorships)	24,475,298	10,682,191	35,157,489	9,942,353	5,706,703	15,649,056
Research Support	962,138	16,606	978,744	540,966	11,614	552,580
Discretionary		20,048,582	20,048,582		8,890,005	8,890,005
Other Designated	1,688,202	11,298,015	12,986,217	380,781	4,018,390	4,399,171
Total	40,647,590	52,550,915	93,198,505	18,325,747	22,512,982	40,838,729

Endowment Funds as of June 30, 2014

	Market Value			Book Value		
	True Endowment	Quasi- Endowment	Total	True Endowment	Quasi- Endowment	Total
Scholarships & Fellowships	17,508,649	11,608,954	29,117,603	10,510,606	4,671,784	15,182,390
Faculty Support (Professorships)	27,274,662	12,637,878	39,912,540	12,008,543	7,639,197	19,647,740
Research Support	1,046,216	45,136	1,091,352	594,777	36,087	630,864
Discretionary		22,988,418	22,988,418		11,051,577	11,051,577
Other Designated	1,722,652	13,025,438	14,748,090	380,781	4,768,890	5,149,671
Total	47,552,179	60,305,824	107,858,003	23,494,707	28,167,535	51,662,242

Endowment Funds as of June 30, 2016

	Market Value			Book Value		
	True Endowment	Quasi- Endowment	Total	True Endowment	Quasi- Endowment	Total
Scholarships & Fellowships	21,264,533	11,989,705	33,254,238	13,484,569	5,385,807	18,870,376
Faculty Support (Professorships)	28,065,577	12,001,805	40,067,382	14,015,718	7,694,059	21,709,778
Research Support	1,008,406	49,707	1,058,112	600,877	42,706	643,583
Discretionary		17,949,351	17,949,351		9,359,399	9,359,399
Other Designated	1,663,102	12,522,876	14,185,978	393,596	4,811,656	5,205,251
Total	52,001,618	54,513,444	106,515,062	28,494,759	27,293,626	55,788,386

The current market value of School of Dentistry endowments is over \$106M. It provides over \$4M annually for various uses at the School.