

**FINANCIAL STATEMENTS  
AND  
INDEPENDENT AUDITORS' REPORT**

**FACULTY ASSOCIATES, INC.  
GAINESVILLE, FLORIDA**

**JUNE 30, 2018**

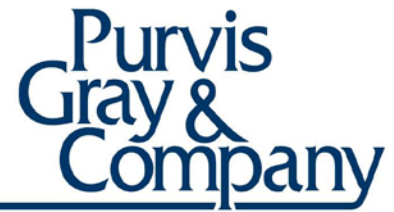
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GAINESVILLE, FLORIDA**

**JUNE 30, 2018**

**TABLE OF CONTENTS**

<b>Independent Auditors' Report</b> .....	1-2
<b>Management's Discussion and Analysis</b> .....	3-5
<b>Financial Statements</b>	
Statements of Net Position.....	6
Statements of Revenues, Expenses, and Changes in Net Position .....	7
Statements of Cash Flows.....	8
Notes to Financial Statements.....	9-12
<b>Supplementary Information</b>	
Schedule of Revenues, Expenses, and Changes in Net Position of Transfers from Component Unit (Unaudited) .....	13
<b>Independent Auditors' Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with <i>Government Auditing Standards</i></b> .....	14-15



## INDEPENDENT AUDITORS' REPORT

Board of Directors  
Faculty Associates, Inc.  
Gainesville, Florida

### Report on the Financial Statements

We have audited the statements of net position, statements of revenues, expenses, and changes in net position, and the statements of cash flows of Faculty Associates, Inc. (the Corporation), a component unit of the University of Florida, as of and for the years ended June 30, 2018 and 2017, and related notes to the financial statements as listed in the table of contents.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of the financial statements that are free from material misstatement, whether due to fraud or error.

### Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risk of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Corporation's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Corporation's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Corporation as of June 30, 2018 and 2017, and the changes in financial position, and cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America.

### Certified Public Accountants

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Laurel Ridge Professional Center • 2347 S.E. 17th Street • Ocala, Florida 34471 • (352) 732-3872 • FAX (352) 732-0542  
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MEMBERS OF AMERICAN AND FLORIDA INSTITUTES OF CERTIFIED PUBLIC ACCOUNTANTS  
MEMBER OF AMERICAN INSTITUTE OF CERTIFIED PUBLIC ACCOUNTANTS PRIVATE COMPANIES AND S.E.C. PRACTICE SECTIONS

Board of Directors  
Faculty Associates, Inc.  
Gainesville, Florida

**INDEPENDENT AUDITORS' REPORT**  
*(Concluded)*

**Other Matters**

*Required Supplementary Information*


Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 3 through 5 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

*Other Information*

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Corporation's basic financial statements. The supplementary information on page 13 is presented for the purpose of additional analysis and is not a required part of the financial statements. Such information has not been subjected to the auditing procedures applied in the audit of the basic financial statements and, accordingly, we do not express an opinion or provide any assurance on it.

**Other Reporting Required by *Government Auditing Standards***

In accordance with *Government Auditing Standards*, we have also issued a report dated September 21, 2018, on our consideration of the Corporation's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing and not to provide an opinion on effectiveness of the Corporation's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Corporation's internal control over financial reporting and compliance.

  
September 21, 2018  
Gainesville, Florida

**MANAGEMENT’S DISCUSSION AND ANALYSIS  
YEARS ENDED JUNE 30, 2018 AND 2017**

This section of the Faculty Associates, Inc. (the Corporation) Annual Report presents management’s discussion and analysis of the Corporation’s financial performance during the fiscal year ended June 30, 2018. The discussion and analysis of the Corporation’s financial statements provides an overview of its financial activities for the year ended June 30, 2018. The discussion has been prepared by management along with the financial statements and related footnote disclosures and should be read in conjunction with and is qualified in its entirety by the financial statements and footnotes. The financial statements, footnotes, and this discussion are the responsibility of management.

While maintaining its financial health is crucial to the long-term viability of the Corporation, the primary mission of the Corporation is to bill and collect clinical professional fees to fund the educational, clinical, and research missions of the College of Dentistry of the University of Florida. Therefore, net position is accumulated only as required to ensure that there are sufficient reserve funds for future operations and implementation of new programs of the College of Dentistry.

**FINANCIAL HIGHLIGHTS**

- Professional fees increased by \$505,716 or 2.54%
- Cash increased by \$3,339,067 or 29.30%
- The net accounts receivable increased by \$371,583 or 11.53%

**USING THIS ANNUAL REPORT**

This annual report consists of a series of financial statements (the Statements of Net Position; the Statements of Revenues, Expenses, and Changes in Net Position; and the Statements of Cash Flows), prepared in accordance with the Governmental Accounting Standards Board (GASB) Statement No. 35, *Basic Financial Statements and Management’s Discussion and Analysis—Public Colleges and Universities*, as amended by GASB Statement Nos. 37 and 38. These statements include all assets and liabilities using the accrual basis of accounting.

**FINANCIAL ANALYSIS OF THE CORPORATION**

**ASSETS**

	<u>2018</u>	<u>2017</u>	<u>Increase (Decrease)</u>	<u>Percent Change</u>	<u>Percent of 2018 Total</u>
Cash	\$ 14,735,482	\$ 11,396,415	\$ 3,339,067	29.30%	89.99%
Net Accounts Receivable	3,594,985	3,223,402	371,583	11.53%	10.01%
Due from UF Strategic Fund	1,500,000	1,500,000	0	0.00%	0.00%
<b>Total Assets</b>	<u>\$ 19,830,467</u>	<u>\$ 16,119,817</u>	<u>\$ 3,710,650</u>	23.02%	<u>100.00%</u>

During fiscal year 2018, total assets were \$19,830,467. The Corporation’s largest asset is cash in bank. The total gross accounts receivable decreased by \$672,484; the program disallowances increased by \$152,601; and the allowance for un-collectibles decreased by \$1,196,668. Net accounts receivable increased from \$3,223,402 to \$3,594,985 for an increase of \$371,583 or 11.53%.

The cash in the bank increased by \$3,339,067 or 29.30%. A total of \$1,500,000 is due from the UF Strategic Fund as codified in a Memorandum of Understanding between the University of Florida and Faculty Associates, Inc.

Liabilities are comprised of prepayments for future care and a small percentage of patient credits. Total liabilities were \$312,149 and \$243,070 as of June 30, 2018 and 2017, respectively. This represents an increase of \$69,079 or 28.42% from the previous year.

**MANAGEMENT'S DISCUSSION AND ANALYSIS  
YEARS ENDED JUNE 30, 2018 AND 2017  
(Continued)**

**FINANCIAL ANALYSIS OF THE CORPORATION (Continued)**

***Total Net Position***

The total net position was \$19,518,318 and \$15,876,747 as of June 30, 2018 and 2017, respectively. This reflects an increase of \$3,641,571 or 22.94% from the prior year.

***Current Ratio***

The Corporation's current assets of \$19,830,467 were sufficient to cover current liabilities of \$312,149, as the current ratio was 63.53 and 66.32 as of June 30, 2018 and 2017, respectively.

**INCOME STATEMENT**

***Operating Revenues***

Gross operating revenue was \$22,572,840 for the fiscal year ended June 30, 2018, as compared to \$22,065,812 for the previous fiscal year, representing an increase of \$507,028 or 2.30%. Patient fees accounted for 100% of this total.

***Operating Expenses***

All operating expenses are now processed through related University funds, with the exception of credit card fees and the provision for bad debts. Operating expenses remained comparable year over year at \$359,220 versus \$333,412 for the fiscal years ended June 30, 2018 and 2017, respectively.

***Transfers***

A total of \$16,395,000 was transferred from Faculty Associates to the related College of Dentistry accounts to pay salaries of clinical staff and all other operating expenses. This is an increase of \$220,000 or 1.36% over the previous year.

***Summary***

	<u>2018</u>	<u>2017</u>	<u>Change</u>	<u>Percent Change</u>
Income	\$ 20,395,791	\$ 19,889,822	\$ 505,969	2.54%
Total Expense	(359,220)	(333,412)	(25,808)	7.74%
Transfers (out)	(16,395,000)	(16,175,000)	(220,000)	1.36%
<b>Change in Net Position</b>	<u>\$ 3,641,571</u>	<u>\$ 3,381,410</u>	<u>\$ 260,161</u>	7.69%

The \$3,641,571 change in net position can be attributed primarily to increases in operating revenues. Although patient visits in Gainesville, St. Petersburg, and Hialeah decreased slightly from 132,044 in 2017 to 129,434 in 2018, (a decrease of 1.98% primarily attributed to hurricane closures), the average charges per case increased positively impacting operating revenues.

***Statement of Cash Flows***

There was an increase in cash from \$11,396,415 to \$14,735,482 or 29.30%.

**MANAGEMENT'S DISCUSSION AND ANALYSIS**  
**YEARS ENDED JUNE 30, 2018 AND 2017**  
*(Concluded)*

**FINANCIAL ANALYSIS OF THE CORPORATION** *(Concluded)*

**INCOME STATEMENT** *(Concluded)*

**Funds from Operating Activities**

The amount of net cash from operating activities increased slightly from \$19,376,980 to \$19,730,487 or 1.82%.

**DEBT ADMINISTRATION**

**Total Debt**

At June 30, 2018, the Corporation had no outstanding debt.

**ECONOMIC FACTORS AND CHANGES IN BUSINESS**

The following economic factors are expected to have an impact on operations during the fiscal year that will end June 30, 2019.

- The college will continue to work with UF Health to incorporate a preventive dentistry component into GatorCare to encourage College of Medicine faculty and family members to utilize clinical services at the College of Dentistry.
- Planning is underway to transition the management of the NCEF Pediatric Dental Center in Naples. This will positively impact clinical revenues but will result in a commensurate decrease in contract revenues. There will also be increased marketing and operational costs associated with the transition.
- Planning is underway to launch a new dental center, UF Health Dentistry at Wildlight in Yulee, FL in collaboration with UF Health. This new ambulatory care center is slated to launch in October, 2019, thus, no patient revenues are expected in FY19. However, a significant investment in equipment and travel is expected during the fiscal year ending June 30, 2019, in preparation for the opening of the dental clinic.
- Continued recruiting of new clinical faculty in FY19 will have a positive impact on faculty clinical practice and associated clinical revenues. A new compensation plan for these practicing faculty is being evaluated and if implemented, should result in an improved net position of the practice.
- A centralized screening clinic planned for FY19 should improve patient flow and reduce the number of patients lost to attrition when they are not suitable for DMD clinics since they will be referred to UFCD resident or faculty clinics.
- Continued economic improvement is expected to positively impact Faculty Associates, Inc. There will continue to be a focused effort to improve collections, reduce bad addresses and the amount of accounts sent to collections; this should have a positive impact on clinical revenues and collections across the enterprise.

**CONTACTING THE CORPORATION'S FINANCIAL MANAGEMENT**

This financial report is designed to provide the Corporation's Board of Directors, creditors, and the Board of Trustees of the University of Florida with a general overview of the Corporation's finances. If you have questions about this report or need additional information, contact the Corporation's Dean's Office at 352-273-5787.

**STATEMENTS OF NET POSITION**  
**JUNE 30, 2018 AND 2017**  
**FACULTY ASSOCIATES, INC.**  
**GAINESVILLE, FLORIDA**

<b>Assets</b>	<u><b>2018</b></u>	<u><b>2017</b></u>
Current Assets:		
Cash and Cash Equivalents:		
Cash in Banks	\$ 14,735,482	\$ 11,396,415
Due from The University of Florida Strategic Fund	1,500,000	1,500,000
Accounts Receivable	7,229,279	7,901,763
Program Disallowances	(843,030)	(690,429)
Allowance for Uncollectible	(2,791,264)	(3,987,932)
Accounts Receivable, Net	<u>3,594,985</u>	<u>3,223,402</u>
Total Current Assets	<u>19,830,467</u>	<u>16,119,817</u>
<b>Total Assets</b>	<u><u>19,830,467</u></u>	<u><u>16,119,817</u></u>
 <b>Liabilities and Net Position</b>		
Liabilities - Current Liabilities:		
Prepayments and Refunds Due	<u>312,149</u>	<u>243,070</u>
Total Current Liabilities	<u>312,149</u>	<u>243,070</u>
<b>Total Liabilities</b>	<u>312,149</u>	<u>243,070</u>
<b>Net Position</b>	<u>19,518,318</u>	<u>15,876,747</u>
<b>Total Net Position and Liabilities</b>	<u><u>\$ 19,830,467</u></u>	<u><u>\$ 16,119,817</u></u>

See accompanying notes.



**STATEMENTS OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION  
FOR THE YEARS ENDED JUNE 30, 2018 AND 2017  
FACULTY ASSOCIATES, INC.  
GAINESVILLE, FLORIDA**

	<u>2018</u>	<u>2017</u>
<b>Operating Revenues</b>		
Professional Fees (Net of Bad Debts of \$2,180,629 for 2018 and \$2,179,317 for 2017)	\$ 20,392,211	\$ 19,886,495
<b>Total Operating Revenues</b>	<u>20,392,211</u>	<u>19,886,495</u>
<b>Operating Expenses</b>		
Credit Card Fees	359,220	333,412
<b>(Total Operating Expenses)</b>	<u>(359,220)</u>	<u>(333,412)</u>
<b>Net Operating Income</b>	<u>20,032,991</u>	<u>19,553,083</u>
<b>Nonoperating Revenues</b>		
Interest Income	3,580	3,327
<b>Total Nonoperating Revenues</b>	<u>3,580</u>	<u>3,327</u>
<b>Income Before Transfers</b>	<u>20,036,571</u>	<u>19,556,410</u>
<b>Transfers</b>		
Transfers to Component Unit - Fund 171	(16,395,000)	(16,175,000)
<b>(Total Transfers)</b>	<u>(16,395,000)</u>	<u>(16,175,000)</u>
<b>Change in Net Position</b>	3,641,571	3,381,410
<b>Net Position, Beginning of Year</b>	<u>15,876,747</u>	<u>12,495,337</u>
<b>Net Position, End of Year</b>	<u>\$ 19,518,318</u>	<u>\$ 15,876,747</u>

See accompanying notes.

**STATEMENTS OF CASH FLOWS**  
**FOR THE YEARS ENDED JUNE 30, 2018 AND 2017**  
**FACULTY ASSOCIATES, INC.**  
**GAINESVILLE, FLORIDA**

	<u>2018</u>	<u>2017</u>
<b>Cash Flows from Operating Activities</b>		
Receipts from Professional Fees	\$ 20,089,707	\$ 19,710,392
Payments for Vendors	(359,220)	(333,412)
<b>Net Cash Provided by (Used in) Operating Activities</b>	<u>19,730,487</u>	<u>19,376,980</u>
<b>Cash Flows from Noncapital Financing Activities</b>		
Transfers to Component Unit - Fund 171	(16,395,000)	(16,175,000)
<b>Net Cash Provided by (Used in) Noncapital Financing Activities</b>	<u>(16,395,000)</u>	<u>(16,175,000)</u>
<b>Cash Flows from Investing Activities</b>		
Interest Received	3,580	3,327
<b>Net Cash Provided by (Used in) Noncapital Investing Activities</b>	<u>3,580</u>	<u>3,327</u>
<b>Net Increase (Decrease) in Cash and Cash Equivalents</b>	3,339,067	3,205,307
<b>Cash and Cash Equivalents, Beginning of Year</b>	<u>11,396,415</u>	<u>8,191,108</u>
<b>Cash and Cash Equivalents, End of Year</b>	<u>\$ 14,735,482</u>	<u>\$ 11,396,415</u>
<b><u>Reconciliation of Net Operating Income (Loss) to Net Cash Provided by (Used in) Operating Activities</u></b>		
Operating Income	\$ 20,032,991	\$ 19,553,083
Adjustments to Reconcile Operating Income (Loss) to Cash Flows Provided by (Used in) Operating Activities:		
Decrease (Increase) in Accounts Receivable, Net	(371,583)	(161,017)
Increase (Decrease) in Prepayments and Refunds	69,079	(15,086)
<b>Net Cash Provided by (Used in) Operating Activities</b>	<u>\$ 19,730,487</u>	<u>\$ 19,376,980</u>

See accompanying notes.

**NOTES TO FINANCIAL STATEMENTS  
FACULTY ASSOCIATES, INC.  
GAINESVILLE, FLORIDA**

**Note 1 - Reporting Entity**

Faculty Associates, Inc. (the Corporation) is a not-for-profit corporation formed by the faculty at the University of Florida College of Dentistry and activated in 1998. The Corporation performs billing and collection of professional fees associated with the practice of dentistry at the University of Florida College of Dentistry. The Corporation was formed primarily for the purpose of enhancing the quality of dental education at the University of Florida and is a component unit of the University of Florida.

**Note 2 - Summary of Significant Accounting Policies**

**Basis of Presentation**

The accompanying financial statements are reported on the accrual basis of accounting. These financial statements are entirely those of the Corporation alone and, accordingly, are not intended to present the financial position or the results of operations of the University of Florida. The Corporation was determined to be “governmental” under guidance provided by the Governmental Accounting Standards Board (GASB) Statement No. 29.

Under GASB Statement No. 35, for financial reporting purposes, the Corporation is considered a special purpose government engaged only in business-type activities.

**Classification of Revenues**

The Corporation classifies its revenues as operating or nonoperating according to the following criteria:

■ **Operating Revenues**

Include activities that have the characteristics of exchange transactions, such as clinical revenue.

■ **Nonoperating Revenues**

Include activities that have characteristics of nonexchange transactions, such as investment income.

**Net Position**

The Corporation’s net position is classified as follows:

■ **Unrestricted**

The Unrestricted component of net position represents funds that are not restricted for any purpose and available for current operations. All of the components of net position for the Corporation are considered unrestricted.

**Cash and Cash Equivalents**

The Corporation considers all highly-liquid investments with maturities of three months or less when purchased to be cash and cash equivalents. Included in the Corporation’s cash and cash equivalents are amounts on deposit with the Corporation’s commercial banks.

**NOTES TO FINANCIAL STATEMENTS**  
**FACULTY ASSOCIATES, INC.**  
**GAINESVILLE, FLORIDA**  
*(Continued)*

**Note 2 - Summary of Significant Accounting Policies (Continued)**

**Accounts Receivable**

Accounts receivable are reported net of an allowance for uncollectible accounts. The allowance for uncollectible accounts is established by charges to income through the provision for uncollectible accounts.

The allowance is based on experience, third party contracts, and other circumstances, which may affect the ability of patients to meet their obligations. Receivables are considered impaired if full principal payments are not received in accordance with the contractual terms.

Accounts are considered past due after 120 days and are to be sent to a collection agency at that time. Accounts totaling \$1,047,099 and \$711,058 have been sent to collection agencies during the years ended June 30, 2018 and 2017, respectively. It is the Corporation's policy to charge off all uncollectible accounts receivable that become two and one-half years old.

**Revenues**

Revenues are derived principally from professional fees charged to patients through the faculty practice, graduate, and undergraduate clinic of the University of Florida Health Science Center and the University of Florida Dental Clinics at St. Petersburg and Hialeah. Professional fees are recorded on the accrual basis of accounting at the estimated net realizable amounts to be received from patients, third party payors, and others for services rendered.

**Expenditures**

Expenditures are recognized on the accrual basis of accounting. Payment of salaries and purchases of equipment and supplies are accomplished through the University of Florida Transfers from Component Units Fund.

**Donated Services**

The Corporation occupies space at the University of Florida College of Dentistry and is assisted by employees of the University. These expenses are paid out of component unit funds that are reported outside of the Faculty Practice.

**Income Taxes**

The Corporation is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code.

It is the policy of management to evaluate its tax positions on an ongoing basis and to disclose any such positions it believes would have a material impact on the financial statements and related notes. Management also believes that no such required disclosures currently exist.

The Corporation is subject to U.S. federal or state income tax examinations for the previous three years. If applicable, the Corporation would recognize interest accrued related to unrecognized tax benefits in interest expense and penalties in operating expense.

**NOTES TO FINANCIAL STATEMENTS**  
**FACULTY ASSOCIATES, INC.**  
**GAINESVILLE, FLORIDA**  
*(Continued)*

**Note 2 - Summary of Significant Accounting Policies (Concluded)**

**Subsequent Events**

The Corporation has evaluated subsequent events and transactions for potential recognition or disclosure in the financial statements through September 21, 2018, the date the financial statements were available to be issued.

**Use of Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

**Concentration of Credit Risk**

Substantially all of the Corporation's receivables are unsecured and a significant portion of the Corporation's revenues are subject to contractual arrangements with third parties. Significant changes to the provisions of those contracts could have a material effect on the Corporation's profitability.

**Note 3 - Cash and Cash Equivalents**

At year-end, the carrying amount of the Corporation's deposits was \$14,735,482 and the bank balance was \$14,819,639 as of June 30, 2018. The Corporation's deposits were \$11,396,415 and the bank balance was \$11,441,126 as of June 30, 2017. All deposits of the Corporation are maintained in public qualified depositories and fully insured, as defined under Florida Statutes Chapter 280.

**Note 4 - Due from University of Florida – University Strategic Fund**

In November 2014, the Corporation signed a memorandum of understanding (MOU) with the University of Florida in which the Corporation agrees to deposit its excess cash and investments into the University's Strategic Fund. The University manages and invests these monies for the benefit of the Strategic Fund. All earnings, losses, and associated investment management fees are retained by the University. The University intends to repay the amounts deposited to the Corporation, therefore, the Corporation recorded a due from the University's Strategic Fund of \$1,500,000 as of June 30, 2018 and 2017. Any withdrawal of monies under \$10 million have same day accessibility, while withdrawals over \$10 million require written notice of at least two working days.

**Note 5 - Accounts Receivable Allowance**

Activity relating to the allowance for uncollectible accounts for the years ended June 30, 2018 and 2017, are summarized as follows:

**NOTES TO FINANCIAL STATEMENTS**  
**FACULTY ASSOCIATES, INC.**  
**GAINESVILLE, FLORIDA**  
*(Concluded)*

**Note 5 - Accounts Receivable Allowance (Concluded)**

	<u>2018</u>	<u>2017</u>
<b>Beginning Balance</b>	\$ 4,678,361	\$ 3,928,147
Provision for Bad Debts	2,180,629	2,179,317
Write-offs	(3,202,713)	(1,401,693)
Change in Program Disallowances	(101,200)	(89,098)
Recoveries	79,217	61,688
<b>Ending Balance</b>	<u>\$ 3,634,294</u>	<u>\$ 4,678,361</u>
<b>Shown in Statement of Net Position as</b>	<u>2018</u>	<u>2017</u>
Program Disallowance	\$ 843,030	\$ 690,429
Allowance for Uncollectibles	2,791,264	3,987,932
<b>Total</b>	<u>\$ 3,634,294</u>	<u>\$ 4,678,361</u>

**Note 6 - Related Party Transactions**

During the years ended June 30, 2018 and 2017, the Corporation transferred \$16,395,000 and \$16,175,000, respectively, to the University of Florida Transfers from Component Unit Fund.

**Note 7 - Risk Management**

The Corporation is exposed to various risks of loss related to torts; theft of, damage to and destruction of assets; and tenants' legal liability for which the Corporation carries insurance. The University of Florida Self Insurance Programs provide general and professional liability protection for the University on behalf of the six health colleges of the J. Hillis Miller Health Science Center, which also includes the College of Dentistry.

**SUPPLEMENTARY INFORMATION**

**SCHEDULE OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION  
OF TRANSFERS FROM COMPONENT UNIT (UNAUDITED)  
FOR THE YEARS ENDED JUNE 30, 2018 AND 2017  
FACULTY ASSOCIATES, INC.  
GAINESVILLE, FLORIDA**

	<b>2018</b>	<b>2017</b>
	<b>Transfers From Component Unit</b>	<b>Transfers From Component Unit</b>
<b>Operating Revenues</b>		
Other Service Income	\$ 7,474,350	\$ 6,252,550
<b>Total Operating Revenues</b>	<u>7,474,350</u>	<u>6,252,550</u>
<b>Operating Expenses</b>		
Salary Supplement and Fringe Benefits:		
Faculty Salaries and Fringe Benefits	4,662,555	4,951,653
Staff Salaries and Fringe Benefits	6,129,150	5,266,997
Part-time Faculty (OPS)	384,993	280,549
Resident and Graduate Assistants (OPS)	2,707,216	2,699,031
Other Part-time Employees (OPS)	941,666	919,477
Total Salary Supplement and Fringe Benefits	<u>14,825,580</u>	<u>14,117,707</u>
Clinical Operations:		
Supplies	2,743,136	2,712,634
Outside Laboratory	1,201,170	1,299,261
Other Clinical Operations	90,165	76,657
Total Clinical Operations	<u>4,034,471</u>	<u>4,088,552</u>
Departmental Support:		
Supplies and Printing	298,635	346,251
Travel	399,700	321,511
Dues, Licenses, and Books	176,544	119,367
Equipment	291,541	474,891
Facilities	58,748	68,083
Consulting/External Staffing	792,717	622,062
Communications	62,023	76,564
Postage and Freight	130,776	134,603
Repairs and Maintenance	327,079	307,863
Entertainment	118,911	103,959
Insurance	167,992	162,861
University Overhead Charges	920,255	968,891
Other Departmental Support	45,443	26,765
Total Departmental Support	<u>3,790,364</u>	<u>3,733,671</u>
<b>(Total Expenses)</b>	<u>(22,650,415)</u>	<u>(21,939,930)</u>
<b>Total Operating (Loss)</b>	<u>(15,176,065)</u>	<u>(15,687,380)</u>
<b>Transfers</b>		
From Component Unit	<u>16,395,000</u>	<u>16,175,000</u>
<b>Total Transfers</b>	<u>16,395,000</u>	<u>16,175,000</u>
<b>Excess of Transfers Over Expenses</b>	1,218,935	487,620
<b>Net Position, Beginning of Year</b>	<u>1,469,137</u>	<u>981,517</u>
<b>Net Position, End of Year</b>	<u>\$ 2,688,072</u>	<u>\$ 1,469,137</u>



**INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER  
FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS  
BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN  
ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS***

**INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER  
FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS  
BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED  
IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS***

Board of Directors  
Faculty Associates, Inc.  
Gainesville, Florida

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in the *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of Faculty Associates, Inc. (the Corporation), component unit of the University of Florida, as of and for the year ended June 30, 2018, and the related notes to the financial statements, and have issued our report thereon dated September 21, 2018.

**Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered the Corporation's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Corporation's internal control. Accordingly, we do not express an opinion on the effectiveness of the Corporation's internal control.

*A deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect and correct misstatements on a timely basis. *A material weakness* is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph in this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

**Certified Public Accountants**

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MEMBERS OF AMERICAN AND FLORIDA INSTITUTES OF CERTIFIED PUBLIC ACCOUNTANTS  
MEMBER OF AMERICAN INSTITUTE OF CERTIFIED PUBLIC ACCOUNTANTS PRIVATE COMPANIES AND S.E.C. PRACTICE SECTIONS

Board of Directors  
Faculty Associates, Inc.  
Gainesville, Florida

**INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER  
FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS  
BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED  
IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*  
(Concluded)**

**Compliance and Other Matters**

As part of obtaining reasonable assurance about whether the Corporation's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

**Purpose of this Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Corporation's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Governmental Auditing Standards* in considering the Corporation's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

*Durvis, Gray and Company, LLP*

September 21, 2018  
Gainesville, Florida