



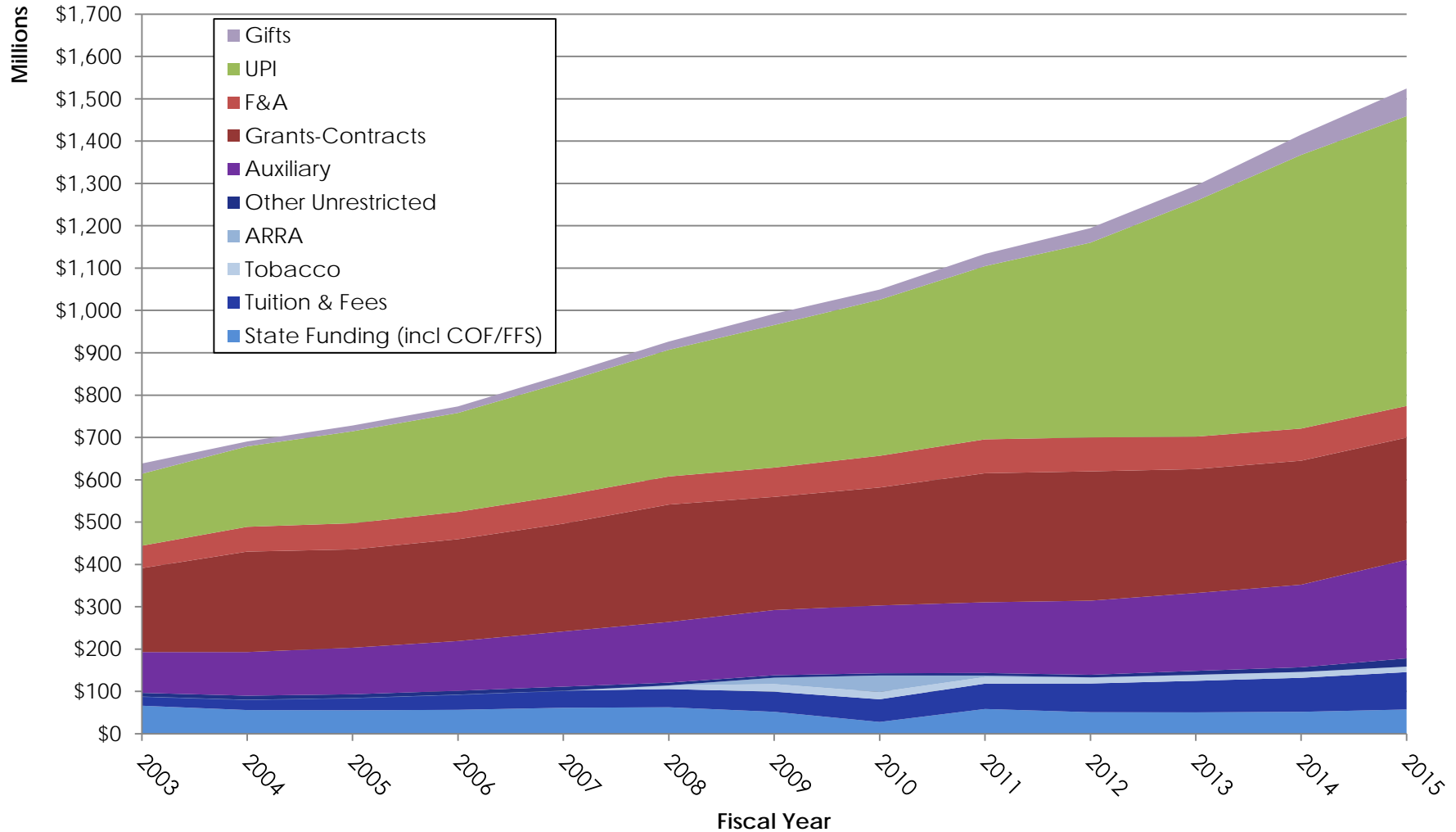
University of Colorado
Anschutz Medical Campus

Metrics for Regent Goals Progress Report

July 2016 CU Regents Board Retreat
Chancellor Don Elliman



University of Colorado Anschutz Medical Campus Sources of Revenue

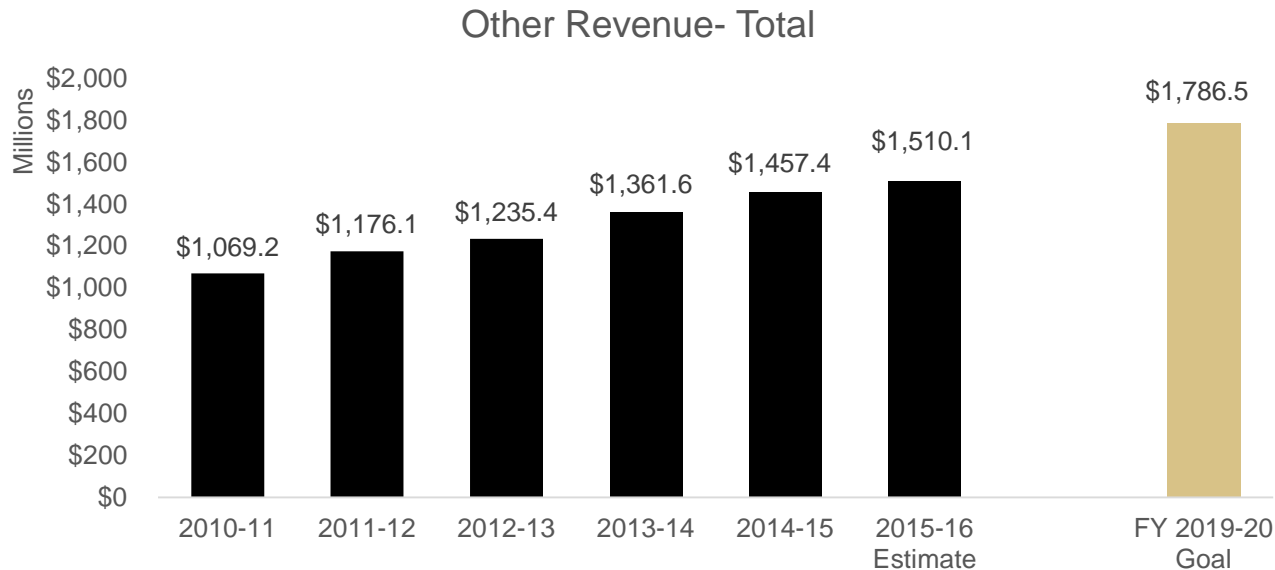


Goals FY 19-20 Established July 2015



Metric #1: Other Revenue

FY 2019-20 Goal: \$1,786.5 Million

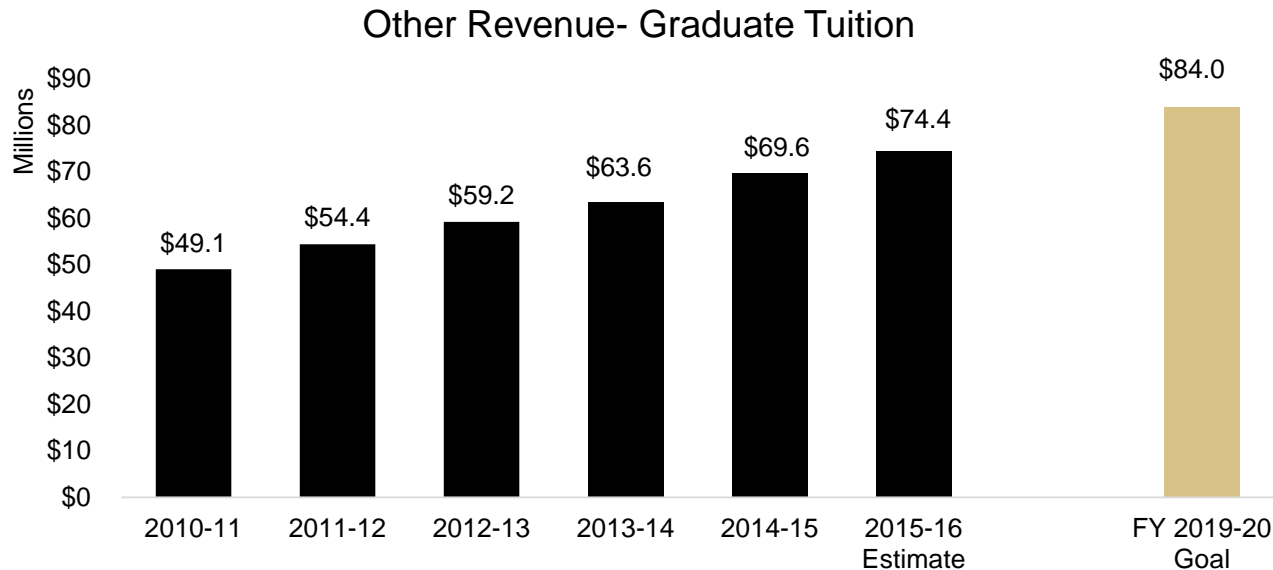


- “Other Revenue” = Total Revenue – Resident Tuition – State Support.
- Total Other Revenues at the Anschutz Medical Campus are driven primarily by five key funding streams, which are covered individually on the following slides.



Metric #1 - Resident and Non Resident Graduate Tuition

FY 2019-20 Goal: \$84.0 Million

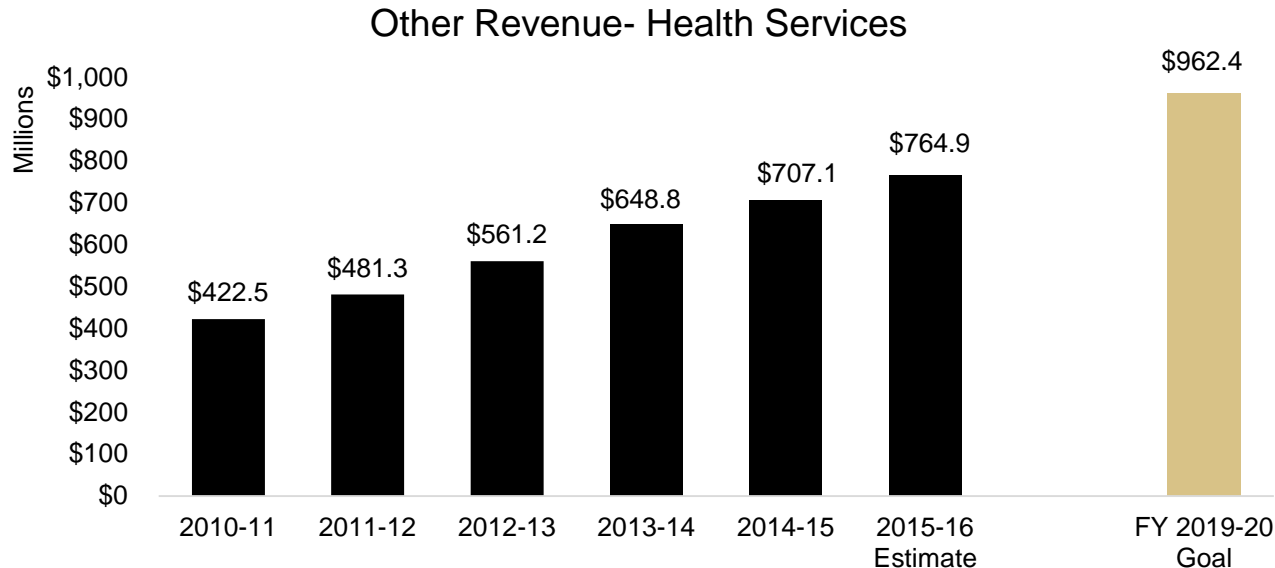


- Graduate and Professional Program tuition is the largest source of revenue supporting the academic mission at CU Anschutz.
- Enrollment growth, and therefore tuition growth, is limited by the following factors:
 - Accreditation Body Growth Caps
 - Clinical Placement Constraints
 - Specialized Classroom Constraints



Metric #1: Other Revenue - Health Services

FY 2019-20 Goal: \$962.4 Million

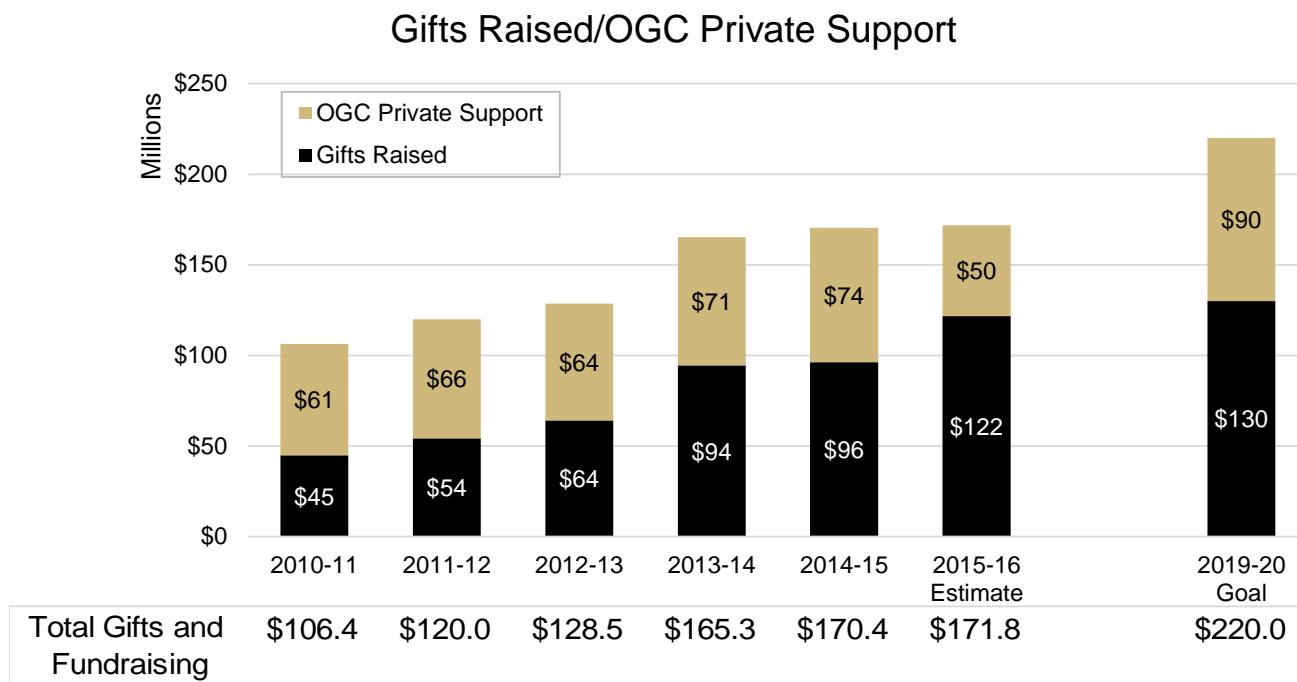


- Clinical revenue for CU Anschutz is primarily driven by the School of Medicine and University Physician's Incorporated (UPI), with the School of Dental Medicine and the College of Nursing contributing much smaller, yet still important, revenue streams for their clinical programs.
- While we expect this revenue stream to continue growing as the UC Health System grows, downward pressure on billings caused by declining contracting margins and reduced payments under healthcare reform will slow what was once a double-digit growth profile.



Gifts and Fundraising

FY 2019-20 Goal: \$130.0 Million Gifts Raised (not including OGC)

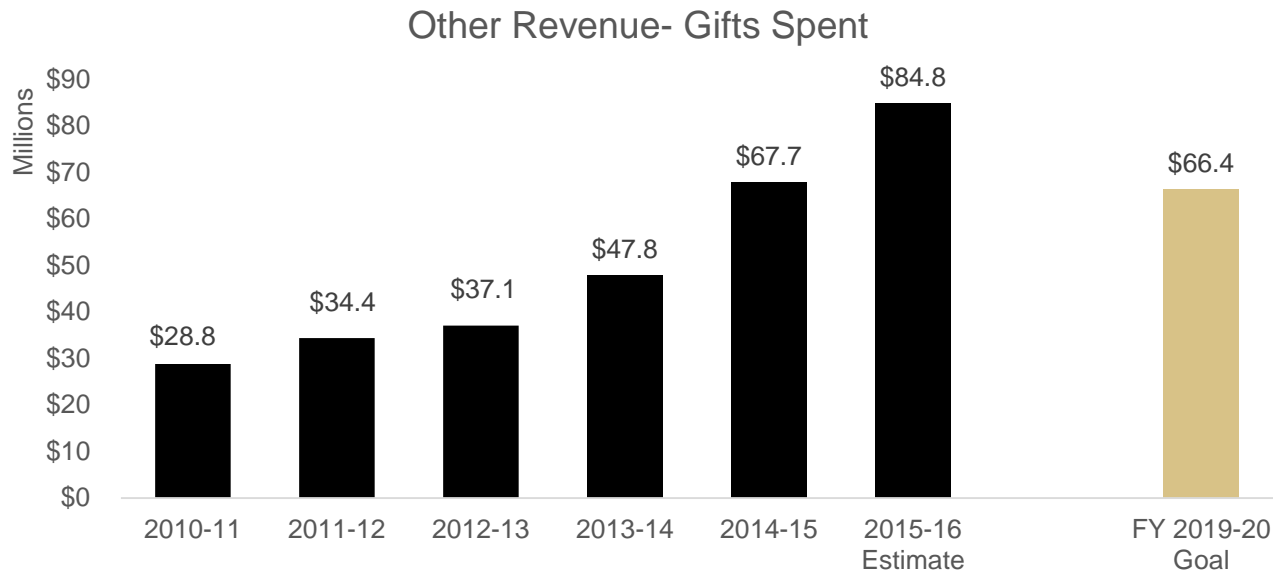


- Philanthropy is an accelerator, advancing the pace of discovery and helping to sustain campus growth. We expect private support to continue to serve as an integral component of CU's vitality far into the future.
- The last three years have significant and rapid growth in philanthropic activity, with record-breaking fundraising totals. We believe fundraising will continue to thrive as we continue to add strategic resources and strengthen corporate/foundation, faculty and hospital relations.
- We anticipate some slowing of the record pace of private giving in the years ahead.



Metric #1: Other Revenue – Gifts Spent

FY 2019-20 Goal: \$66.4 Million Gifts Spent

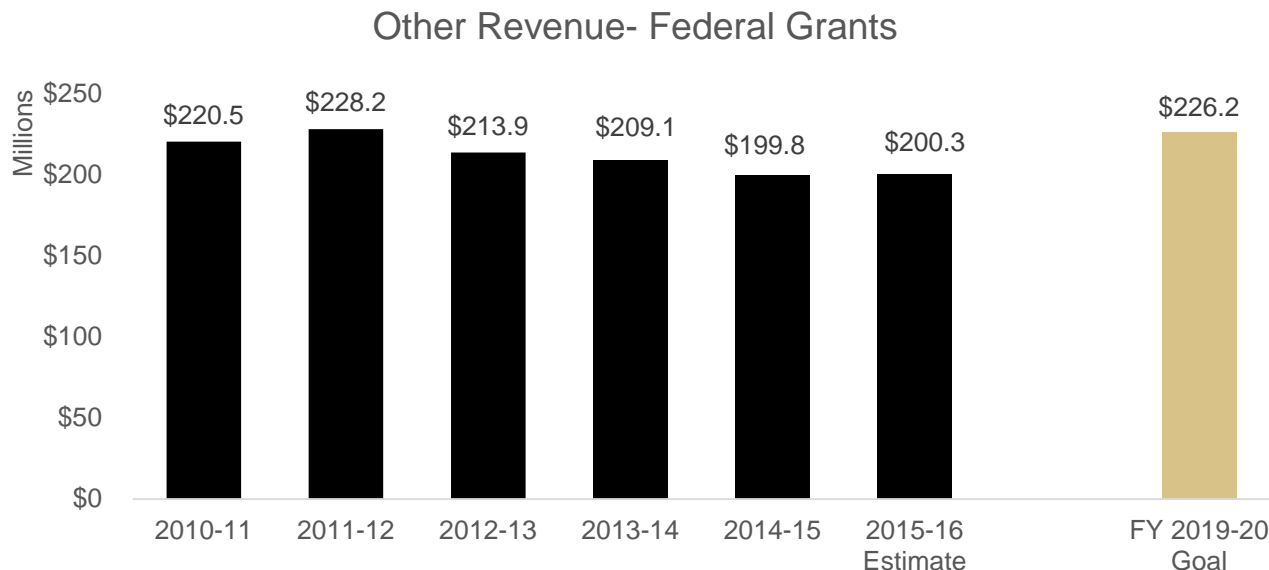


- Gifts represents what the campus spends from current program gifts and endowment earnings. These gifts could have been raised over multiple years.
- An increase in FY 2015-16 expenditures of \$20.5M from University Colorado Hospital gift dollars.



Metric #1: Other Revenue - Federal Grants

FY 2019-20 Goal: \$226.2 Million

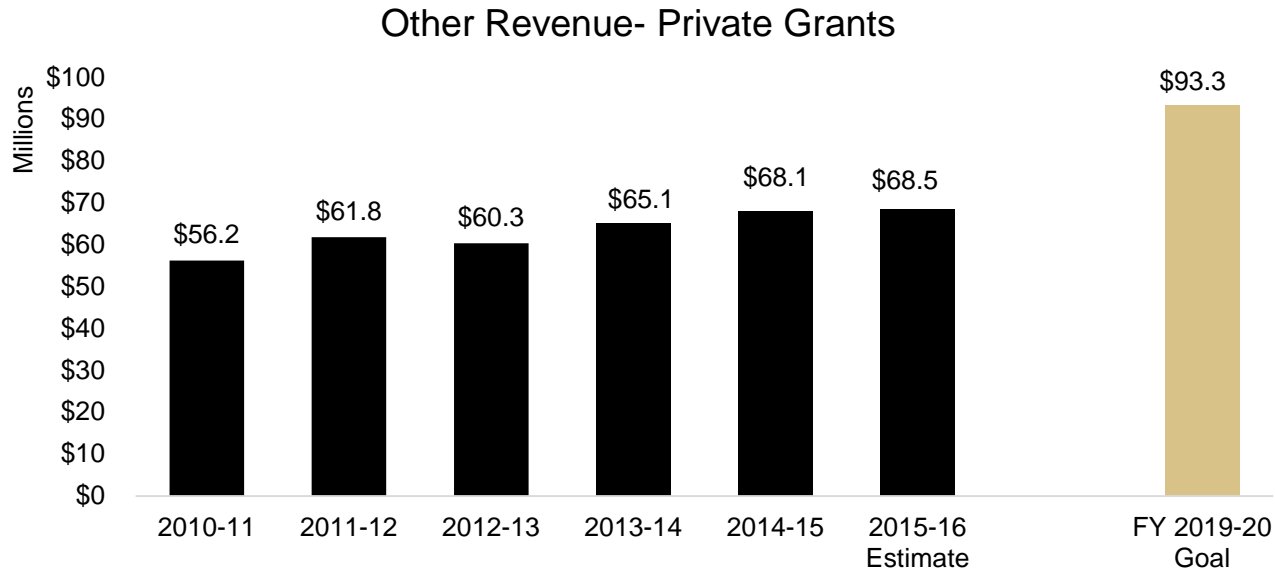


- Federal Grants and Contracts at the national level have been under considerable pressure over the past 5 years. A decrease is noted as the ARRA temporary funding ended.
- Sequestration, NIH salary-cap reductions, and general cuts across the federal budget have resulted in research institutions taking a conservative projection approach. However CU Anschutz continued to grow its federal research pipeline in the face of these broad pressures mainly by retaining & attracting top talent in the research arena, many who come to the University with healthy research portfolios.



Metric #1: Other Revenue - Private Grants

FY 2019-20 Goal: \$93.3 Million

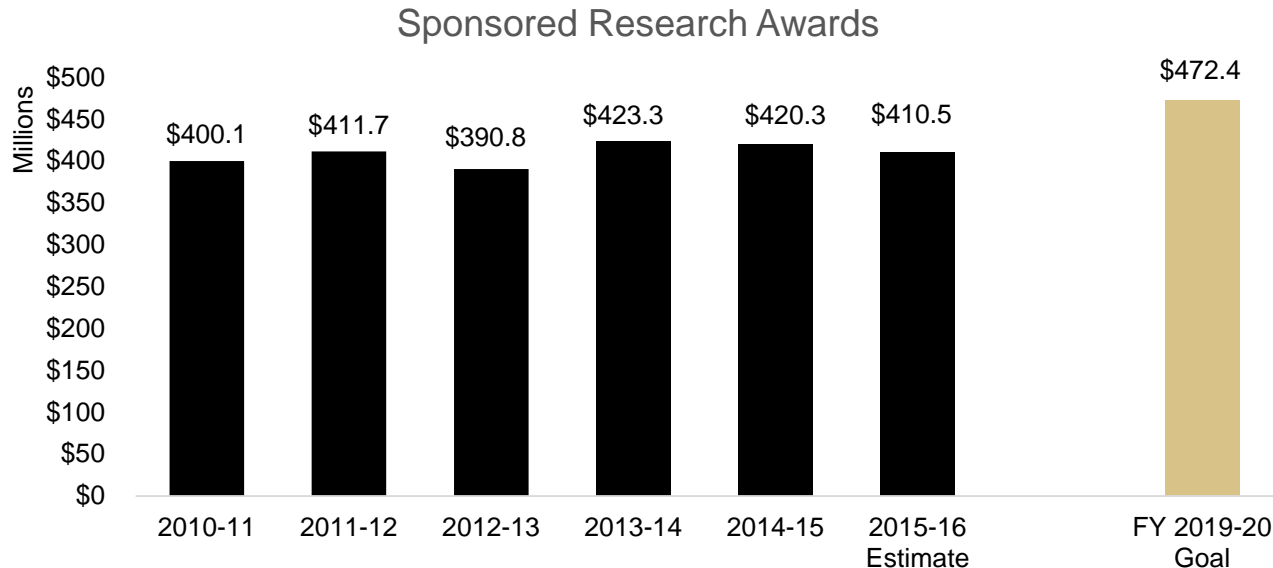


- As noted on the previous slide, federal research funding is experiencing more downward pressure than ever before. As a defensive strategy against this decline, and in order to take advantage of several new campus initiatives (e.g., implementing a Clinical Trials Organization, launching the Colorado Center for Personalized Medicine, and inventing the research marketplace for the campus), CU Anschutz anticipates significant growth in this revenue stream by 2020.



Metric #3: Sponsored Research Awards

FY 2019-20 Goal: \$472.4 Million



- As noted in Metric #1, there are a variety of forces at work that both help and hamper the growth of the research portfolio at the Anschutz Medical Campus.
- Pressures put on the federal research portfolio are expected to be offset by new initiatives that are expected to grow the Private and Industry related research programs.



Metric Goals

Metric	Baseline (FY 14-15)	FY 15-16 Estimate	Goal	Current Percent Toward Goal	Remaining Total Change to Achieve Goal
Other Revenue (millions)	\$1,457.4	\$1,510.1	\$1,786.5	16%	\$276.4
Resident & Non-Resident Graduate Tuition	\$69.6	\$74.4	\$84.0	33%	\$9.6
Health Services Revenue	\$707.1	\$764.9	\$962.4	23%	\$197.4
Federal Grants	\$199.8	\$200.3	\$226.2	2%	\$25.9
Private Grants	\$68.1	\$68.5	\$93.3	2%	\$24.8
Gifts Spent	\$67.7	\$84.8	\$66.4	100%	(\$18.4)
Gifts Raised (Excluding OGC Private Support)	\$96.4	\$121.8	\$130.0	76%	\$8.2
Sponsored Research Awards	\$420.3	\$410.5	\$472.4	2% Below Baseline	\$61.9

