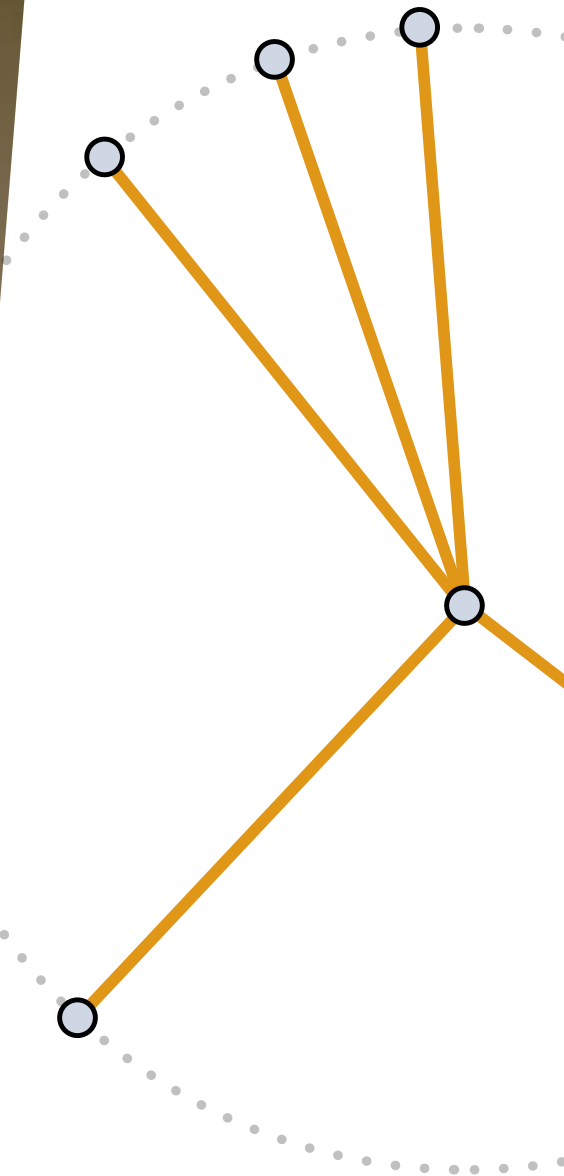




REPORT TO INVESTORS FY09



UNIVERSITY OF THE  
**PACIFIC**  
Arthur A. Dugoni  
School of Dentistry



PATRICK J. FERRILLO JR., DEAN

## DEAR MEMBERS OF THE DUGONI FAMILY

It is my privilege to thank each of you for your contributions to the Arthur A. Dugoni School of Dentistry during fiscal year 2009. Thanks to you we are able to offer students a richer, more meaningful educational experience, strengthen our extraordinary faculty and provide patients the highest standard of care.

Our strategic plan challenges us to invest wisely in new technologies to maximize learning and improve research, patient care and collaboration. This *Report to Investors* highlights some of the exciting innovations your help is making possible.

- Centralized Sterilization Upgrade
- Digital Impression Systems
- Electronic Patient Records System
- New Oral Surgery Suites
- 3-D Imaging Technology
- Classroom of the Future

This publication is intended to accomplish two very important things. The first is to express our deep appreciation for your extraordinary support. The second is to demonstrate how your generosity is strengthening Dugoni School of Dentistry programs and activities. I hope you will visit soon to see firsthand the many ways contributions like yours put our school in the spotlight.

With my very best wishes and most sincere appreciation,

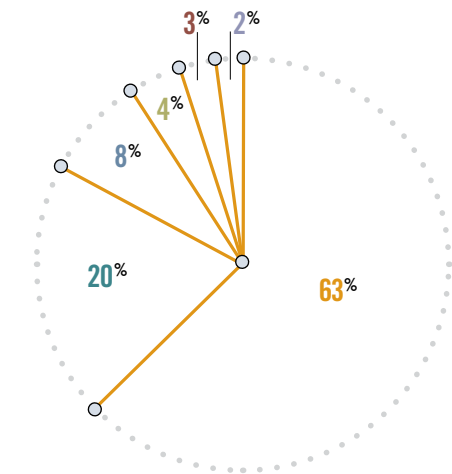
Patrick J. Ferrillo, Jr., DDS  
Dean



**CENTRAL STERILIZATION UPGRADE**

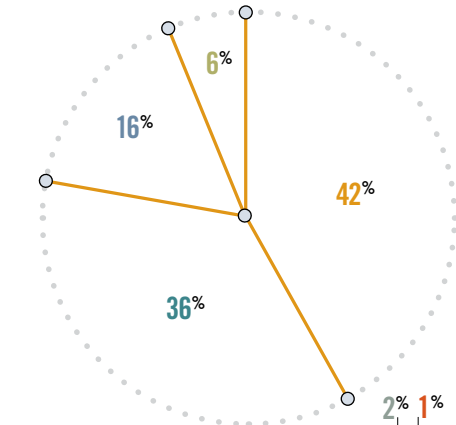
Upgrading to a central sterilization area allows more efficient instrument disinfection and distribution, so students spend less time waiting and patients are treated more quickly.

**FINANCIAL SUMMARY**



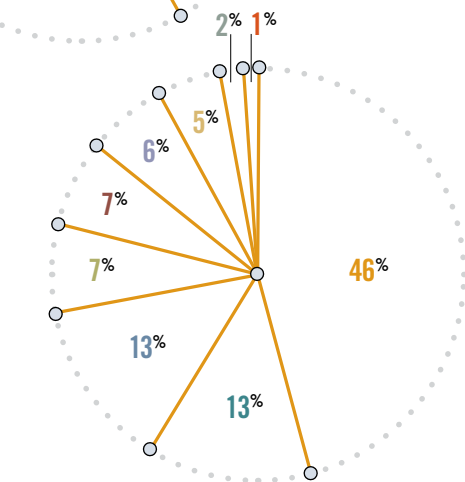
**REVENUE \$60,743,270**

- Tuition \$37,877,721
- Clinic \$11,992,499
- Bookstore/Student Housing \$5,049,039
- Philanthropy \$2,463,880
- Endowment Income \$1,792,240
- Miscellaneous \$936,200



**GIFT INCOME RECEIVED \$2,463,880**

- Endowments \$1,046,519
- Dean's Fund for Excellence \$985,743
- Other \$492,211
- Buildings, Grounds and Equipment \$139,052



**EXPENSES \$60,743,270**

- Instructional \$28,589,256
- General Institution \$7,561,709
- Staff Benefits \$7,661,811
- Bookstore / Student Housing \$4,129,900
- Academic Support \$3,965,158
- Capital Reserve \$3,801,775
- Physical Plant \$2,750,088
- Debt Service \$1,003,912
- Capital Revenue \$657,070

**OUR INVESTORS**

Alumni	1182	78.0%
Friends	235	15.6%
Parents	49	3.0%
Businesses, Corporations and Foundations	42	3.0%
Other	7	0.4%

Total: 1,515

## ADMISSIONS

**Class of 2012** 142 incoming students were selected from **3,201** applicants (Compared to **3,115** applications received for the class of **2011**)

50% male  
50% female

72% are from California  
29% were born outside the United States

Sons and daughters of dentists and physicians  
Dentists **34** (23%) Physicians **15** (11%)

Average GPA **3.45**

### STUDENTS GRANTED DEGREES (2008-2009)

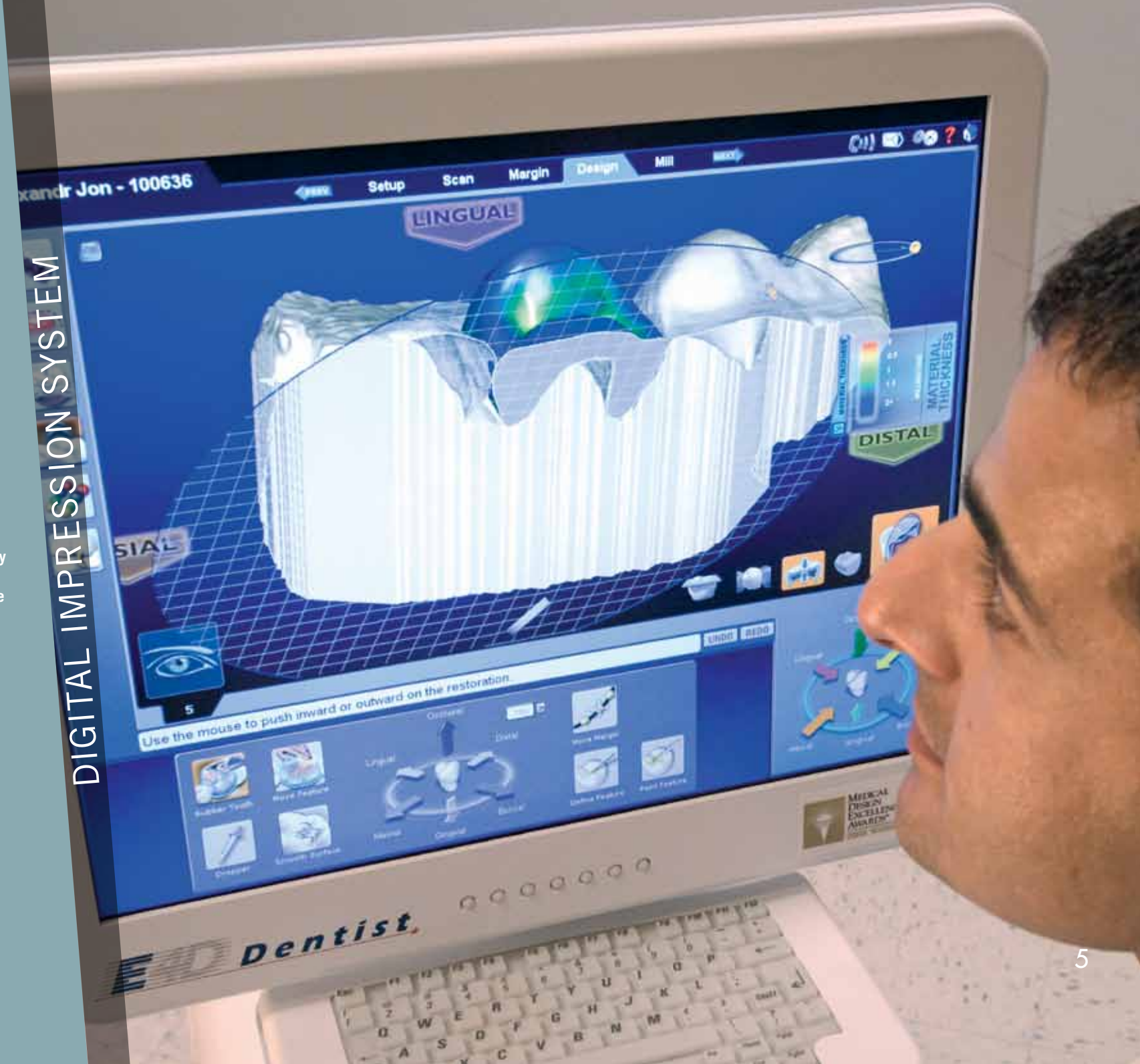
	DDS	IDS	HYGIENE	ORTHO	OMFS	AEGD
Men	90	7	1	6	3	2
Women	53	15	23	2	0	11
Total	143	22	24	8	3	13

### NATIONAL AWARDS EARNED BY OUR STUDENTS

Pacific's chapter of the American Student Dental Association (ASDA) won the **ASDA Most Outstanding Chapter Communication Award**.

The student newsletter, the *Articulating Paper*, won the **Meskin Award** for the most outstanding dental student publication in the country and became the first two-time winner of this award.

Our American Dental Education Association chapter won the **Council of Students Award for Advocacy and Ethics**.



DIGITAL IMPRESSION SYSTEM

Cerec and iTero are just two of the new technologies we are using in the clinic to give students experience with innovative equipment frequently used in private practice. Use of the best technology available also ensures our patients receive the highest standard of care.



ELECTRONIC PATIENT RECORDS SYSTEM

AxiUm, the new clinic information system, has brought a computer terminal and keyboard to every clinic operator. With the transition, all patient records are electronic and available chair-side resulting in better supervision of care, more consistent work processes and more consistent care for patients across our clinics.

DEAN'S FUND FOR EXCELLENCE

*The Dean's Fund for Excellence* provides Dean Ferrillo with the flexibility to enhance our great institution and the opportunity to meet challenges that arise without using student tuition.

The *Dean's Fund* advances Pacific Dugoni's use of technology, most recently helping to fund the oral surgery suites remodel and the implementation of our electronic clinic information system.

In fiscal year 2009 *The Dean's Fund for Excellence* raised **\$785,943** from **1,045** donors.

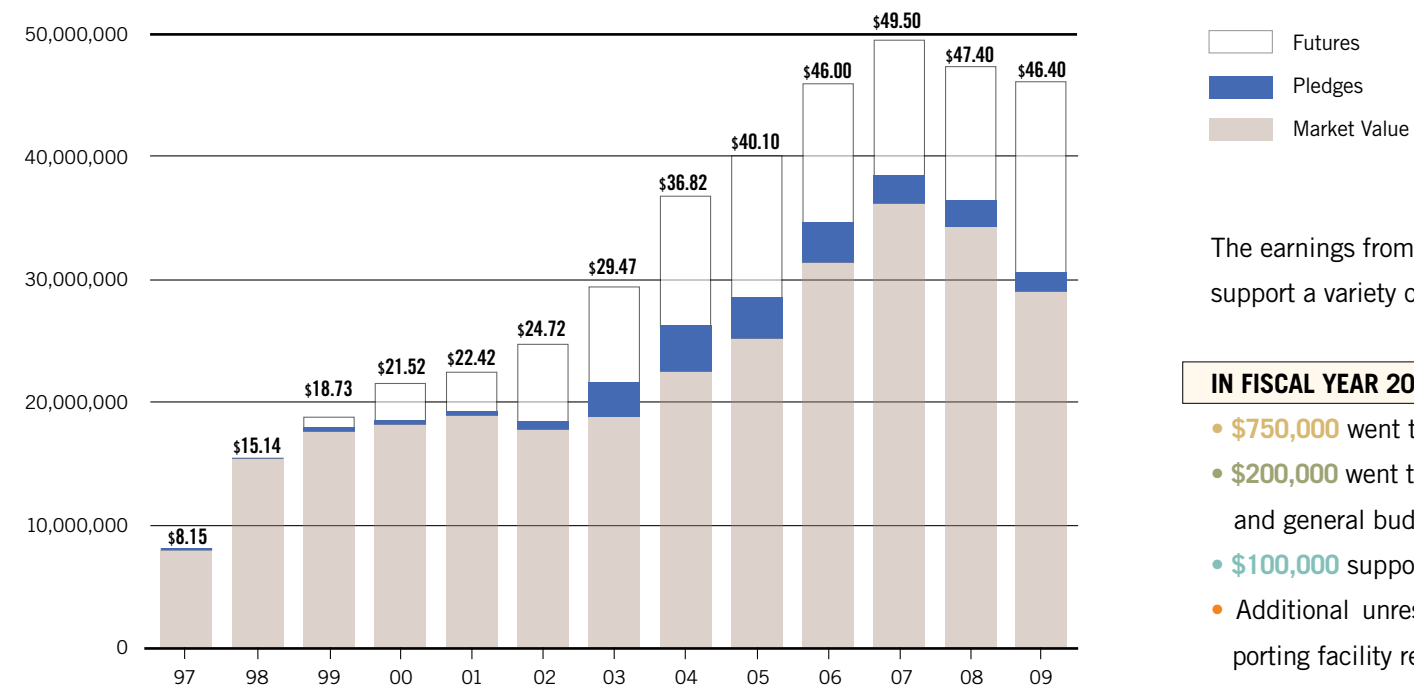
**CLASS GIFT**

The Class of 2009 raised a total of **\$30,000** from **95%** of the class for the *Dean's Fund for Excellence*, including matching gifts from the Pacific Dugoni Foundation, Alumni Association and Class of **2009** Parents.

**GOLD CHALLENGE**

The GOLD (Graduates of the Last Decade) Challenge asked all recent graduates (**1999-2009**) to consider making an annual gift to the *The Dean's Fund for Excellence*. The GOLDS surpassed their goal of **\$84,000** raised and **20%** participation by giving **\$96,876** from **23%** of recent graduates. Because they met the challenge by reaching both goals, members of the Pacific Dugoni Foundation board gave an additional **\$20,000** to the *Dean's Fund*.

## DENTAL SCHOOL ENDOWMENTS



The Dugoni School Endowment is managed as part of University of the Pacific's Endowment.

Futures  
 Pledges  
 Market Value

The earnings from the dental school endowments support a variety of projects throughout the year.

### IN FISCAL YEAR 2009

- **\$750,000** went to supporting student scholarships
- **\$200,000** went towards the Chairs & Professorships and general budget support
- **\$100,000** supported patient care
- Additional unrestricted earnings went towards supporting facility renovations, professional development for faculty and staff, acquisition of new equipment, research and flu shots for faculty, staff and students.

## PACIFIC'S ENDOWMENT PERFORMANCE

ENDING 6/30/2009	1 YEAR %	5 YEAR AVG. %	10 YEAR AVG. %
Pacific's Endowment	-19.1	1.5	3.5
S & P 500	-26.2	-2.2	-2.2
Russell 3000 Index	-26.6	-1.8	-1.5

## NEW ORAL SURGERY SUITES

The refurbished oral surgery clinic features larger operatories, hospital-grade lighting and a post-sedation recovery area. High-definition plasma screens and remote controlled cameras provide the capability to videoconference procedures throughout the campus or record procedures for use in continuing education.





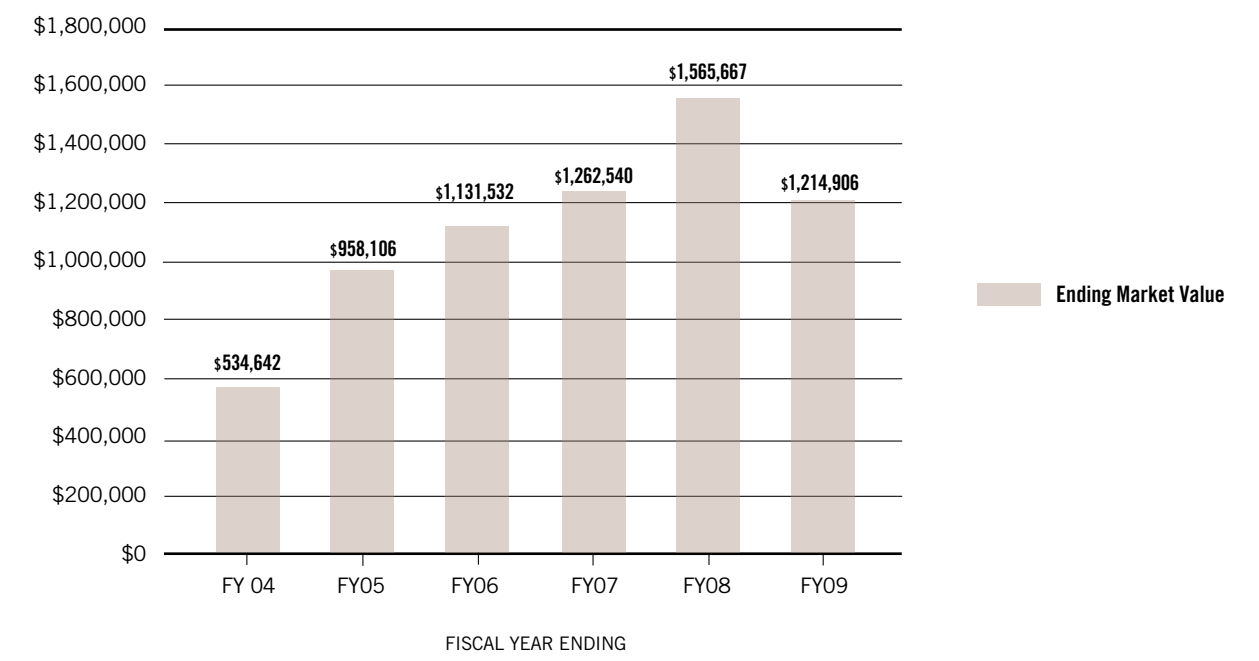
I-CAT 3-D IMAGING TECHNOLOGY

The i-CAT provides views of all oral and maxillofacial structures in less than 1 minute. We use the i-CAT and other 3-D imaging technology in our clinics to enhance the quality of care and improve our ability to diagnose and treat our patients.

KIDS IN THE KLINIC

The Kids in the Klinik endowment provides funds to treat children ages 0-18 who might not otherwise be able to afford care. Our goal is to fund a \$2 million endowment through events like the Vino de Mayo Wine Auction, Kids in the Klinik Golf Tournament and Fashion with the Stars.

The earnings from the Kids in the Klinik endowment allow the Dugoni School to treat underserved children from throughout the Bay Area in our pediatric and orthodontic clinics. The clinics see more than 1,500 children a year and provide more than \$330,000 of free and below-market care.



SCOPE—STUDENT COMMUNITY OUTREACH FOR PUBLIC EDUCATION

During the past school year SCOPE organized more than 40 events. Over 1,800 volunteer hours provided care to more than 1,000 people in the greater Bay Area.

## CLASS GIVING 2009

The table below shows the total amount given by each class during the fiscal year 2009.

CLASS YEAR	CLASS SIZE	DONORS	% GIVING	TOTAL AMOUNT	CLASS YEAR	CLASS SIZE	DONORS	% GIVING	TOTAL AMOUNT
1915-43	23	5	21.7%	3,950.00	1977	133	33	24.8%	63,815.33
1944	26	4	15.4%	4,275.00	1978	128	21	16.4%	20,093.34
1945	7	2	28.6%	900.00	1979	138	37	26.8%	52,710.00
1946	17	7	41.2%	2,275.00	1980	129	31	24.0%	35,219.54
1947	10	0	0.0%	0	1981	121	25	20.7%	35,850.00
1948	15	6	40.0%	29,988.15	1982	116	28	24.1%	33,630.03
1949	10	2	20.0%	16,150.00	1983	120	24	20.0%	14,650.00
1950	11	1	9.1%	54,300.00	1984	117	26	22.2%	29,125.00
1951	21	5	23.8%	6,453.00	1985	122	17	13.9%	91,366.88
1952	22	5	22.7%	990.00	1986	128	22	17.2%	35,296.58
1953	22	1	4.5%	250.00	1987	118	18	15.3%	20,510.08
1954	24	6	25.0%	625.00	1988	119	31	26.1%	36,230.00
1955	28	8	28.6%	9,750.00	1989	120	32	26.7%	27,770.00
1956	25	5	20.0%	1,825.00	1990	137	16	11.7%	6,500.00
1957	28	4	14.3%	3,320.00	1991	112	16	14.3%	19,250.12
1958	27	2	7.4%	10,050.00	1992	122	9	7.4%	5,600.00
1959	34	2	5.9%	600.00	1993	132	14	10.6%	15,225.00
1960	30	6	20.0%	1,900.00	1994	143	22	15.4%	13,145.00
1961	35	4	11.4%	5,650.00	1995	142	26	18.3%	22,900.04
1962	34	2	5.9%	125.00	1996	142	24	16.9%	28,863.33
1963	39	4	10.3%	350.00	1997	138	24	17.4%	20,351.43
1964	44	5	11.4%	4,633.36	1998	144	17	11.8%	14,175.00
1965	49	10	20.4%	16,033.34	1999	148	26	17.6%	20,740.00
1966	30	8	26.7%	83,673.88	2000	134	29	21.6%	14,090.00
1967	43	7	16.3%	13,750.00	2001	137	34	24.8%	13,665.45
1968	56	5	8.9%	1,325.00	2002	147	41	27.9%	19,785.25
1969	47	7	14.9%	14,100.00	2003	155	30	19.4%	9,479.52
1970	58	6	10.3%	6,900.00	2004	141	30	21.3%	7,543.00
1971	68	9	13.2%	18,120.00	2005	193	31	16.1%	8,720.40
1972	90	14	15.6%	17,970.00	2006	165	21	12.7%	8,450.00
1973	103	13	12.6%	50,755.09	2007	158	26	16.5%	5,635.00
1974	190	42	22.1%	45,739.99	2008	157	48	30.6%	1,975.00
1975	107	16	15.0%	20,591.74	2009	163	21	80.4%	7,066.07
1976	126	26	20.6%	26,897.08	<b>TOTAL</b>	<b>5,886</b>	<b>1,085</b>	<b>18.4%</b>	<b>1,226,792.94</b>

## REUNION BOWL WINNERS

**DUGONI BOWL Class of 1974A:** Recognizes the class with the highest percentage of members in the Endowment and Legacy Society.

**BOXTON BOWL Class of 1979:** Honors the class presenting the largest reunion gift.

**SLOMAN BOWL Class of 1969:** Honors the class with the highest percentage attending the reunion.

**REDIG BOWL Class of 1979:** Recognizes the class with the highest percentage of members giving at a leadership level to the Dean's Fund for Excellence.

**TOCCHINI BOWL Class of 2004:** Honors the class with the highest percentage of members participating in the reunion gift.

## CLASS GIFTS

1949	\$29,430	1984	\$205,631
1959	\$8,600	1989	\$148,029
1969	\$67,250	1994	\$78,116
1974A	\$357,134	1999	\$115,540
1974B	\$186,057	2004	\$50,462
1979	\$410,351		

Class gifts are presented to the Dental School during Reunion Weekend in March. They represent the cumulative total of gifts made since this group of classes celebrated their previous reunion in 2004.

Studies show that students who are actively involved in small groups are more engaged and learn better than they do in large, traditional lecture halls. As a leader in dental education, we are developing a small, technologically advanced prototype classroom that will allow for active learning and integrate the didactic and clinical experiences.

CLASSROOMS OF THE FUTURE

