

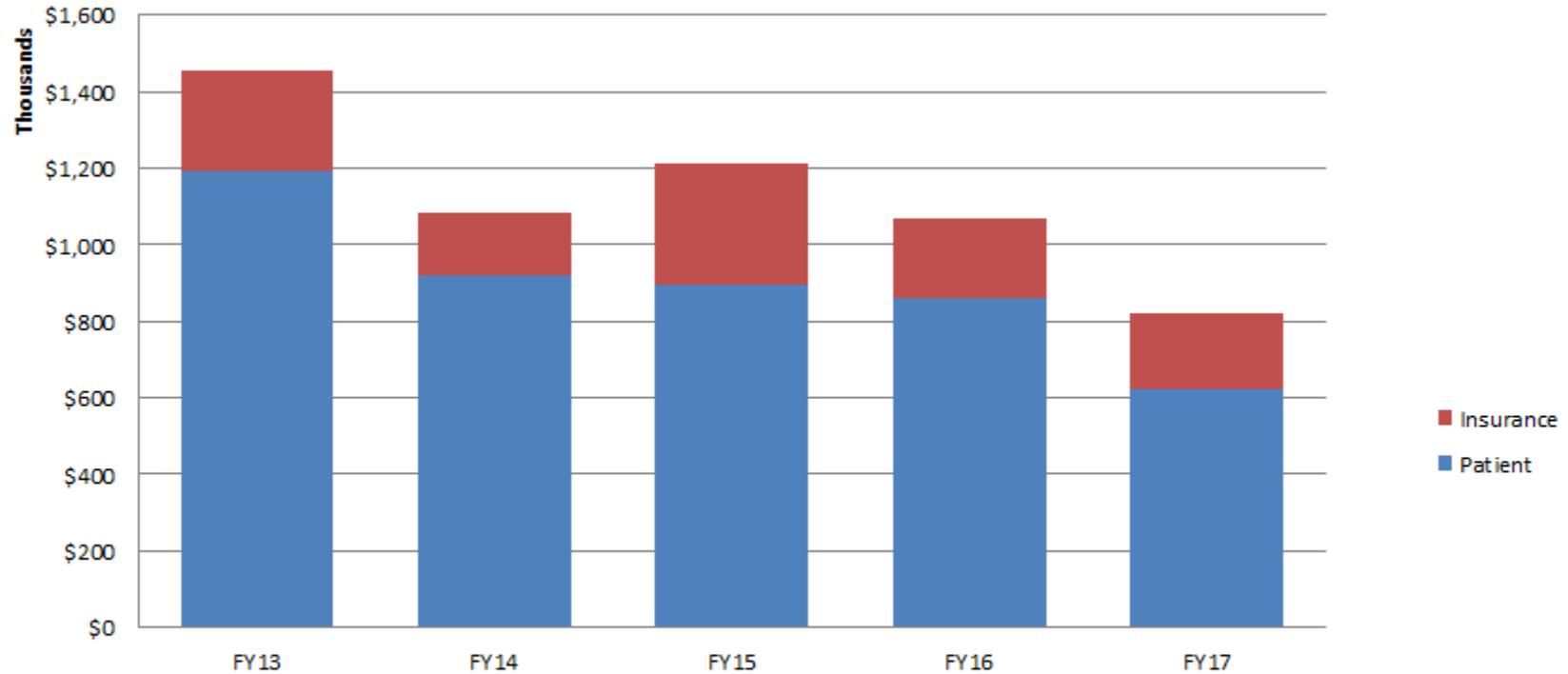
Clinic Finances

School of Dentistry

FY 2017



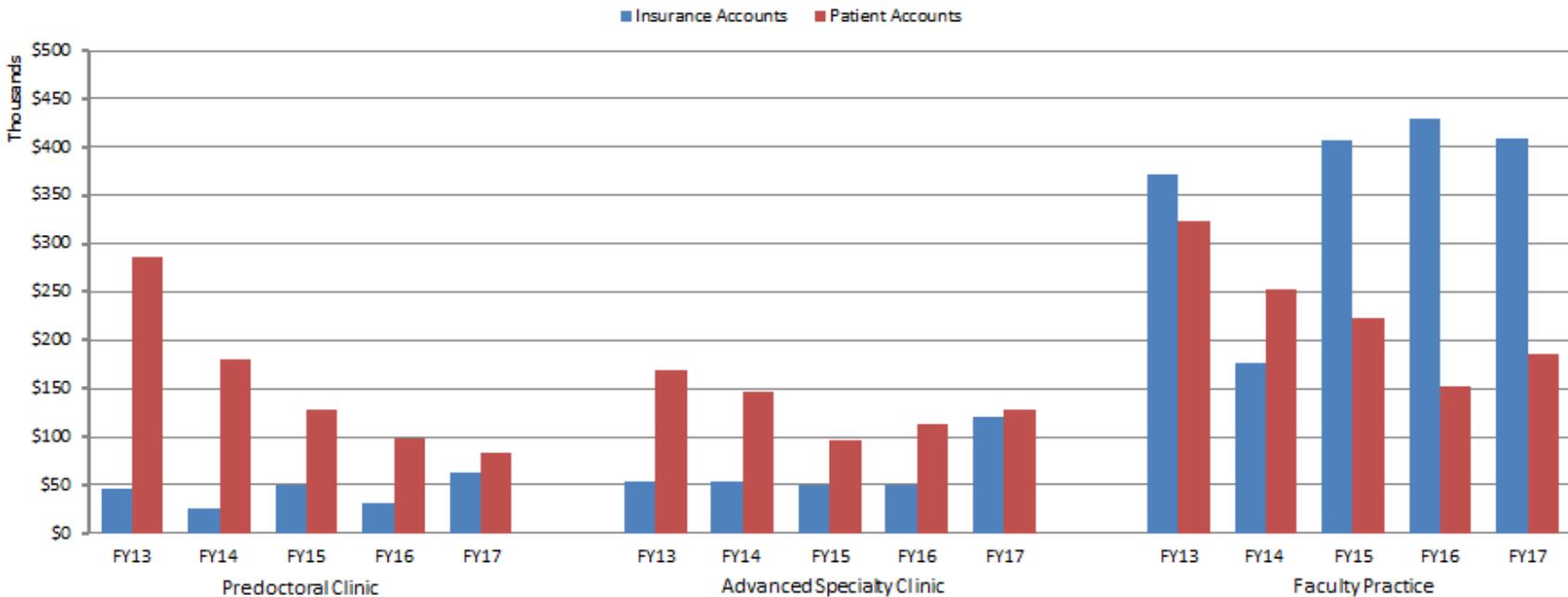
Accounts Receivable Over 120 Days



Thousands		FY13	FY14	FY15	FY16	FY17
Charges		\$21,666	\$22,424	\$24,050	\$23,908	\$25,265
Collections		\$16,577	\$17,090	\$17,106	\$18,574	\$19,026

The level of receivables has fallen significantly even as the volume of charges has risen. This is an indication of steady improvement in the teamwork it takes across the School to collect what we charge.

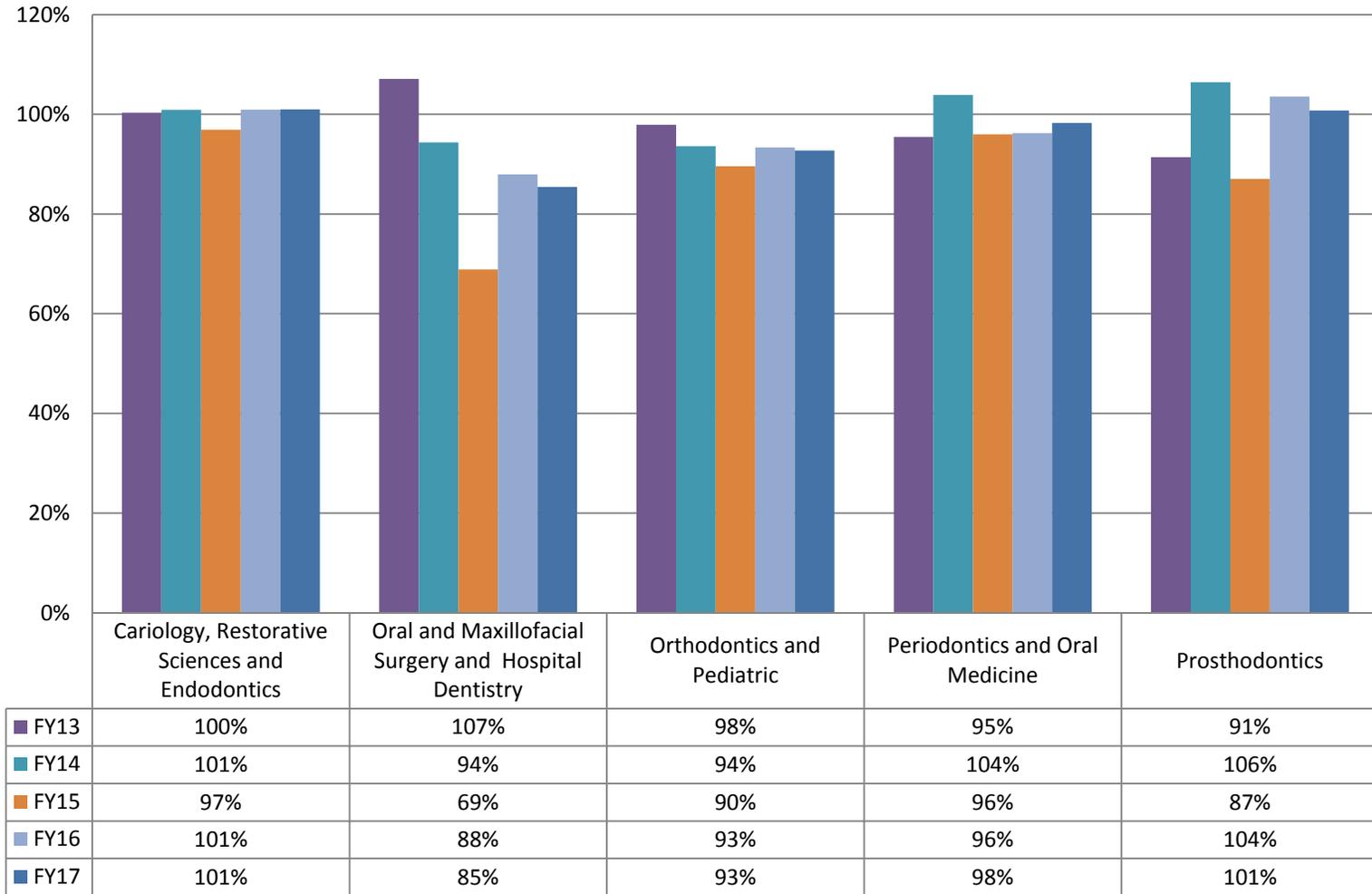
Write Offs by Clinics



Net Charges (Thousands)	4,579	4,546	5,004	5,391	5,579	6,112	6,391	6,524	6,457	6,348	5,481	5,963	7,129	6,430	6,711
Collections (Thousands)	4,505	4,478	4,771	5,360	5,501	5,929	6,327	6,244	6,534	6,259	5,517	5,837	5,800	6,073	6,255

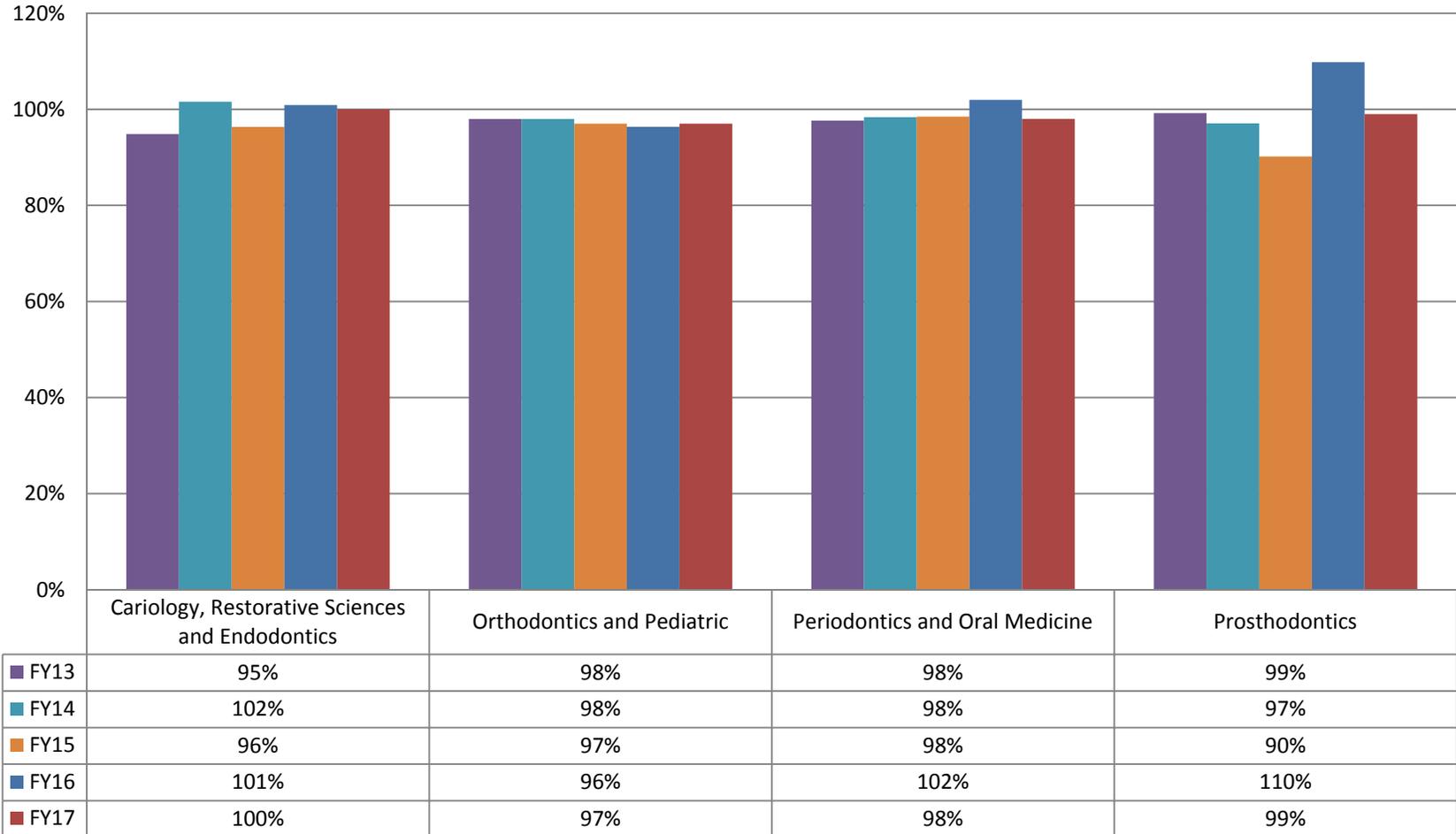
The dollar level of write offs for insurance-related patients and for those without insurance is shown by clinic. Net charges and cash collected for each clinic are shown to provide some perspective for how the Clinic Billing Office is performing. Contractual agreements and professional courtesy adjustments are subtracted from gross charges to get to net charges. We collect on net charges. CBO will focus on aged accounts to impact this negative trend.

Cash Collections as % of Net Charges Faculty Practice



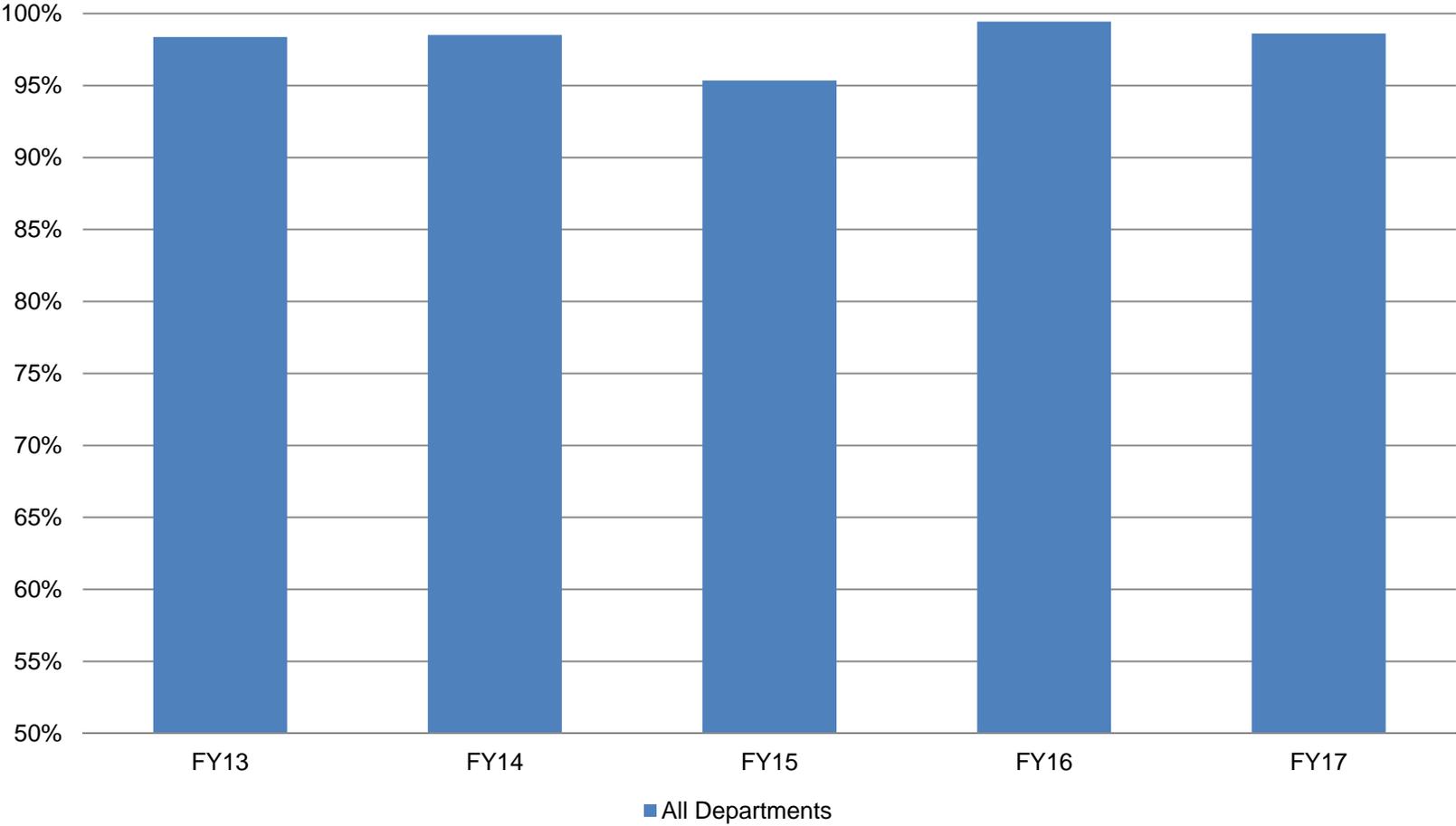
The industry standard for collections is to collect 95% of net charges to patients. The Clinic Billing Office (CBO) has been fairly consistent in meeting that standard. Collections for faculty practice in Oral Medicine are done by an outside firm.

Cash Collections as % of Net Charges Advanced Specialty Clinic



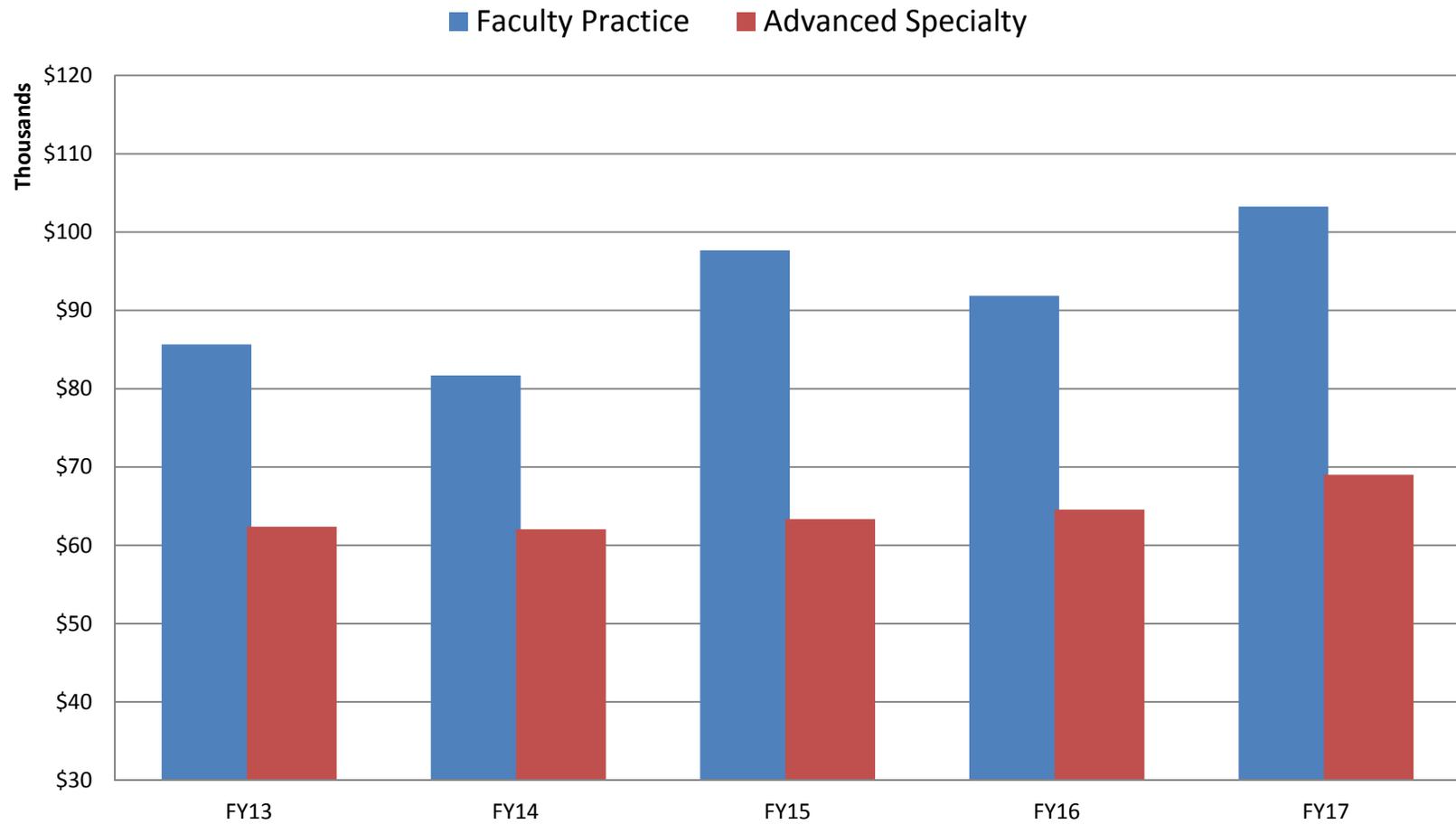
Academic departments are able to keep the funds that are collected on procedures performed. In general, they are seeing improved trends in funds collected.

Cash Collections as % of Net Charges Predoctoral Clinic



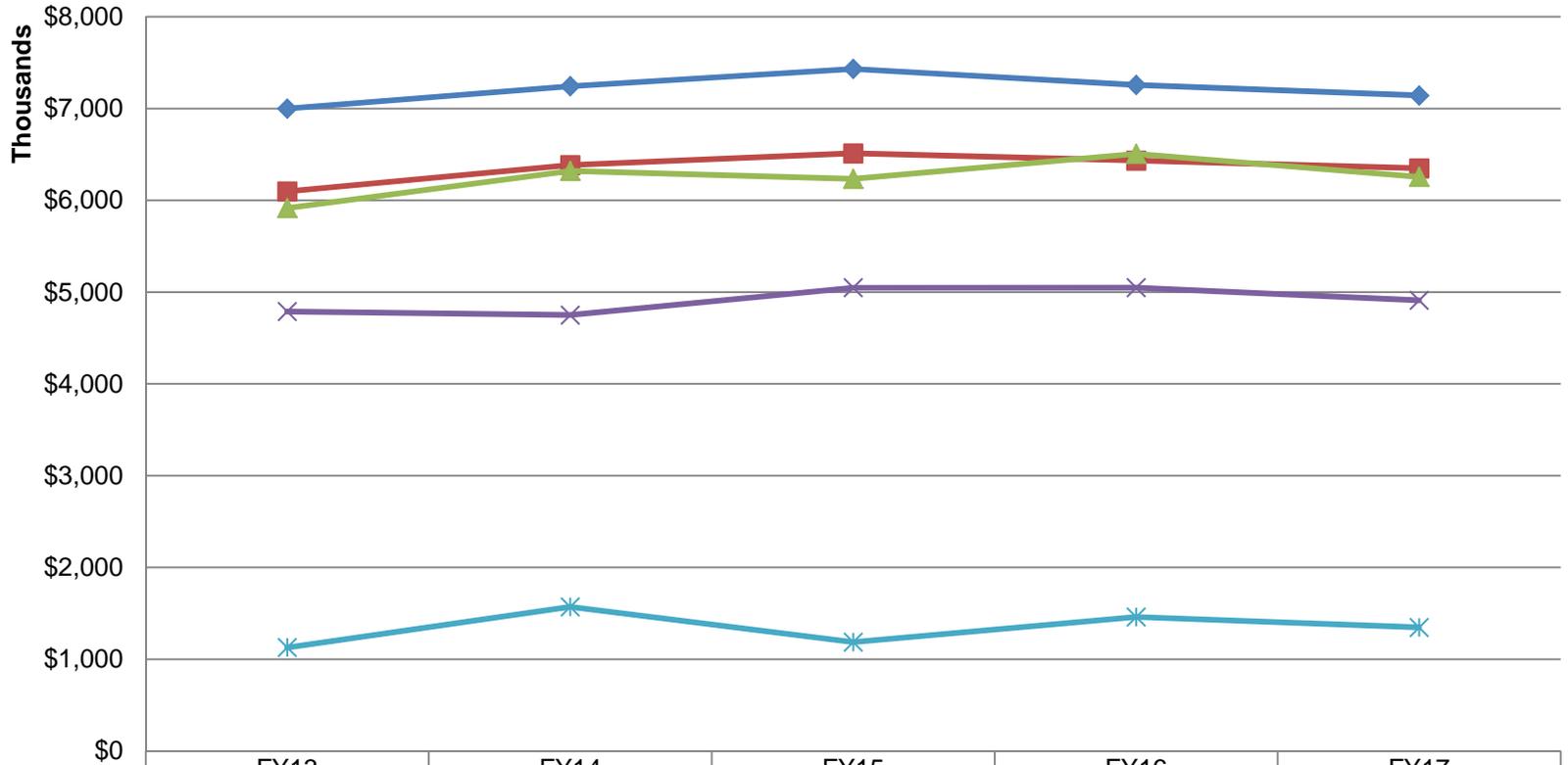
Predoctoral clinics' cash collections as percentage of net charges has been consistently 95% and higher over the last five years. These cash collections are used to fund the expenses of the predoctoral student clinics.

Net Charges per Provider



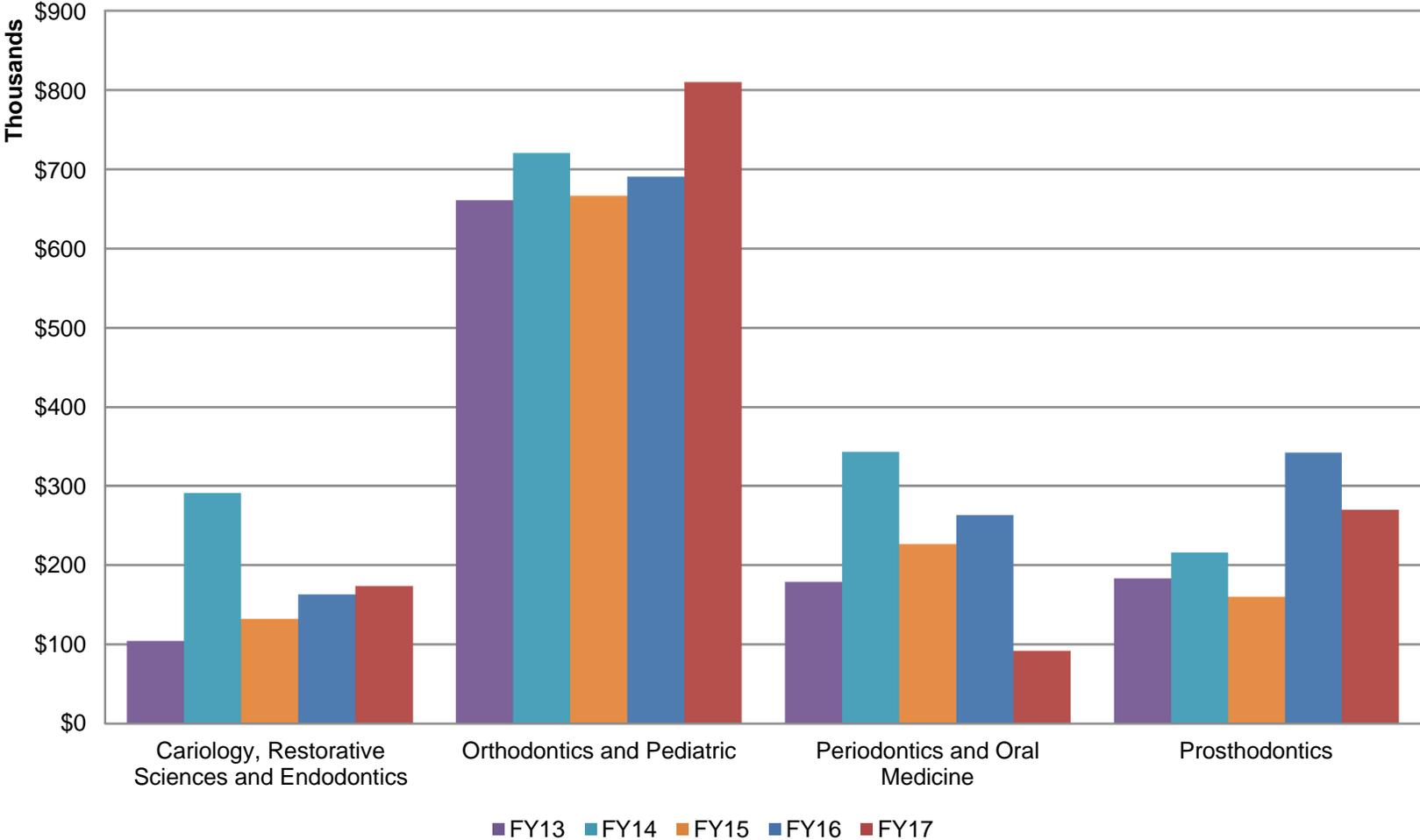
Production in clinics is measured by the average dollar level of service provided. It has been growing consistently.

Advanced Specialty Clinic Activity Summary



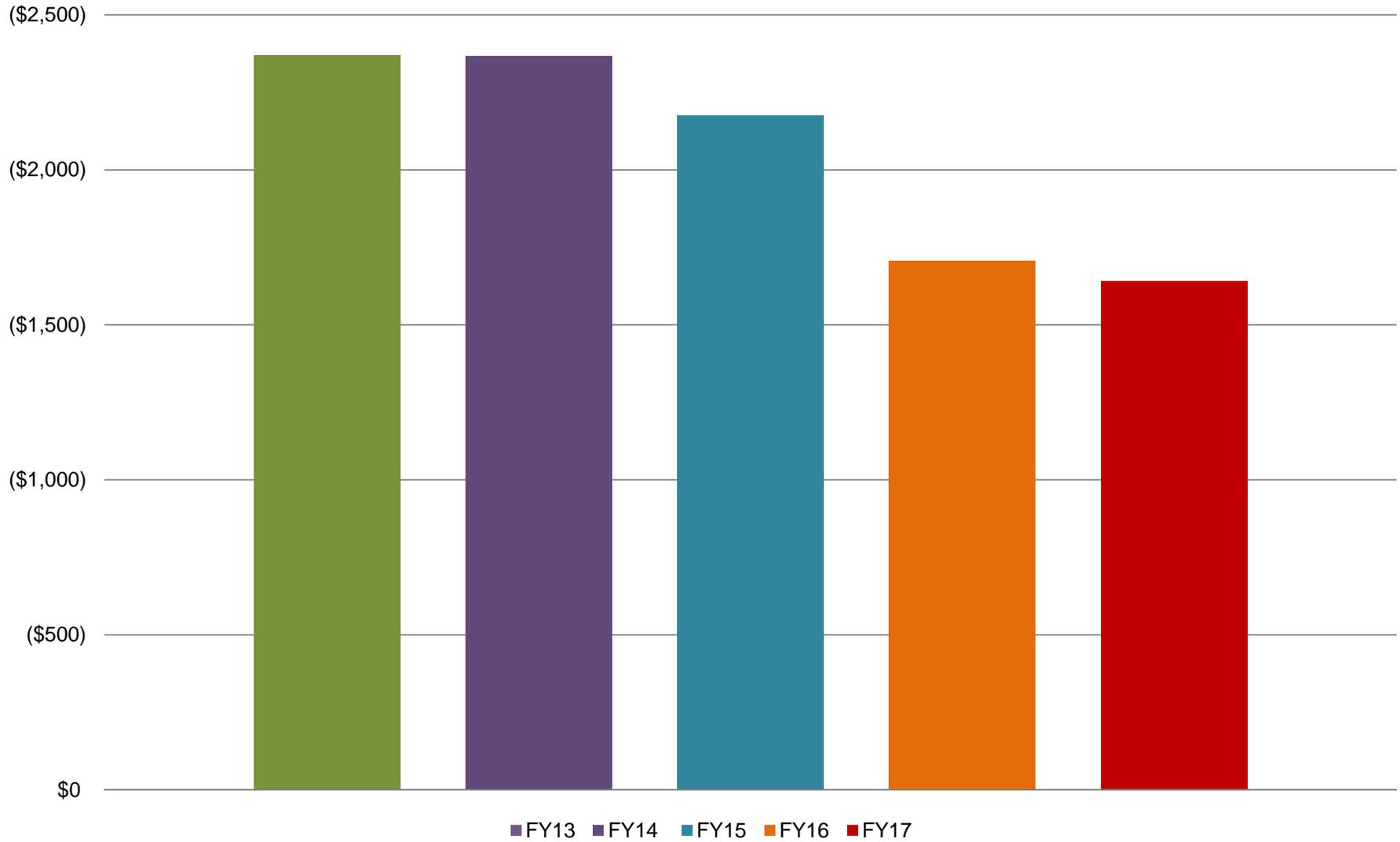
	FY13	FY14	FY15	FY16	FY17
◆ Gross Charges	6,999,310	7,243,332	7,432,144	7,256,455	7,141,613
■ Net Charges	6,097,377	6,384,064	6,511,296	6,433,756	6,348,375
▲ Cash	5,915,921	6,320,601	6,233,574	6,507,644	6,256,235
✕ Direct Operating Expense	4,788,169	4,749,932	5,047,659	5,048,127	4,909,989
* Contribution Margin	1,127,752	1,570,669	1,185,915	1,459,517	1,346,245

Advanced Specialty Clinic Contribution Margin (revenue less expense)



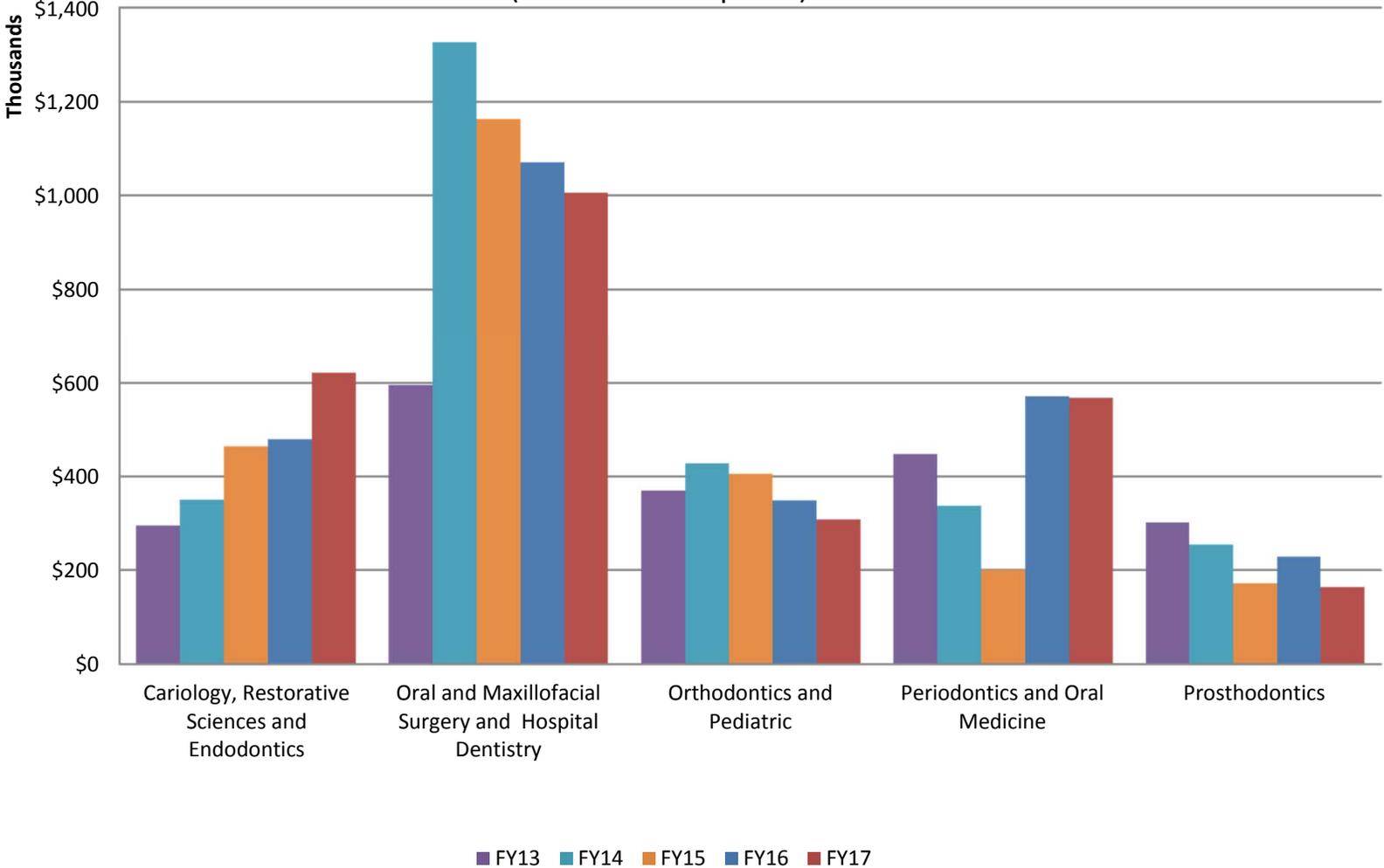
Advanced Specialty Clinics' overall revenues less direct expenses (contribution margin) by academic discipline are shown over 5 years. Orthodontics and Pediatrics by far generate the largest dollars within the school.

Predoctoral Clinic Cost of Operation (revenue less expense)



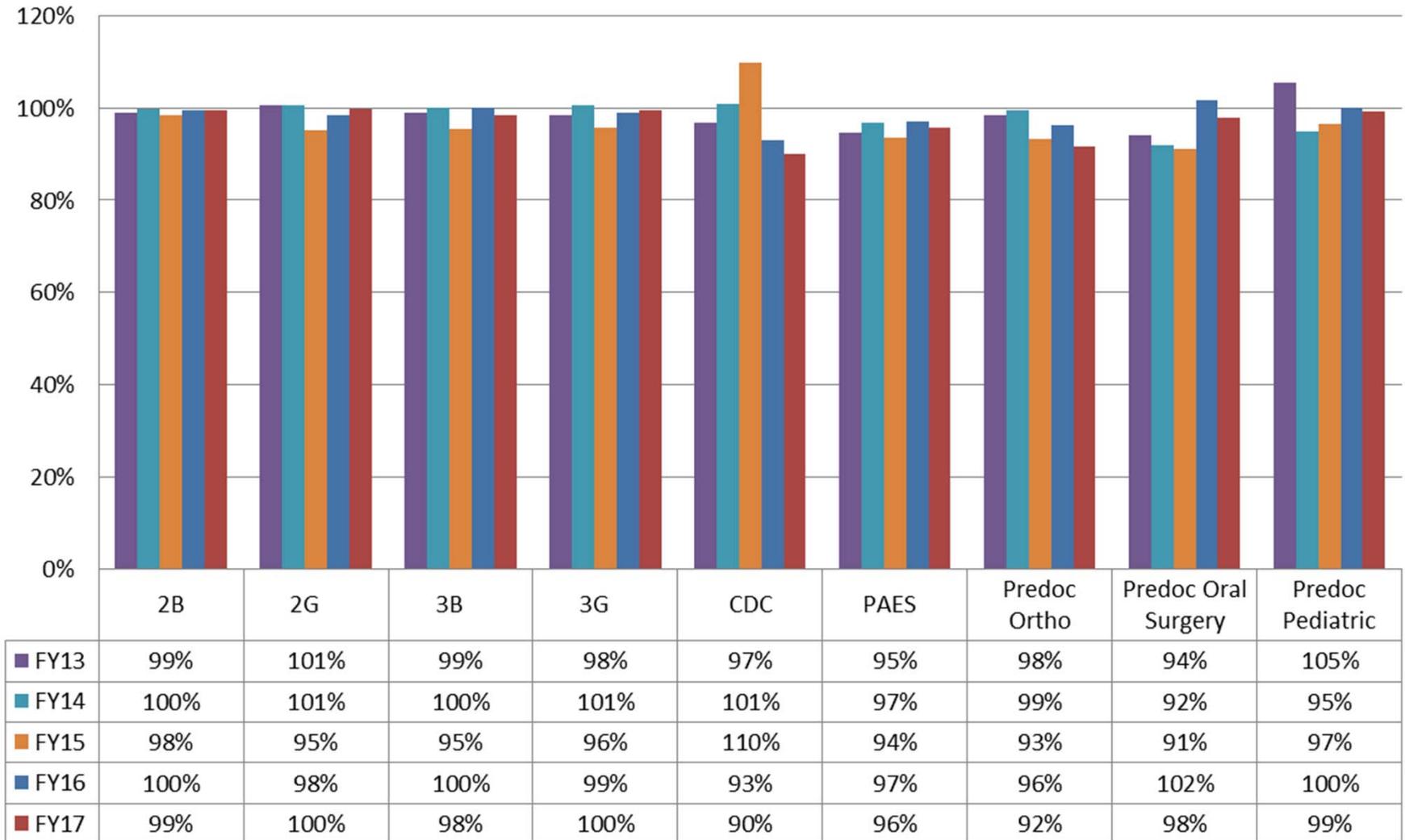
Faculty Practice Contribution Margin

(revenue less expense)



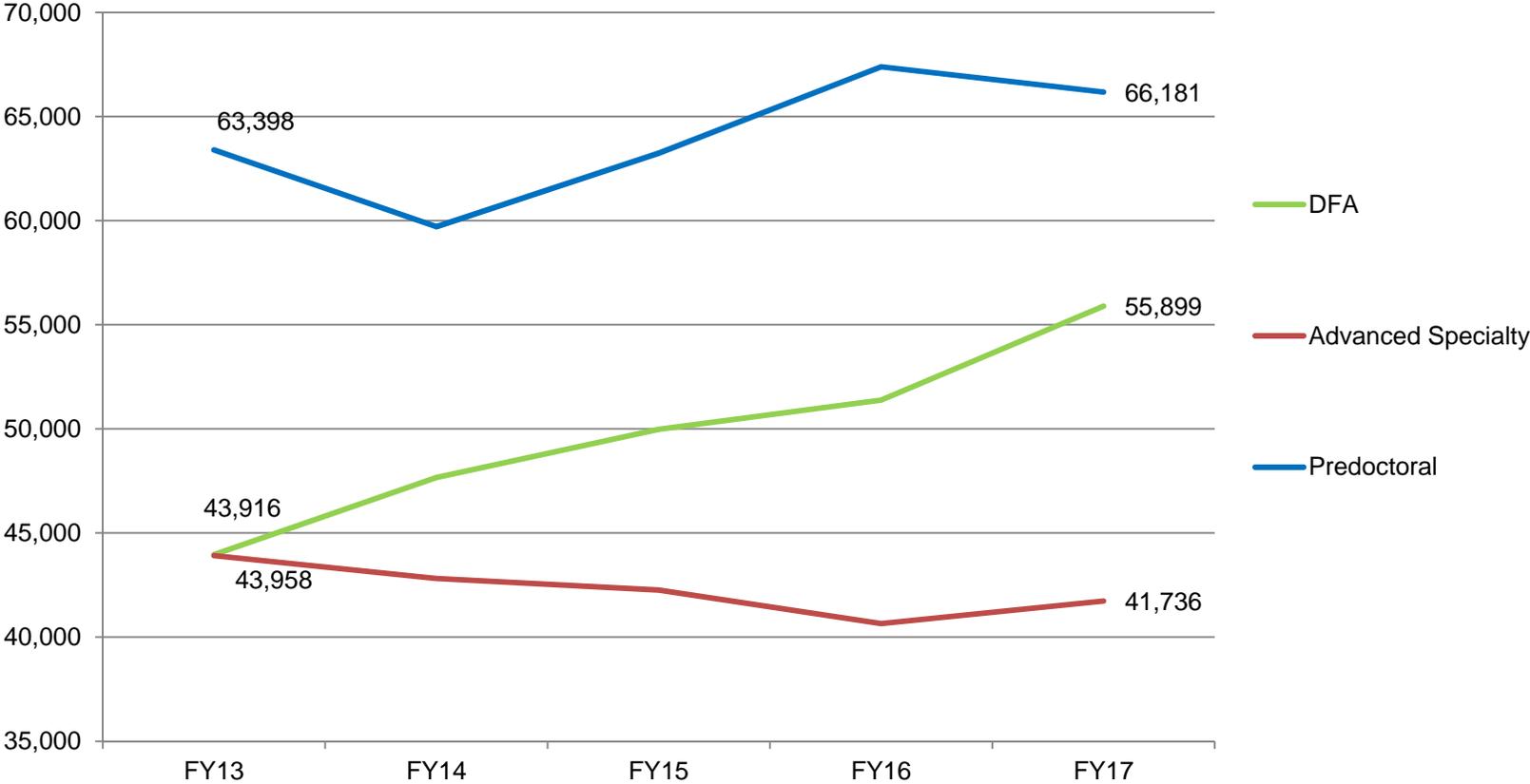
The spike in activity for Oral & Maxillofacial Surgery/Hospital Dentistry was due to a shift in scheduling of wisdom teeth and implant patients from predoctoral clinics to faculty practice.

Cash Collections as % of Net Charges Predoctoral Clinic by Discipline



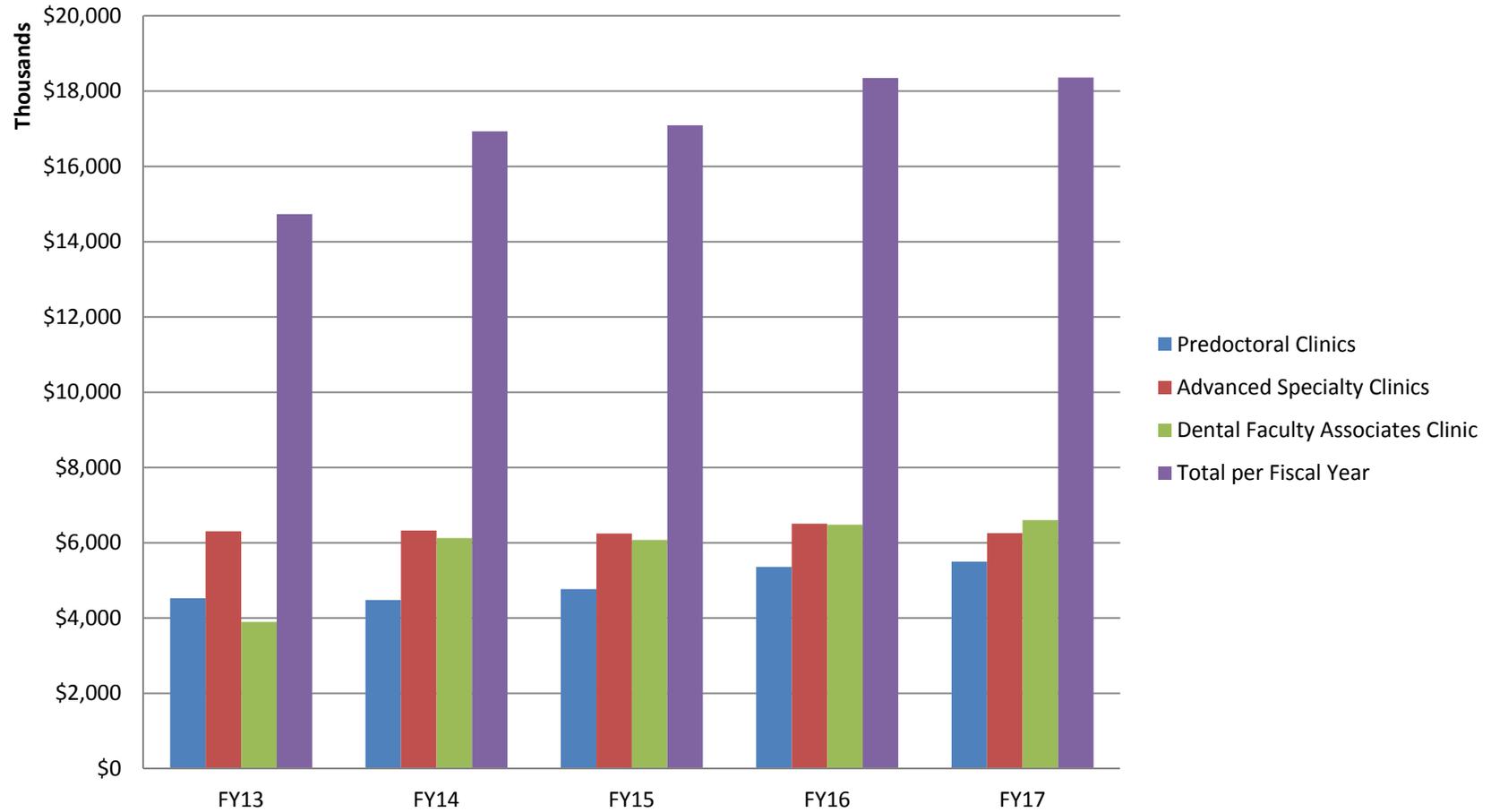
Discipline is the location where the work is done by the predoctoral students.

Patient Visits by Clinic



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

Clinic Cash Collections



All three clinics have contributed to a conservative degree of growth in cash collected over 5 years.