In-State Undergraduate Students
Tuition Revenue Comparison Analysis
Fall and Spring Semesters
Pilot versus No Pilot (Full-Time Rate)
Scenario #1 (Gross Revenue), Enrollment based on CPP V5

Prepared in Budget Office 2/21/21

	Revenue based on the Per Credit Tuition Pilot							
	FY2015-16	FY2016-17	FY2017-18	FY2018-19	FY2019-20	FY2020-21	FY2021-22	FY2022-23
	No Pilot	Year 1 7% Discount	Year 2 4% Discount	Year 3 1% Discount	Year 4 1% Discount	Year 5 1% Discount	Year 6 1% Discount	Year 7 1% Discount
Total In-State Undergraduate Revenue	$ 73,687,884	$ 77,701,480	$ 78,607,260	$ 75,013,998	$ 62,944,316	$ 59,055,981	$ 55,664,184	$ 56,671,184

	Revenue based on Full-Time Rate							
	FY2015-16	FY2016-17	FY2017-18	FY2018-19	FY2019-20	FY2020-21	FY2021-22	FY2022-23
Total In-State Undergraduate Revenue	$ 73,687,884	$ 69,531,332	$ 68,298,001	$ 63,523,523	$ 52,516,342	$ 49,287,757	$ 46,322,478	$ 46,725,793

	Variance							
Additional Gross Tuition Revenue resulting from the Per Credit Tuition Pilot	$ -	$ 8,170,148	$ 10,309,259	$ 11,490,475	$ 10,427,974	$ 9,768,224	$ 9,341,706	$ 9,945,391
In-State Undergraduate Full-Time Tuition Rate - Academic Year	$ 7,060	$ 7,238	$ 7,492	$ 7,716	$ 7,716	$ 7,716	$ 7,794	$ 7,794
Equivalent Full-Time Enrollment Needed to Produce Additional Tuition Revenue resulting from the Pilot	-	1,129	1,376	1,489	1,351	1,266	1,199	1,276

Note: 1. As shown, in FY2019-20 and FY2020-21 the shortfall will increase by $10.4 million and $10.3 million, respectively, if the per credit tuition pilot is discontinued and IUP returns to a full-time undergraduate tuition rate.

2. In Scenario #1 the equivalent full-time enrollment needed is based on the additional gross revenue resulting from the tuition pilot.

In-State Undergraduate Students
Tuition Revenue Comparison Analysis
Fall and Spring Semesters
Pilot versus No Pilot (Full-Time Rate)
Scenario #2 (Net Revenue)

	Revenue based on the Per Credit Tuition Pilot							
	FY2015-16	FY2016-17	FY2017-18	FY2018-19	FY2019-20	FY2020-21	FY2021-22	FY2022-23
	No Pilot	Year 1 7% Discount	Year 2 4% Discount	Year 3 1% Discount	Year 4 1% Discount	Year 5 1% Discount	Year 6 1% Discount	Year 7 1% Discount
Total In-State Undergraduate Revenue	$ 73,687,884	$ 77,701,480	$ 78,607,260	$ 75,013,998	$ 62,944,316	$ 59,055,981	$ 55,664,184	$ 56,671,184

	Revenue based on Full-Time Rate							
	FY2015-16	FY2016-17	FY2017-18	FY2018-19	FY2019-20	FY2020-21	FY2021-22	FY2022-23
Total In-State Undergraduate Revenue	$ 73,687,884	$ 69,531,332	$ 68,298,001	$ 63,523,523	$ 52,516,342	$ 49,287,757	$ 46,322,478	$ 46,725,793

	Variance							
Additional *Gross* Tuition Revenue resulting from the Per Credit Tuition Pilot	$ -	$ 8,170,148	$ 10,309,259	$ 11,490,475	$ 10,427,974	$ 9,768,224	$ 9,341,706	$ 9,945,391

	Expenditures Related to the Pilot Actual Expenditures					Projected Expenditures		
Less: Need Based Scholarships		$ 779,446	$ 774,714	$ 769,622	$ 720,893	$ 725,000	$ 725,000	$ 725,000
Academic Success Incentives		919,697	894,966	912,946	799,030	800,000	800,000	800,000
Additional *Net* Tuition Revenue resulting from the Per Credit Tuition Pilot		$ 6,471,005	$ 8,639,579	$ 9,807,907	$ 8,908,051	$ 8,243,224	$ 7,816,706	$ 8,420,391
In-State Undergraduate Full-Time Tuition Rate - Academic Year	$ 7,060	$ 7,238	$ 7,492	$ 7,716	$ 7,716	$ 7,716	$ 7,794	$ 7,794
Equivalent Full-Time Enrollment Needed to Produce Additional Tuition Revenue resulting from the Pilot[1]	-	894	1,153	1,271	1,154	1,068	1,003	1,080

[1]The Equivalent full-time enrollment needed to produce the additional net revenue resulting from the pilot assumes the additional need based scholarships and the academic success incentives would be eliminated under the full-time tuition rate. Therefore, Scenario #2 shows the equivalent full-time enrollment needed based on the additional Net revenue resulting from the pilot.