

Board of Trustees

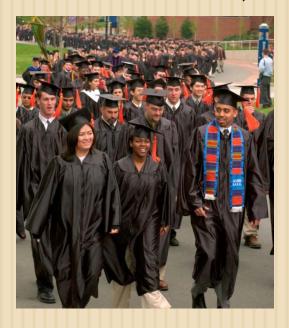
Budget Workshop

August 1, 2007

Indicators of Success

UCONN

- UConn rated the top public university in New England for the past 8 years (U.S. News & World Report)
- UConn ranked in the top 30 best value public colleges for in-state costs (Kiplinger's Personal Finance)



- 94% of recent graduates are either employed or are in graduate / professional schools
- Undergraduate alumni rank 7th in the nation among public universities for alumni giving with an annual giving rate of 24% (U.S. News & World Report)

Indicators of Success

UCONN

- UCONN 2000
 construction program has
 created more than 9.2M
 square feet of new &
 renovated space
- Athletic teams have won 8
 NCAA Division I national
 championships, 33 Big
 East tournaments & 41 Big
 East regular

season titles

since 1995

 UConn Health Center's John Dempsey Hospital named Solucient Top 100 Hospital in 2007



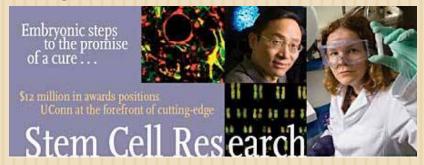
UConn Health Center's School of Dental Medicine is consistently #1 or #2 in the country in the National Dental Board

UConn's Contribution to Connecticut

WUCONN UConn adds \$3.1 billion annually to Connecticut's gross state product

- Faculty Research, Training& Service:
 - Contributes to Connecticut's economic growth
 - Enhances health, technological advancement & quality of life across the state, the nation & beyond
 - External funding increased78% from FY97 to FY07
- Innovative Technologies:
 - Faculty awarded more than 175 patents in the past ten years & incubated 16 new businesses

- Fuel Cells:
 - CT Global Fuel Cell Centersupported by federal government & major state and other firms
 - Involves 4o faculty in vital cuttingedge research



- Stem Cells:
 - UConn faculty won 15 of 21 grants awarded by Connecticut's Stem Cell Research Advisory Committee in 2006 (\$12M)

Student Quality & Diversity



Health Center

- Over the last 5 years (fall 2002-2006):
 - School of Medicine applications increased by 52% (1,776 to 2,699)
 - School of Dental Medicine applications increased by 57% (870 to 1,362)
 - School of Medicine passing rates on National Exams have averaged 98% or above
 - School of Dental Medicine passing rates on National Exams have been at 100%
- Total Minority Enrollment has increased from 19.8% in fall 1997 to 26.9% in fall 2006
- Approximately 35% of School of Medicine graduates practice in the state while 46% of School of Dental Medicine graduates practice in the state

Student Quality & Diversity

UCONN

Storrs & Regional Campuses

- Fall 2007 compared to fall 1995 at Storrs:
 - Applications have increased 114% (9,874 to 21,103)
 - Freshman enrollment is projected to increase by 60% (2,021 to 3,225)
 - Freshman minority enrollment is projected to increase by 124% (308 to 689)
 - SAT scores are projected to increase by 80 points from fall 96-07 (1113 to 1193)

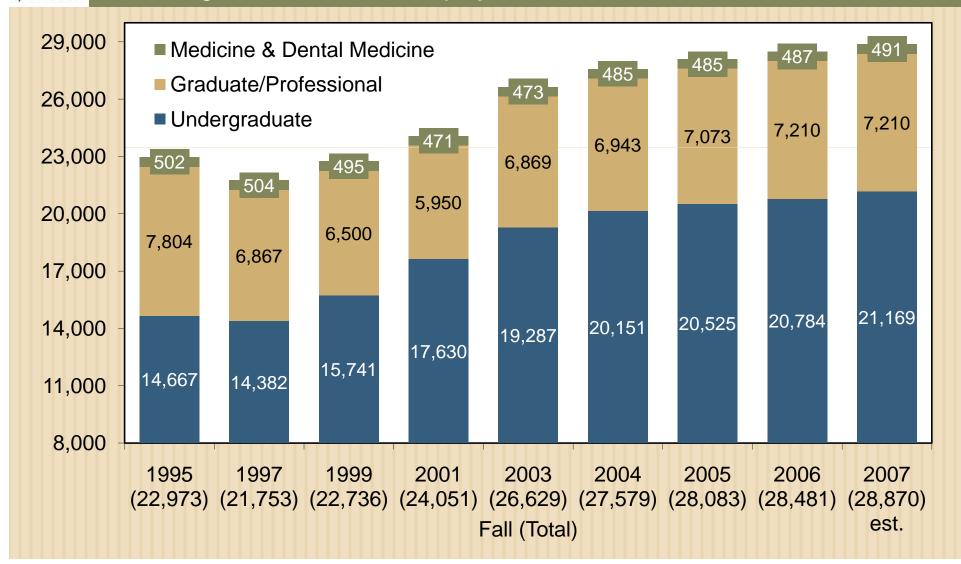


Valedictorians and salutatorians are projected to increase by 42 students (105 to 147) bringing the total since 1995 to 932 at all campuses

Student Enrollment

UUCONN Ur

Undergraduate enrollment is projected to increase 44% from 1995 to 2007

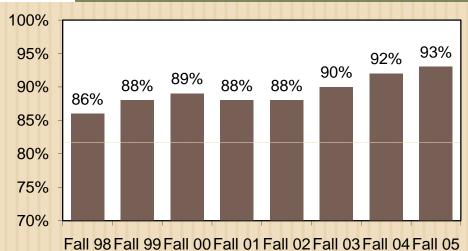


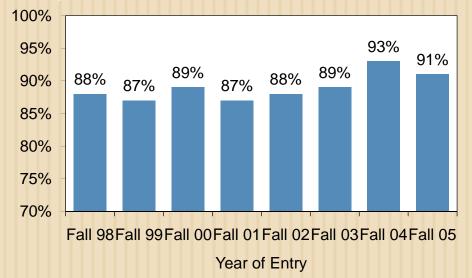
Retention Trends



Storrs Campus

Minority Freshmen





Treshman retention rate (fall 04 entry) is substantially higher than the 80% average for 440 colleges & universities in the national Consortium for Student Retention Data Exchange (CSRDE)

Year of Entry

The minority freshman retention rate (fall 04 entry) is also substantially higher than the national 79% average (CSRDE)

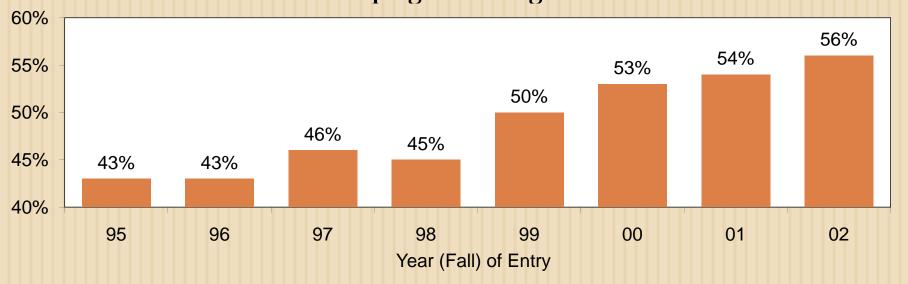
4-Year Graduation Trend



Storrs Campus

Among the 58 Public Research Peer Universities:

- UConn's 4-year graduation rate of 50% (fall 99) ranks 11th
- UConn's average time to graduate of 4.3 years (fall 99) ranks
 5th
 - Only University of Virginia-Main Campus, University of North Carolina at Chapel Hill, University of Michigan-Ann Arbor & University of Illinois at Urbana-Champaign rank higher



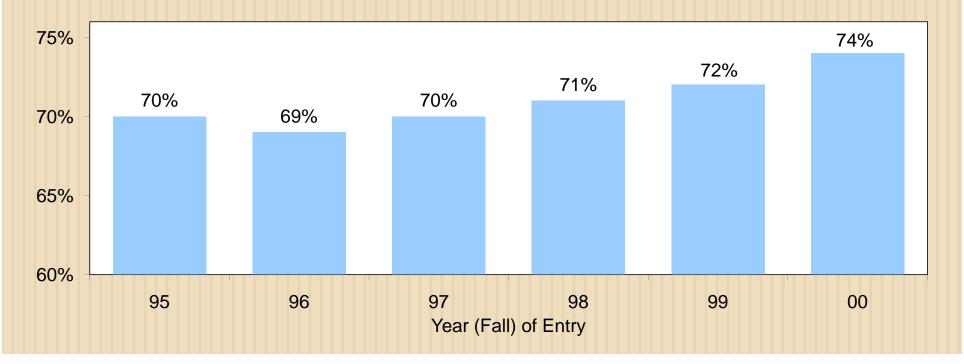
6-Year Graduation Trend



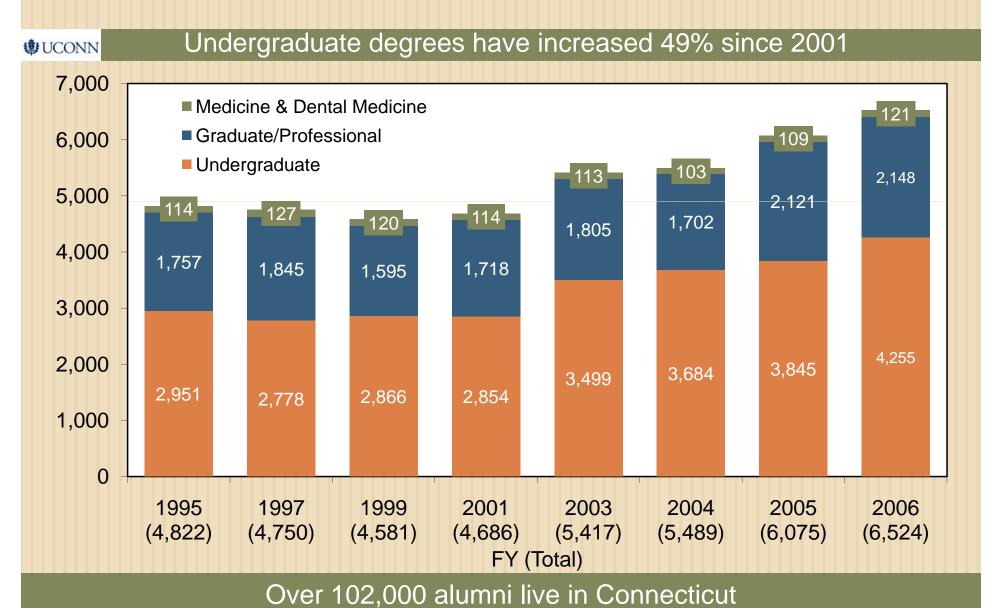
Storrs Campus

Among the 58 Public Research Peer Universities:

- □ UConn's 6-year graduation rate of 72% (fall 99) ranks 22nd
- UConn's 6-year minority graduation rate of 66% (fall 99)
 ranks 21st



Degrees Awarded



FY07 Forecast

Revenues: \$670.2M & Expenses: \$670.2M = Balanced Budget

1	UCONN
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Health Center

<u>Revenues</u>	Budget	Forecast	Variance
State Support	\$104.8	\$127.0	\$22.2
Gifts, Grants & Contracts	91.7	91.0	(0.7)
Correctional Managed Health Care	90.7	93.0	2.3
Net Patient Care	306.3	290.4	(15.9)
All Other Revenues	73.0	68.8	(4.2)
<u>Expenses</u>			
Personal Services (including Fringe)	\$423.8	\$424.3	\$0.5
Medical/Dental House Staff	32.6	32.6	0.0
Outside & Other Purchases	43.1	44.8	1.7
Provision for Bad Debts	6.8	6.4	(0.4)
Drugs/Medical Supplies	73.1	69.5	(3.6)
Utilities	13.5	17.6	4.1
Insurance	5.0	4.7	(0.3)
All Other Expenses	68.6	70.3	1.7

FY07 Forecast

Revenues: \$859.2M & Expenses: \$853.4M = Net Gain: \$5.8M

UCONN

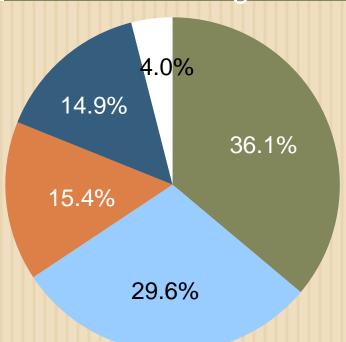
Storrs & Regional Campuses

Revenues	Budget	Forecast	Variance
State Support	\$305.8	\$307.9	\$2.1
Tuition & Fees	251.0	253.3	2.3
Gifts, Grants & Contracts	133.0	132.0	(1.0)
Investment Income	9.1	10.8	1.7
Auxiliary Enterprise Revenue	132.4	129.9	(2.5)
All Other Revenue	23.7	25.3	1.6
<u>Expenses</u>			
Personal Services (including Fringe)	\$485.8	\$484.9	(\$0.9)
Other Expenses	146.0	139.9	(6.1)
Energy	39.0	30.1	(8.9)
Financial Aid	72.0	76.6	4.6
Transfers	33.4	39.9	6.5
All Other Expenses	79.8	82.0	2.2

FY08 Key Revenue Drivers



Storrs & Regionals



■ State Support: 36.1%

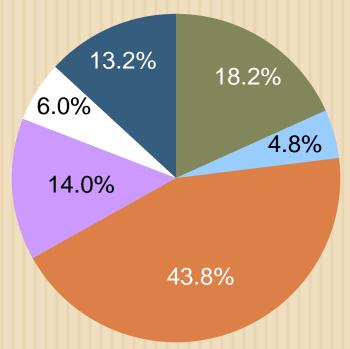
Tuition & Fees: 29.6%

Auxiliaries: 15.4%

■ Gifts, Grants & Contracts: 14.9%

All Other: 4.0%

Health Center



■ State Support: 18.2%

Interns & Residents: 4.8%

Patient Care: 43.8%

CMHC: 14.0%

All Other: 6.0%

■ Gifts, Grants & Contracts: 13.2%

State Appropriation (SM)

UCONN

FY07 Allotment FY08* Approp FY09* Approp

Storrs & Regionals

\$222.6

\$225.5

\$229.4

- FY08 includes \$2M for Center for Entrepreneurship, \$1M for Faculty Hiring Plan, \$200K for Water Basin Planning, \$200K for MbEIN Program & \$200K for LISICOS.
- FY09 includes \$2M for Center for Entrepreneurship, \$2M for Eminent Faculty & \$1M for Faculty Hiring Plan.

Health Center

\$76.9

\$94.4

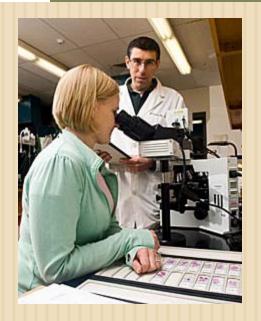
\$102.0

- FY08 & FY09 include funds for the Academic Gap, \$100K for Area Health Education Collaboratives & \$200K for the Huntington's Disease Program.
- •FY09 does not reflect \$3.6M for JDH fringe benefit costs, included in the appropriation for the State Comptroller's Office.

*FY08 & FY09 exclude the state's share of collective bargaining increases

Non-State Revenue Streams





Research funding

Private support

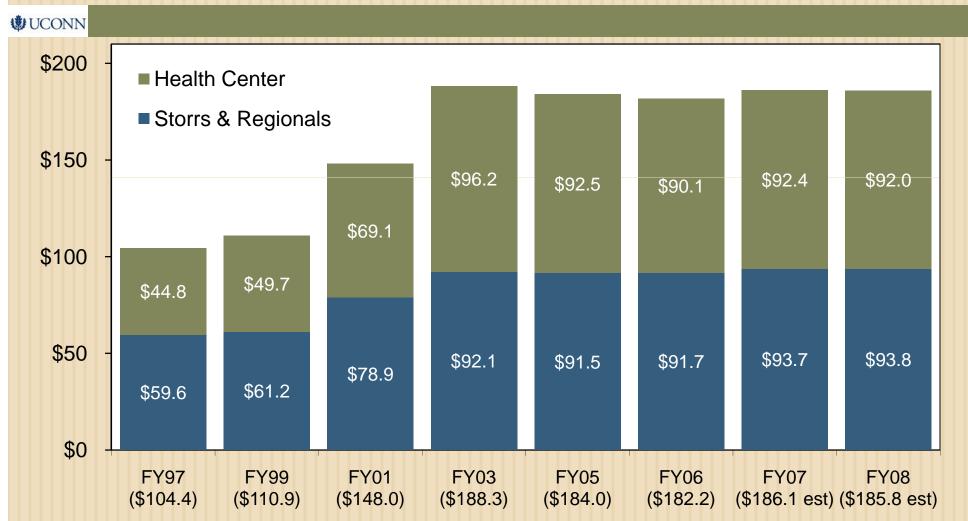


Clinical revenue @ Health Center



Tuition/fees/room/board @ Storrs & Regionals

Research, Training & Service External Awards (SM)

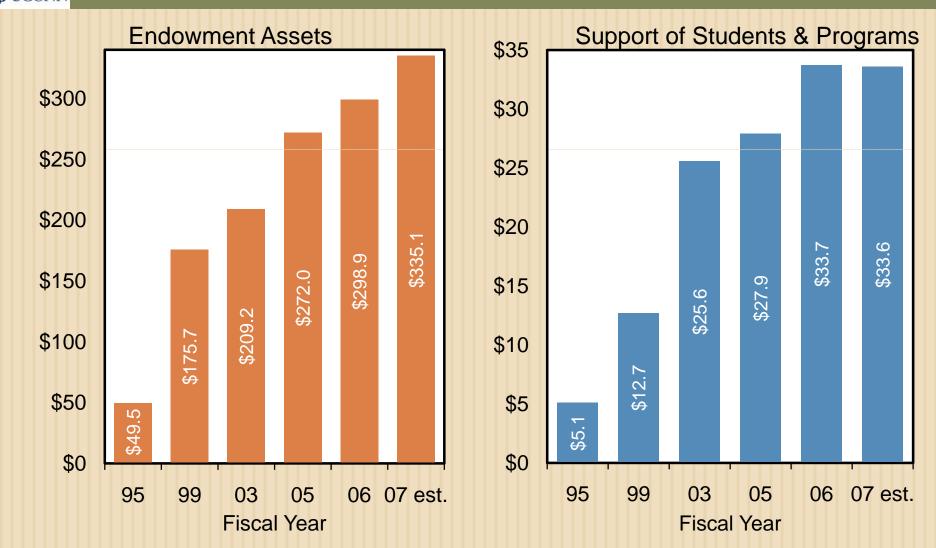


Recent national trend is flat federal funding of academic research, particularly for projects sponsored by the National Institutes of Health

UConn Foundation (SM)



UCONN



Matching Grant Program (SM)

UCONN

Program Summary:

- 1996 1:1 state to private match
- 1998 1:2 state to private match
- 2005 1:4 state to private match, no state funds released until Rainy Day Fund is 10% of General Fund



- \$55.6M received from state through Program from 1996 to 2004
- **\$15.4M** due to University for 2003-2006

UConn's Affordability FY08 Tuition & Mandatory Fees

UCONN

	<u>In & Out</u>		<u>In</u>	Out of
<u>Private Schools</u>	Of State	Public Schools	<u>State</u>	<u>State</u>
Boston College	\$36,079	Penn State	\$12,851	\$24,021
Boston Univ	\$35,418	Univ Vermont	\$12,044	\$27,928
Fairfield	\$33,905	Univ New Hampshire	\$11,070	\$24,030
Northeastern	\$32,149	Rutgers	\$10,706	\$19,874
Syracuse	\$31,686	Univ Massachusetts	\$9,921	\$20,499
Providence	\$29,405	Univ Connecticut	\$8,852	\$22,796
Quinnipiac	\$28,720	Univ Maine	\$8,330	\$20,540
Univ Hartford	\$26,996	Univ Delaware	\$8,305	\$19,555
		Univ Rhode Island	\$8,184	\$23,038
		Univ Maryland	\$7,969	\$22,208

UConn's Affordability FY08 Tuition, Fees, Room & Board*

UCONN

	<u>In & Out</u>		<u>In</u>	Out of
<u>Private Schools</u>	Of State	Public Schools	<u>State</u>	<u>State</u>
Boston College	\$47,139	Penn State	\$20,601	\$31,771
Boston Univ	\$46,598	Rutgers	\$20,468	\$29,636
Fairfield	\$44,735	Univ Vermont	\$20,376	\$36,260
Northeastern	\$43,569	Univ New Hampshire	\$20,038	\$32,998
Syracuse	\$43,276	Univ Massachusetts	\$17,768	\$28,346
Quinnipiac	\$39,920	Univ Rhode Island	\$17,762	\$32,616
Providence	\$39,740	Univ Connecticut**	\$17,702	\$31,646
Univ Hartford	\$38,454	Univ Maryland	\$17,023	\$31,262
* Board rates reflect the mos	t expensive meal	Univ Delaware	\$16,253	\$27,503
plan available. ** 30% of UConn degree-see do not pay room & 38% do n		Univ Maine	\$15,814	\$28,024

Total Financial Aid (SM)

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Storrs & Regional Campuses

	FY06	FY07	FY08 est.	% Change (FY06-FY08)
Need-Based Grants	\$43.7	\$50.7	\$53.9	23.3%
University Scholarships	21.9	24.8	25.5	16.4%
Non-University Scholarships	5.6	5.1	5.3	(5.3%)
Loans (federal & private)	111.5	117.9	126.1	13.1%
Tuition Waivers	34.6	<u>37.6</u>	<u>39.7</u>	14.7%
Subtotal	\$217.2	\$236.0	\$250.5	15.3%
Work Study/Student Labor	<u>13.9</u>	<u>14.0</u>	<u>14.6</u>	5.0%
Total Financial Aid	\$231.1	\$250.0	\$265.1	14.7%

Financial Aid Summary

UCONN

Storrs & Regional Campuses

All tuition, fees, room & board increases have been accompanied by an off-setting increase in financial aid to ensure that any qualified student can attend the University regardless of financial means



- For FY08, total aid will increase by 6.0%
 - Need-based grants will increase 6.3%
 - Eliminated the un-met need gap for the neediest in-state students
 - 77% of students (undergraduate and graduate) received aid in FY07

Budget (\$M)

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	FY07 Forecast	FY08 Budget
Storrs & Regionals		
Revenues	\$859.2	\$901.0
Expenditures	<u>853.4</u>	903.3
Net Gain/Loss	\$5.8	(\$2.3)
<u>Health Center</u>		
Revenues	\$670.2	\$712.9
Expenditures	<u>670.0</u>	<u>712.9</u>
Net Gain/Loss	\$0.0	\$0.0

Budget Priorities

UCONN

- Programmatic imperatives
 - Record enrollment, retention & graduation rates
 - Increased expectations of students
 - Enriched educational experiences
 - Response to changing workforce demands
 - Economic development potential for Connecticut
 - Signature Program investment



- Storrs & Regionals: increase faculty (\$2.5M); enhance campus security (\$0.7M)
- Health Center: achieve financial stability; strengthen signature programs (\$3.8M)





Provost's Priorities for FY08



Storrs & Regional Campuses

Academic leadership in schools/colleges

Internationalization & Diversity





Focused research enhancements

New faculty hiring – FY08 & FY09



Academic Leadership

UCONN

Storrs & Regional Campuses



- Senior academic leadership at the Storrs & Regional Campuses is provided by the 11 Deans
 - 4 new Deans were recruited to start in fall 2007 or spring 2008: Law, Business, Nursing & Engineering
 - At least 3 searches anticipated for new Deans to take over in fall 2008—CLAS, Social Work & Graduate School
 - Successful completion of these searches is the highest priority in Academic Affairs







Internationalization & Diversity

UCONN

Storrs & Regional Campuses

 Aim to increase the international dimension of teaching & research programs & enhance range of diversity programming



- Achieve diversity goals spelled out in various college plans for faculty & students
- Increase percentage of students who benefit from an international experience from 12% to 30%
- Forge substantial partnerships across a broad array of research & teaching programs with a limited number of prestigious international universities
- Increase recruitment efforts for undergrad international students & provision of appropriate support such as Global House

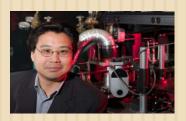


Research Enhancement



Storrs & Regional Campuses

 Increase emphasis on focused research areas identified in Academic Plan



- Development of Eminent Faculty Program in alternative fuels funded by state and private partnership
- Development of entrepreneurial support activities through Schools of Business and Law
- Partnering with state agencies in nanotechnology research
- Collaboration with foreign institutions on research projects involving the environment & health & human behavior



- Pursuing workforce development for the state building upon research strengths in engineering, nursing, business, social work, etc.
- Further strategic investment in cultural & artistic programming

Faculty Hiring

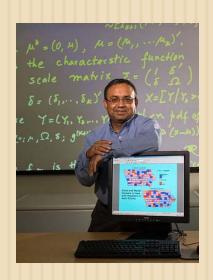


Storrs & Regional Campuses

- Net new faculty = 51 in FY06 & 13 in FY07
- Net new faculty = approximately 40 in FY08
 - Workforce Development
 - Engineering, Biological Sciences, Pharmacy, Nursing & Allied Health Sciences
 - School of Business
 - Neag School of Education



- Critical Research
 - Center for Regenerative Biology, Fuel Cell Center,
 Functional Foods, Intellectual Property, Operations & Information Management & Physical Sciences
- Educational Needs
 - Undergraduate Education, Humanities & Social Sciences
- **\$2.5M** (excluding fringe) in funding from the state, Center for Entrepreneurship, programmatic reallocations & operational efficiencies



New Initiatives Update

WUCONN Center for Entrepreneurship

- \$2M funding from state
- School of Business & School of Law: 6 faculty hired for FY08
- The program:
 - Supports inventors in commercialization & generation of business opportunities
 - Assists technology based programs in finding real-time solutions to business problems
 - Already opened an intellectual property law clinic

Eminent Faculty

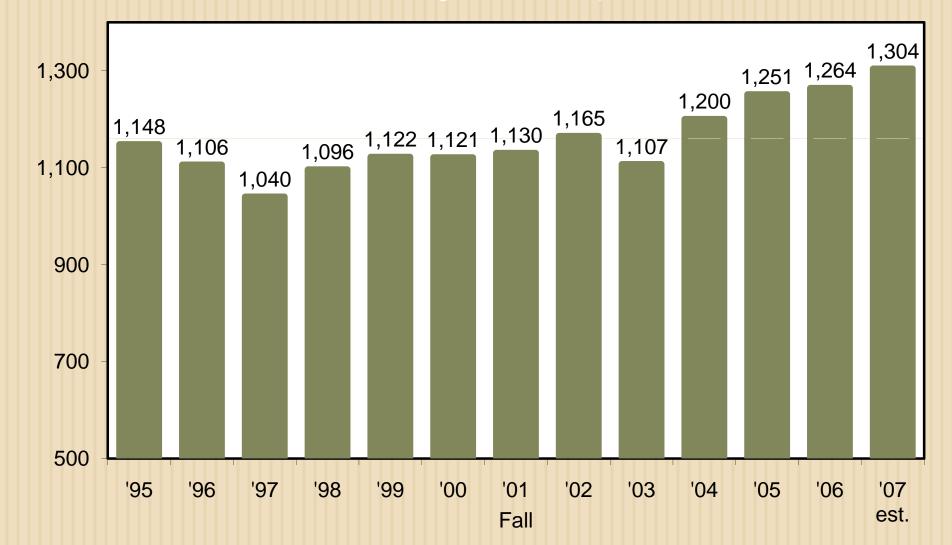
- \$2M funding from state in FY07, no funding in FY08, \$2M funding restored in FY09
- Initial match from industry or other sources has been secured 1 faculty hire anticipated for FY08
- Major areas of focus:
 - Alternative energy
 - Fuel Cells



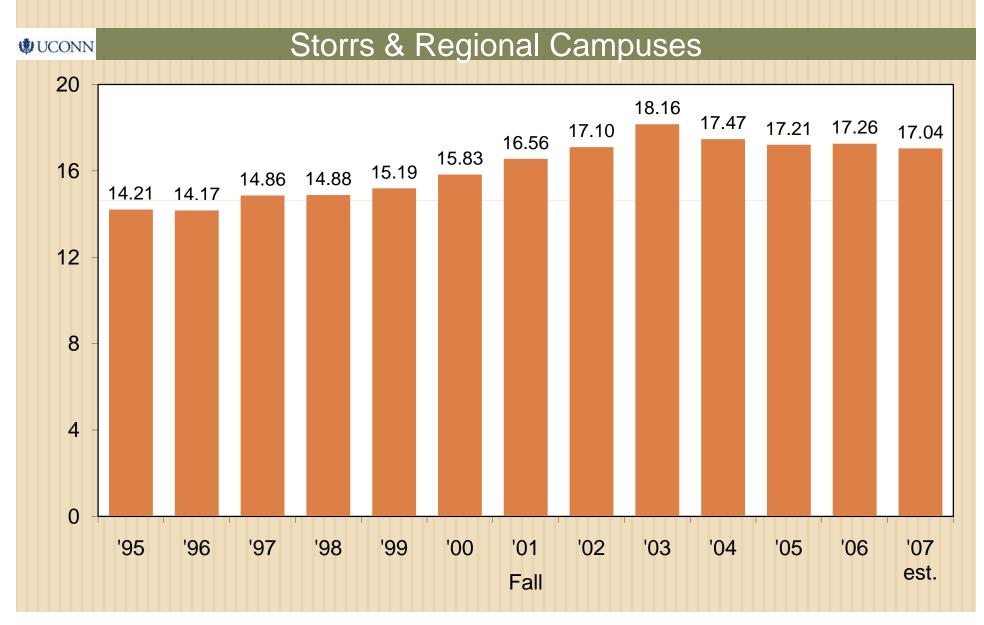
Faculty Growth



Storrs & Regional Campuses



Student Faculty Ratio





Board of Trustees

Budget Workshop

August 1, 2007

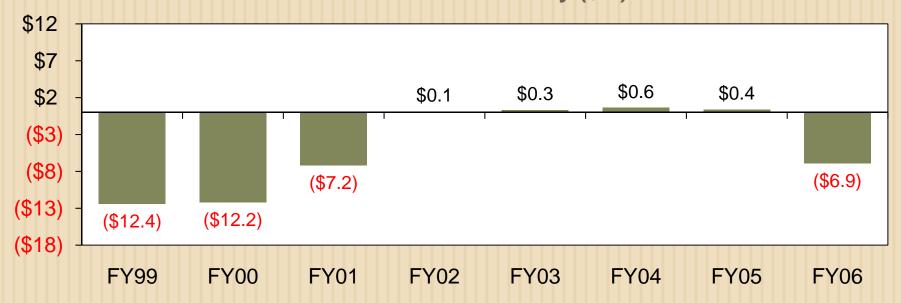






- Beginning in FY02, the Health Center experienced 4 straight years of improved financial performance & balanced budgets
- In FY06, the Health Center experienced a \$6.9M deficit

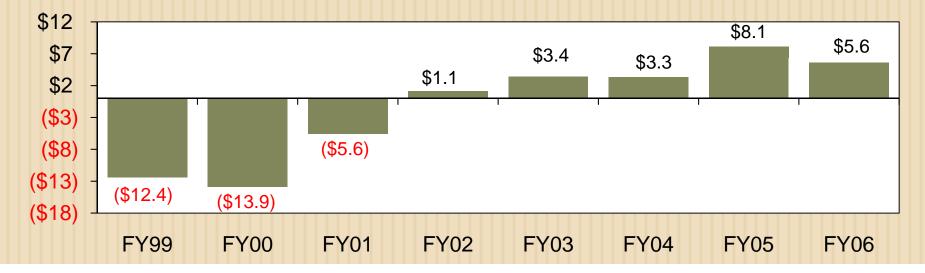
UConn Health Center
Total Excess / Deficiency (\$M)





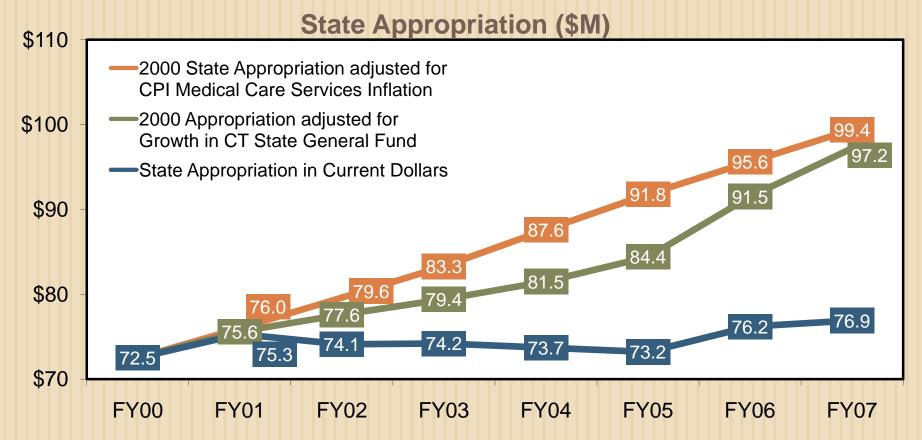
- The financial turnaround of John Dempsey
 Hospital (JDH) was a key factor in balancing the
 Health Center's overall budget
- In FY06, while still generating a margin, the hospital was no longer able to fill the "academic gap"

John Dempsey Hospital
Total Excess / Deficiency (\$M)





From FY00 to FY07, the state appropriation (the mainstay of the academic enterprise) saw an average annual rate of increase of only 0.8%





Cost Improvements (SM)

- The combination of inflation, flat state appropriations & reliance on hospital income in a volatile health care market put finances at risk
- Over the years, UCHC has sought to mitigate this structural financial problem through increased clinical revenue generation & ongoing cost improvement efforts (both revenue enhancement & expense reduction, including workforce cuts)

<u>FY00</u>	<u>FY01</u>	<u>FY02</u>	<u>FY03</u>	<u>FY04</u>	<u>FY05</u>	<u>FY06</u>	<u>FY07</u>	<u>Total</u>
\$12.9	\$7.7							\$20.6
	5.8	1.2						7.0
		5.5						5.5
		7.1	3.0					10.1
			9.4	2.7				12.1
				2.7				2.7
					5.2			5.2
						1.8		1.8
							13.0	13.0
\$12.9	\$13.5	\$13.8	\$12.4	\$5.4	\$5.2	\$1.8	\$13.0	\$78.0
Incremental impact of prior year improvements								



FY07 Plan

- Goal was to stabilize the operating budget through yet another series of cost reductions & revenue enhancements
 - Elimination of 74 filled & vacant positions
 - Implemented a \$9M improvement plan
 - Additional vacant position elimination
 - Purchasing standardization cost savings
 - Hospital value analysis & revenue cycle project savings
 - Other expense reductions (travel, consulting, miscellaneous)
 - Aggressive funding plan for 19 new & replacement physician hires in UMG
 - 15% tuition increase
 - Deferral of academic & managerial merit increases



FY07 Wins



Record JDH volume (inpatient and outpatient)

Excellent expense control

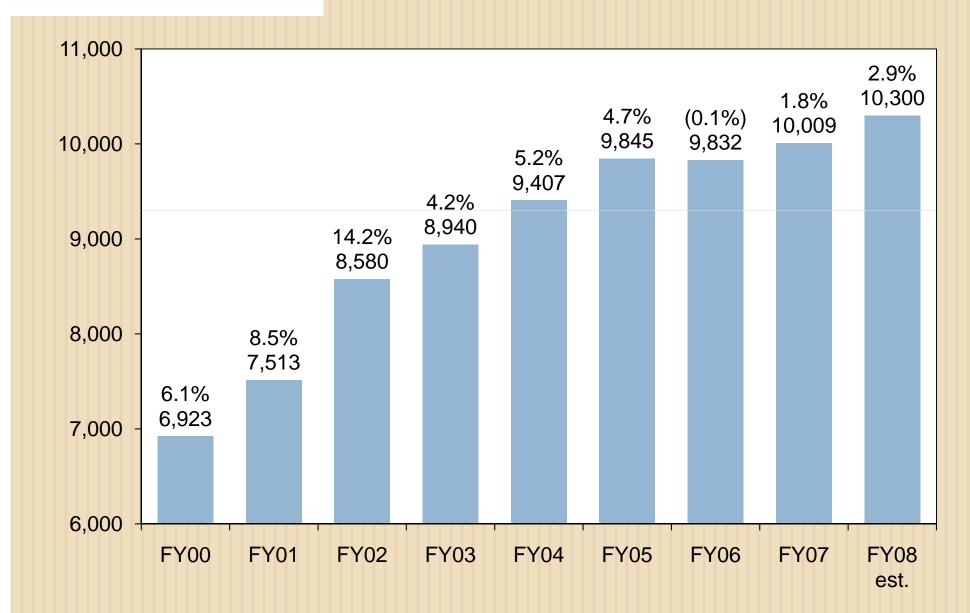


 The \$9M cost improvement plan ultimately achieved \$13M



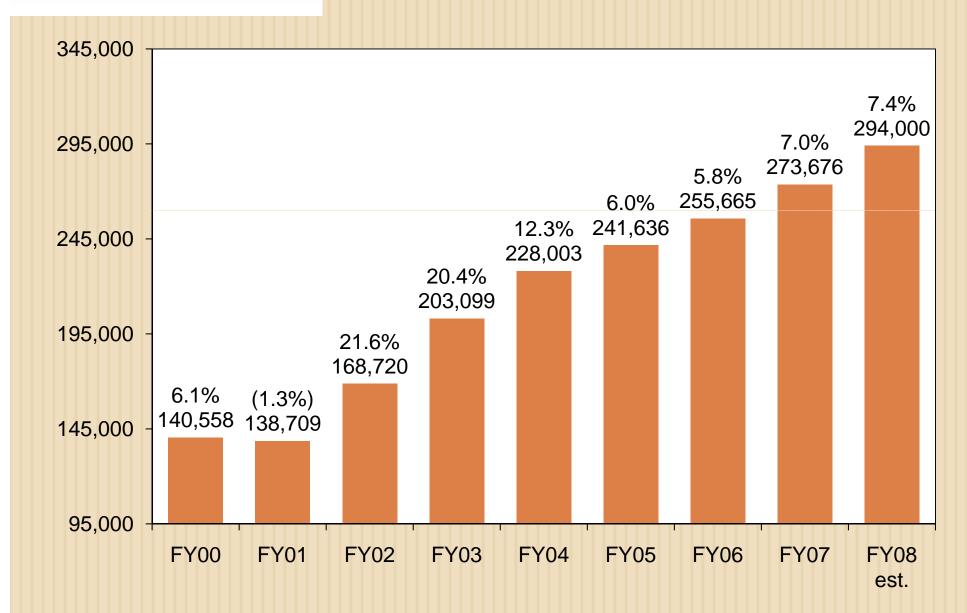


JDH Admissions



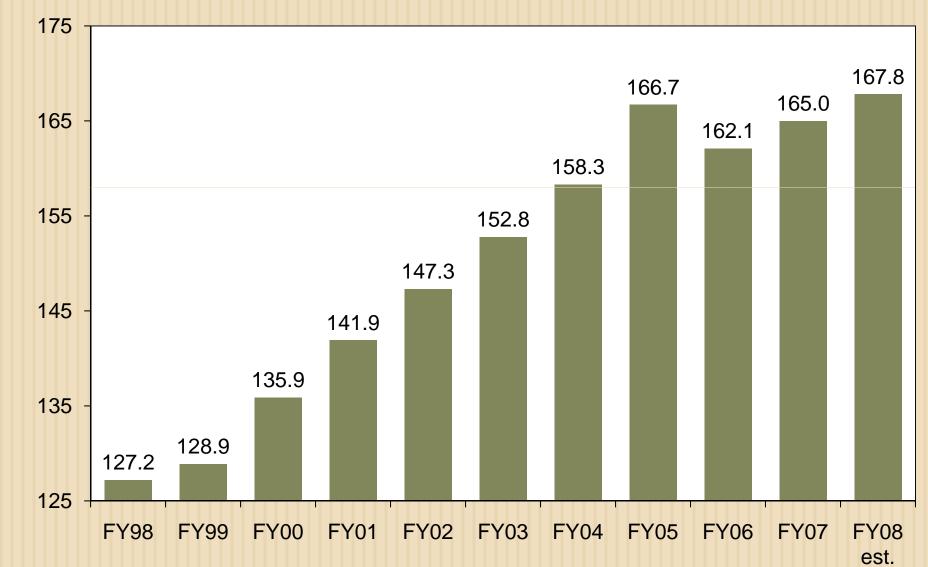


JDH Outpatient Visits



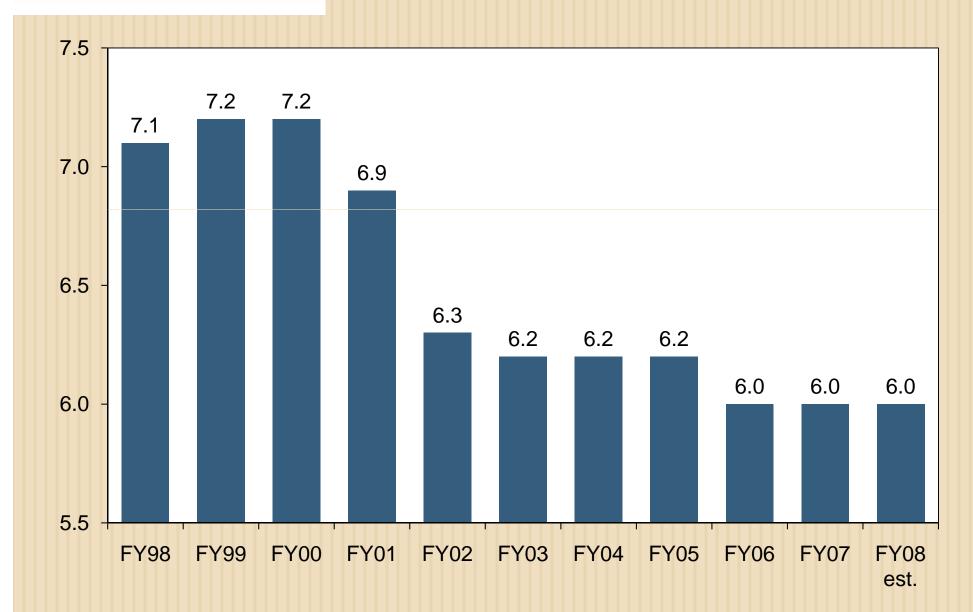


JDH Average Daily Census



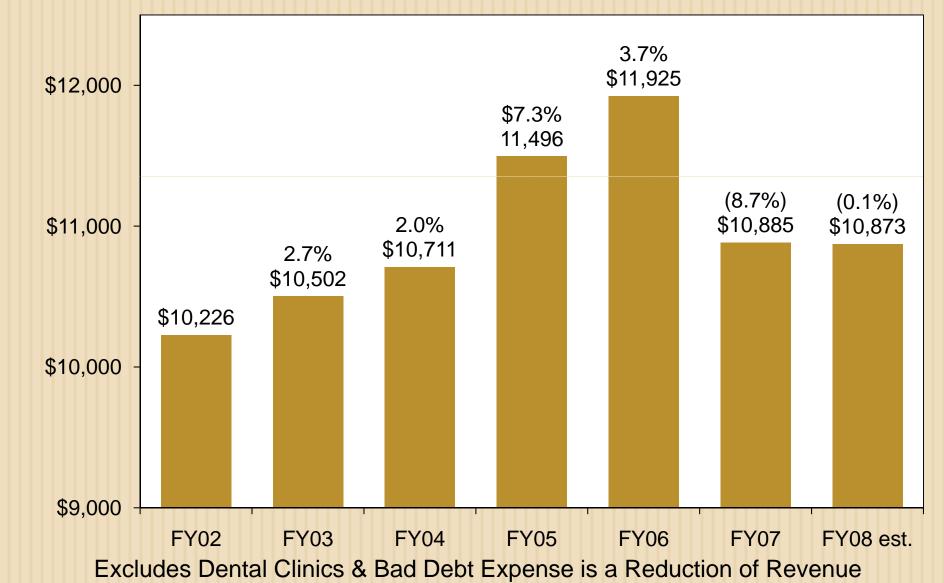


JDH Length of Stay



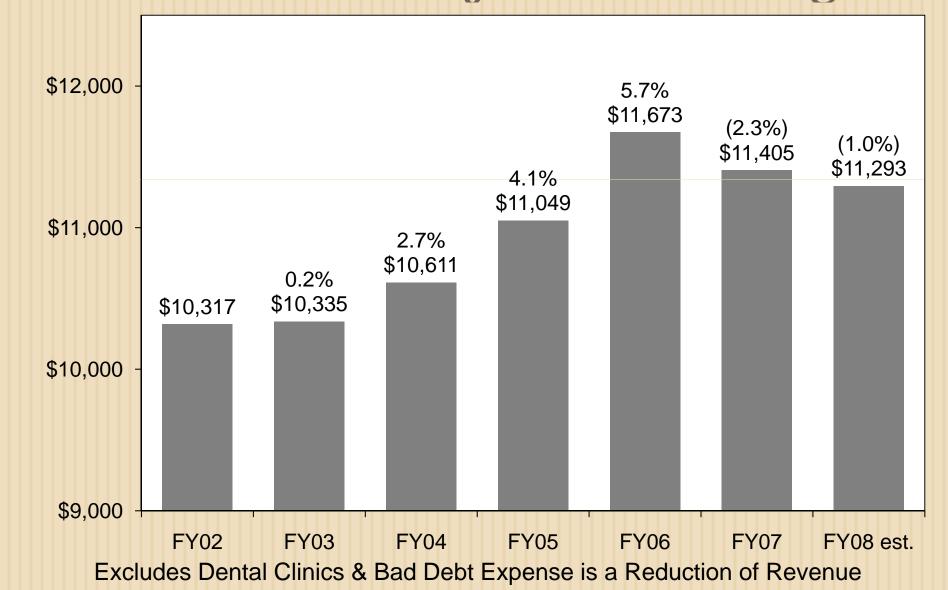


JDH Revenue per Adjusted Discharge



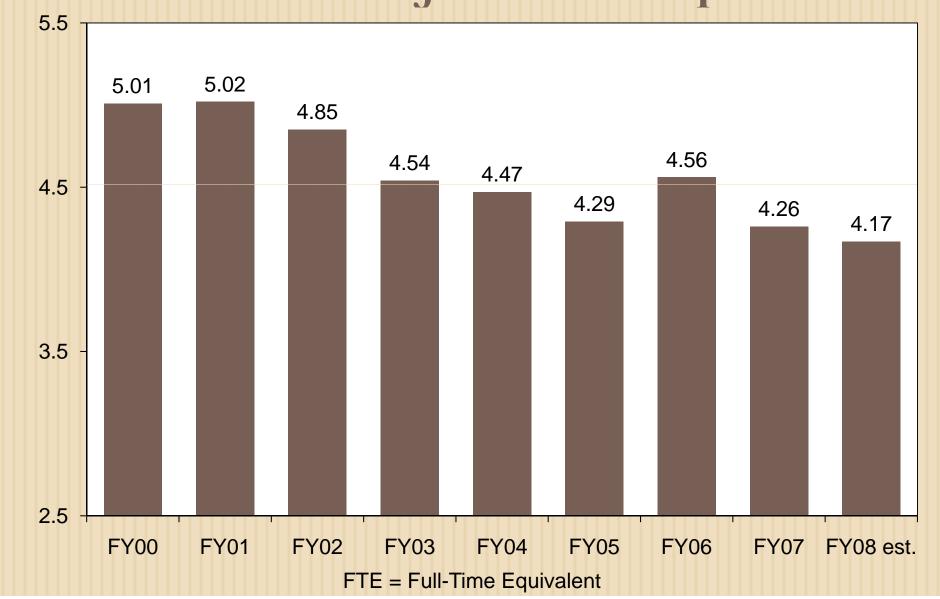


JDH Expense per Adjusted Discharge





JDH FTE's per Adjusted Occupied Bed





FY07 Losses

 JDH record volume & successful expense control was not enough to overcome reduced revenue due to unfavorable shifts in payor mix & service mix

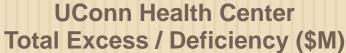


The budget was pushed further out of balance by energy costs, lower F&A on federal research grants, depreciation, the Farmington Surgery Center deficit prior to conversion to hospital-based

status, & interest expense (the state charges for borrowing to pay bills when the academic program is in a negative cash position)



■ For FY07, the state enacted a deficiency appropriation to address the \$22.1M deficit







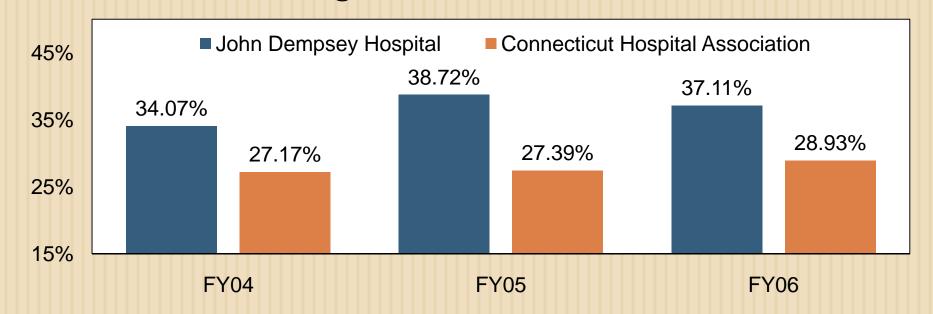
Going Forward

- Structural deficit has reached a level that it can no longer be off-set by cost improvement efforts
 - Years of aggressive cost cutting have left few new opportunities
 - Further cost cutting will negatively impact revenue
- JDH net positive revenues are no longer sufficient to keep pace
 - Despite increasing volumes & successful expense management, factors such as reimbursement levels, case mix & payor mix are beyond our control
 - JDH financial health is also affected by its small size, bed distribution (only half are medical/surgical), poorly reimbursed services provided as part of mission, & cost factors resulting from its status as a state entity...JDH has succeeded against the odds



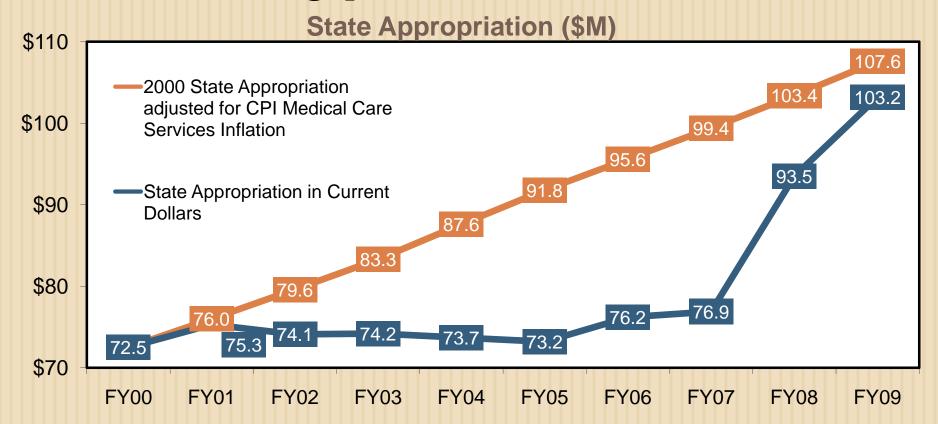
Fringe Benefit Cost JDH v. CHA Member Hospitals

- As a state entity, JDH has fringe rates significantly higher than other hospitals
- JDH has absorbed the cost of fringe benefits for its employees without state fringe benefit support
- The dollar value of that differential was \$8.1M in FY05, \$8.3M in FY06 & is estimated at \$9.7M in FY07 (for FY07 & FY08, the JDH fringe rate exceeds 40%)





The FY08 state appropriation has provided a sound "current services" adjustment & addressed the "academic gap"





FY08 State Budget

- The state budget addressed significant aspects of the structural deficit
 - The Deficiency appropriation for FY07 recognizes that previous levels of state support have been inadequate to support academic program needs = the "academic gap", & that JDH is challenged financially
 - The 22% increase in the FY08 state appropriation resets the foundation upon which adequate levels of future state support should be built
 - \$13.5M "academic gap" appropriation
 - \$2.2M current services increase
 - Increase in Medicaid reimbursement to providers statewide (\$1.4M estimated impact to UCHC)



FY08 State Budget

- Aspects of the structural deficit which were not fully addressed in the 2007 legislative session
 - JDH fringe benefit differential cost estimated impact is \$10M in FY08
 - No FY08 appropriation
 - FY09 appropriation (to the State Comptroller's statewide fringe benefit account) is \$\$3.6M
 - Medicaid reimbursement still falls far short of actual cost (a very high proportion of JDH bed days are Medicaid; JDH is a key provider of Medicaid dental services, etc.)
 - JDH capital proposal (study legislation requires interim report March 31, 2008; final report June 30, 2008)



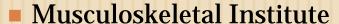
FY08 Budget Proposal

- Operating budget & all budget assumptions outlined in this presentation were reviewed & revised in the course of 3 Finance Subcommittee & 2 Board of Director (BoD) meetings
- At the request of BoD members, more conservative assumptions were used
- Priorities for the budget are achievement of a stable
 & balanced budget despite:
 - Continuing structural challenges for JDH finances
 - Increasing fixed costs, market competition & health care inflation
- The budget proposal is reasoned & balanced
- Factors beyond our control (case mix, payor mix, reimbursement levels) may upset that balance

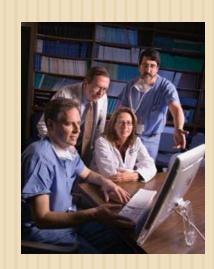


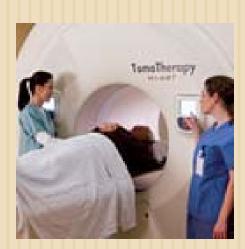
FY08 Budget Priorities

- Balance
- Signature Programs
 - \$17M invested since FY01
 - \$3.8M in incremental investments in FY08



- Dental Implant Center to start April 2008
- 4 faculty recruitments (Spine, Joint, Foot & Ankle, & Neurosurgeon)
- Cancer
 - Tomotherapy Center
 - 2 faculty recruitments
- Cardiology
 - Electrophysiology Lab Operations
 - 2 faculty recruitments (Cardiologist & EP Lab)
- Connecticut & Public Health
 - Masters of Public Health Accreditation
 - Expansion of the Center for Public Health



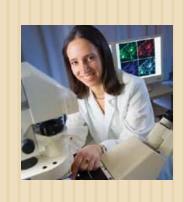




FY08 Budget Priorities

- Research
 - Clinical & Translational Science Institute
 - Stem Cell Core
 - New Program Viral Vector Core
 - Expansion of the Molecular Core Freezer Program
 - Biophysical Core
- Clinical Enhancements
 - UMG
 - Faculty recruitment & Hiring Plan
 - - Internal focus: operations access, throughput, safety & service







UCONN 2000 FY08 Capital Budget

UCONN

Storrs & Regional Campuses = \$94,525,000

- Avery Point Campus Undergraduate & Library Building: \$5.0M
- Beach Hall Renovations: \$2.5M
- Benton State Art Museum Addition: \$1.7M
- Deferred Maintenance/Code/ADA Renovation Lump Sum: \$40.525M
- Equipment, Library Collections & Telecommunications: \$17.0M
- Gentry Completion: \$1.9M
- Jorgensen Renovation: \$1.6M
- Law School Renovations/Improvements: \$9.5M
- Library Storage Facility: \$2.0M
- Mansfield Training School Improvements: \$1.5M
- North Hillside Road Completion: \$1.0M
- Old Central Warehouse: \$1.5M
- Residential Life Facilities: \$3.3M
- Storrs Hall Addition: \$1.0M
- Torrey Renovation Completion and Biology Expansion: \$3.5M
- West Hartford Campus Renovations/Improvements: \$1.0M

UCONN 2000 FY08 Capital Budget

UCONN

Health Center = \$20,475,000

- CLAC Renovation Biosafety Level 3 Lab: \$0.5M
- Deferred Maintenance/Code/ADA Renovation Sum: \$6.7M
- Dental School Renovation: \$1.75M
- **Equipment, Library Collections & Telecommunications: \$4.275M**
- Main Building Renovation: \$0.5M
- Medical School Academic Building Renovation: \$0.95M
- Research Tower: \$5.0M
- Support Building Addition/Renovation: \$0.8M

FY08 total UCHC capital budget is \$49.3M and includes \$20.5 from UCONN 2000, \$2.0 from state bond funds, and \$26.8 from other funds.