

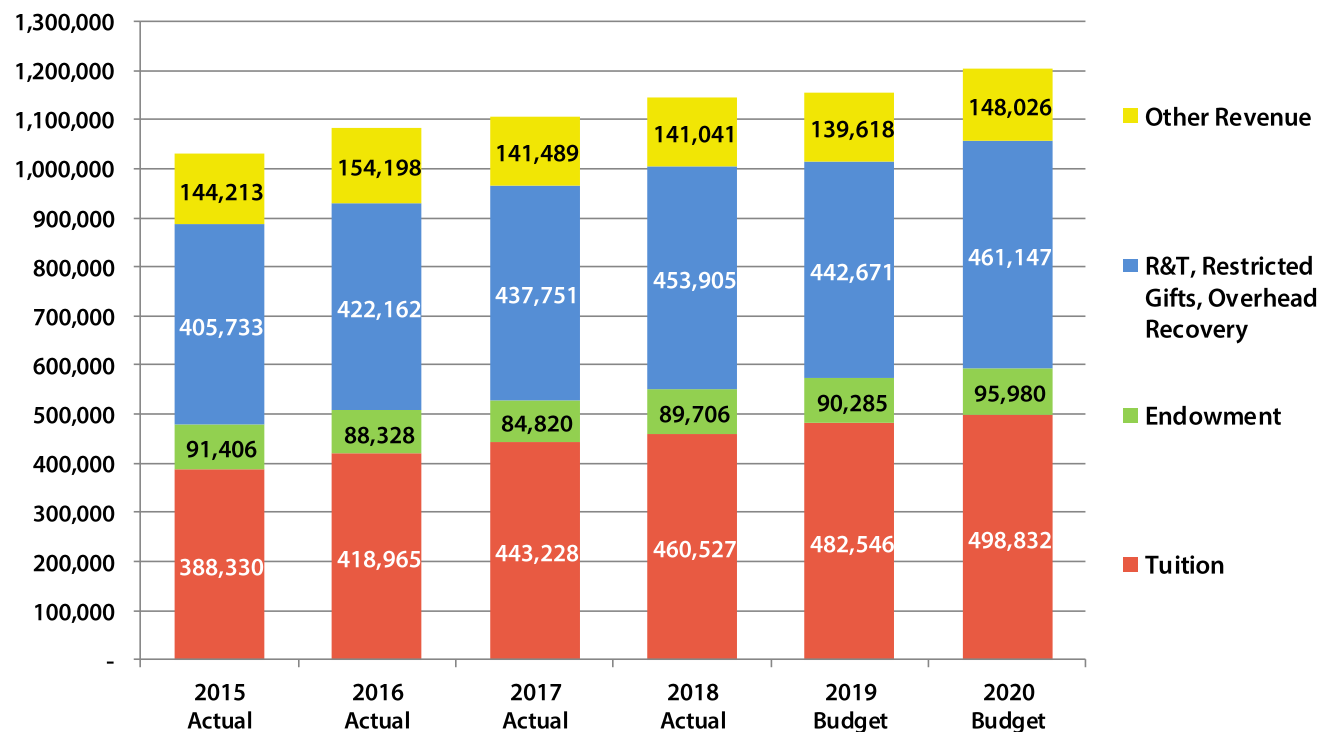
# TOTAL REVENUE

## FISCAL YEAR 2020 BUDGET

<i>In thousands of dollars</i>	2018 Actual	2019 Budget	2020 Budget	\$ Increase/ (Decrease) from 2019 Budget	% Variance to 2019 Budget
<b>REVENUE</b>					
<b>TUITION</b>					
Undergraduate	\$ 219,583	\$ 231,618	\$ 244,182	\$ 12,564	5.4%
Summer	17,703	18,502	18,524	22	0.1%
Professional	160,771	163,232	167,775	4,543	2.8%
Graduate	59,039	65,723	64,755	(968)	-1.5%
Fees	3,431	3,471	3,596	125	3.6%
<b>TOTAL TUITION</b>	<b>460,527</b>	<b>482,546</b>	<b>498,832</b>	<b>16,286</b>	<b>3.4%</b>
<b>ENDOWMENT</b>					
Restricted Endowment	55,766	54,405	58,387	3,982	7.3%
Unrestricted Endowment	33,940	35,880	37,593	1,713	4.8%
<b>TOTAL ENDOWMENT</b>	<b>89,706</b>	<b>90,285</b>	<b>95,980</b>	<b>5,695</b>	<b>6.3%</b>
<b>OTHER REVENUE</b>					
Research & Training	331,823	324,663	339,925	15,262	4.7%
Restricted Gifts	45,432	41,214	43,447	2,233	5.4%
Overhead Recovery	76,650	76,794	77,775	981	1.3%
Unrestricted Gifts	3,729	5,878	6,591	713	12.1%
State Support	2,575	2,318	2,446	128	5.5%
Organized Activities	11,615	11,627	12,331	704	6.1%
Other Income	49,791	46,498	50,907	4,409	9.5%
Auxiliaries	73,331	73,297	75,751	2,454	3.3%
<b>TOTAL OTHER REVENUE</b>	<b>594,946</b>	<b>582,289</b>	<b>609,173</b>	<b>26,884</b>	<b>4.6%</b>
<b>TOTAL REVENUE</b>	<b>\$ 1,145,179</b>	<b>\$ 1,155,120</b>	<b>\$ 1,203,985</b>	<b>\$ 48,865</b>	<b>4.2%</b>

## REVENUE COMPARISON BY YEAR

*In thousands of dollars*



# NOTES TO REVENUE

## FISCAL YEAR 2020 BUDGET vs. FISCAL YEAR 2019 BUDGET

### TUITION

#### Undergraduate Tuition

Increased \$12.6 M or 5.4% as a result of a 3.8% tuition rate increase and a slight enrollment increase.

#### Professional Tuition

Increased \$4.5 M or 2.8% due to a 3.5% average rate increase and higher enrollment in WSOM, LAW, DENT, NURS and CSOM. Partially offset by lower enrollment in CSE and MSASS.

#### Graduate Tuition

Decreased (\$1.0 M) or -1.5% due to lower enrollment in CAS and WSOM. Partially offset by a 3.0% average rate increase and higher enrollment in CSE and CSOM.

### ENDOWMENT

For 2020, the endowment payout rate will be 4.70% of the endowment pool balance as of June 30, 2018.

#### Restricted Endowment

Increased \$4.0 M or 3.7% as a result of higher income in CAS, CSE, DENT, NURS, CSOM and UGEN. Partially offset by lower income in WSOM.

#### Unrestricted Endowment

Increased \$1.7 M or 4.8% as a result of higher income in CAS, WSOM, DENT, CSOM and UGEN.

### OTHER REVENUE

#### Research & Training

Increased \$15.3 M or 4.7% due to increased activity in CSE, MSASS, DENT, NURS and CSOM.

#### Restricted Gifts

Increased \$2.2 M or 5.4% due to increased gifts in CAS, WSOM, DENT, CSOM and UGEN. Partially offset by decreased gifts in CSE, MSASS and NURS.

#### Overhead Recovery

Increased \$1.0 M or 1.3% in DENT and CSOM. Partially offset by decreases in CAS and CSE.

#### Unrestricted Gifts

Increased \$0.7 M or 12.1% due to increased activity in CSOM. Partially offset by decreases in CAS and WSOM.

#### Organized Activities

Increased \$0.7 M or 6.1% due to increased activity in WSOM and DENT.

#### Other Income

Increased \$4.4 M or 9.5% in MSASS, LAW, DENT and UGEN. Partially offset by decreases in CSE and CSOM.

#### Auxiliaries

Increased \$2.5 M or 3.3% due to increased revenue in Food Service, Student Housing and Parking.