



**Indiana University of Pennsylvania  
Domestic, Out-of-State, Undergraduate Tuition Proposal,  
FY2023-24**

As part of the university's commitment to student affordability, and after careful analysis and review, a cross-university work group recommends that IUP implement a flat tuition rate structure for all domestic, out-of-state, undergraduate students taking 12 to 18 credits in a semester, starting with the fall 2023 semester. This parallels the change in tuition structure for in-state, undergraduate students at IUP, approved in the spring of 2022. In the fall of 2022, there were 262 total domestic, out-of-state undergraduates (both full- and part-time), which accounts for just under 4 percent of the total fall 2022 undergraduate population. This has been declining since 2012, when there were 909 domestic, out-of-state undergraduates.

As IUP works toward its commitment to student affordability, this recommendation will reduce the overall cost for full-time students. It may also further decrease costs to students by lessening the time to graduation if students increase their credit loads. In addition, this recommendation will simplify the tuition structure for families and will parallel the structure for in-state, undergraduate students.

The work group was also conscious of ensuring that the full-time, domestic, out-of-state, undergraduate rate was reasonable when compared to the full-time, in-state, undergraduate tuition rate of \$7,716 per academic year.

Supporting documentation resulting from this initiative and recommendation is attached.

**The following motion is recommended for approval:**

**Domestic, Out-of-State, Undergraduate Tuition Proposal, FY2023-24**

IUP recommends converting to a new tuition rate with a flat rate tuition structure for domestic, out-of-state, undergraduate students, including students attending the regional campus locations. The new rate would be \$463 per credit up to 12 credits, an \$11,200 flat rate for 12 to 18 credits, and \$463 per credit for above 18 credits.



## **Tuition Model and Pricing Workgroup Recommendation For Domestic, Out-of-State, Undergraduate Student Tuition**

### **Executive Summary**

After careful analysis and review, a cross-university workgroup recommends that IUP implements a flat or banded tuition rate structure for all domestic, out-of-state, undergraduate students taking 12-18 credits in a semester, starting with the fall 2023 semester, which parallels the change in tuition structure for in-state undergraduate students at IUP that was approved in the spring of 2022. In fall of 2022, there were 262 total domestic, out-of-state, undergraduates (both full and part-time), which accounts for just under 4 percent of the total fall 2022 undergraduate population, this has been declining since 2012 when there were 909 domestic, out-of-state undergraduates.

**Implications for students** - Implementing a flat or banded tuition rate structure would reduce the overall cost for full-time students. It may also further decrease costs to students by lessening the time to graduation if students increase their credit loads to take advantage of the flat rate pricing, since the cost for up to and including 18 credits would be equal to the cost of 12 credits. It also provides an easier-to-understand tuition model for both parents and students and parallels the structure for in-state undergraduate students at IUP. The workgroup was also conscious of ensuring the full-time, domestic, out-of-state, undergraduate rate was reasonable when compared to the full-time, in-state undergraduate tuition rate of \$7,716 per academic year.

**Implications for IUP** - Implementing a flat or banded tuition rate model will initially reduce IUP's tuition revenue and increase IUP's projected deficit for several years, absent increases in enrollment (which seems likely, but not certain), significant additional expense reductions, or both. IUP expects that enrollment will ultimately increase above current projections due to the reduction in cost to students, but it is difficult to predict when enrollment increases will occur and to what extent. The projected revenue reductions represent a very conservative or worst-case estimate. Potential lost revenue in year one (FY 2023-2024) can be covered through the use of one-time funds or by drawing down other reserves sooner than planned. A flat-rate tuition model will also likely result in students taking more credits and require IUP to add course sections with no immediate revenue to offset that cost. Students taking 15 credits instead of 12 will increase IUP's student FTE (but not tuition revenue), which will likely increase IUP's projected share of the state appropriation from PASSHE.

In addition to revenue loss resulting from a reduced and flat-pricing model, IUP would need to expand marketing efforts to build awareness of both the IUP brand and the value resulting from the reduced tuition. Marketing would be a combination of general IUP awareness to targeted out-of-state markets, defined by counties where opportunity and return on investment seems most likely, and by increased admissions application marketing to the same demographic markets.

**Determining the appropriate flat or banded rate** - The Tuition Model and Pricing Workgroup examined a range of flat or banded rates, balancing cost to students with institutional financial risk. In all scenarios, the per credit rate for credits from 1-11.99 remains at \$463 per credit. A table summarizing the scenarios can be found in Appendix A.



## **Tuition Model and Pricing Workgroup – Summary Report of Recommendation**

*(Proposal to be Submitted to the Council of Trustees at the December 8, 2022, Quarterly Meeting)*

### **Co-Chairs:**

Debra Fitzsimons, Vice President for Administration and Finance  
Patricia McCarthy, Vice President for Enrollment Management

### **Members:**

Bill Balint, Chief Information Officer  
Matthew Baumer, Chair/Professor, Music  
Amy Cook, Assistant Dean, Eberly College of Business  
Shawn Jones, Associate Director of Undergraduate Admissions  
David Piper, Senate Chair and Chair/Professor, Employment Relations and Health Services Administration  
Evan Orr, Student  
Racheal Nuwagaba-K, Graduate Supervision Assistant, Department of Counseling, Student Senator  
Farheen Mahmood, Student

### **Resources to the workgroup:**

Bill Buttz, Associate Vice President for Finance  
Jodie Cadile, Budget Director  
Tammy Hamilton, Director of Student Billing  
John Kilmarx, Associate Vice President for Academic Administration  
Chris Kitas, Executive Director of Institutional Research Planning & Assessment  
Paula Stossel, Associate Vice President for Enrollment  
Karen Alsop, Administrative Assistant, AVP for Finance

**Overview:** The Tuition Model and Pricing Workgroup, which is co-chaired by the vice presidents of Administration and Finance and Enrollment Management, was charged with reviewing and analyzing the existing per-credit tuition model and to provide recommendations, if any, for proposed changes. The workgroup has already completed its review of undergraduate, in-state tuition, which became effective fall 2022, and now is providing a recommendation for domestic, out-of-state, undergraduate tuition. The workgroup needed to take into consideration the university's financial status and balance the impact the recommendation would have on both students and university revenues. Keeping the student's interest at the core of any changes to the tuition model was a primary goal. While at this point, two tuition recommendations have come forward, including this domestic, out-of-state, undergraduate tuition rate structure recommendation, we are continuing our work with the overall cost of attendance at IUPUI and are thoroughly reviewing student fees. Graduate and international (undergraduate and graduate) tuition will be reviewed over the next several months, as well as housing costs and dining costs.

A summary of the domestic, out-of-state, undergraduate tuition recommendations is below. If approved, the proposed tuition change will take effect for fall 2023 semester and marketing the new plan would need to be done expeditiously.

### **Background:**

The tuition model and pricing workgroup, which convened their first meeting late in the fall semester, on November 17, 2021, continues to meet bi-weekly to examine, investigate, and analyze information regarding the tuition and pricing levels and models at IUP. Invited guests to our meetings have included our Marketing and Communications team, to discuss our university marketing strategy as it pertains to pricing, and our RNL pricing survey consultant. To date, the workgroup has concluded its work on the undergraduate, in state tuition structure (approved by the BOG in March 2022), has been actively reviewing student fees, and is now, with this document, providing recommendations for the pricing and structure for domestic, out-of-state, undergraduate tuition.

Regarding our domestic, out-of-state, undergraduate tuition pricing, the workgroup began by reviewing the current out-of-state tuition structure and reviewed IUP's tuition rates and structure compared to our peers. They also continued to discuss pricing changes that have occurred over the past several years. Prior to fall 2018, out-of-state students were charged on a flat-rate basis. Beginning fall 2018, out-of-state students were assessed on a per-credit basis. Also prior to fall 2018, out-of-state students from certain states were assessed a tuition rate that was 170% of the in-state rate. Students with a high school GPA of 3.0+ were assessed at 150% of the in-state rate. All other out-of-state students were assessed a rate of 250% of the in-state rate. Another important factor to consider regarding affordability, is the housing costs. In 2007, the new, suite-style housing was implemented, which accompanied new, higher, suite-style housing prices.

To ensure any considered proposals, both in and out-of-state, would be impactful enough, we contracted with RNL to conduct a price sensitivity study, which included out-of-state students; unfortunately, RNL indicated that there was not a large enough inquiry pool for the to conduct a reliable study. In the fall 2020, however, RNL did conduct a study for IUP that included out-of-state students and parents. The findings of the study showed that the optimal tuition and fee level for out-of-state students and parents both was a tuition and fee rate of approximately \$15,000 coupled with a scholarship level of about \$5,000 (optimum net tuition and fees=\$10,000). In this scenario, the percentage of students they surveyed who would likely enroll at IUP was 7.9% and for parents encouraging their students to attend IUP, it was 8.3%. This is in comparison to our current structure where 3.4% of students were likely to enroll and 4.5% of parents were likely to encourage enrollment. While this study was pre-pandemic, it does serve to provide some insight into our out-of-state student and parent perceptions and still provides value to this current work.

Throughout our deliberations, Institutional Research and Enrollment Management provided data to show various trends related to out-of-state enrollment over time, the retention of our out-of-state students, top competitors for our out-of-state student market (see appendix F), including the tuition pricing of the competitors, and programs of study that tend to draw the largest numbers of out-of-state students.

Out-of-state enrollment dropped 27.7% between fall 2015 (the year prior to the housing changes) and fall 2017 (the year prior to the out-of-state per credit pricing change). When reviewing the drop in enrollment from fall 2017 to fall 2022, with both the housing and the out-of-state per-credit pricing being effective, the enrollment dropped 47.5%. Overall, from fall 2015 to current, the overall decline is 58.9%. While it is apparent that our out-of-state enrollment had already begun to drop, it was not as significant as during the times noted above, having dropped 29.9% between fall 2012 and fall 2015 (see appendices D1-4 and E). It is acknowledged that some of this decline could be a reflection of the concentration on marketing to our Pennsylvania market thereby reducing the purchases of out-of-state SAT/ACT takers, which was exasperated by the reduction in students taking standardized tests during and after the pandemic.

The admission funnel data for domestic, out-of-state, new first-time students is detailed in appendix F. The decline in enrollment is further amplified by a reduced yield from admitted to enrollment, which was at approximately 19.8% in fall 2015 down to a low of approximately 9.2 in fall 2021. The increase in the applications in fall 2017 is at the point of our first year contracting with EAB for application marketing. Reductions prior to the fall 2020 and fall 2021 are consistent with the reduction in the purchases of names (i.e., SAT and ACT exam takers) from the out-of-state market. This adjustment in the decision to invest in Pennsylvania students was consistent with the overall marketing of the

university, which emphasized Pennsylvania. Fall 2020 and fall 2021 also were exacerbated by the reduction in available names to purchase due to the pandemic and the number of students taking standardized exams.

By percent of overall undergraduate enrollment, the proportion of out-of-state students represented has fallen steadily since the implementation of the per credit pricing (see appendix D2). Prior to fall 2018, from fall 2012 to fall 2017, the average credits in which our out-of-state students enrolled was 14.5. From fall 2018 through fall 2022, that average is 13.95 percent. From fall 2012 to fall 2022, out-of-state students typically enrolled in more average credits than both in state and international students, having a positive impact on our overall undergraduate FTE.

Finally, retention of our out-of-state students from year one to year two is generally greater than our in-state students, with the retention to year two by first time, undergraduate, degree-seeking out-of-state students exceeding that of in state students in five of the past six years (see appendix D5). Distance from home is a significant factor in student retention, the further away from home, the lower the retention. In the case of out-of-state students at IUP, retention rates have not followed this trend and these students tend to retain.

While it is understood that we are only to be reviewing tuition for our recommendation, fees and housing costs had to be taken into consideration in this review, since some schools have significantly lower fees and/or housing costs, and because both are part of the total cost of education for a student. The workgroup discussed the renewable merit scholarships awarded to incoming out-of-state students at the time of admission. The scholarships range from \$2,500 to \$5,500, with an average award in fall 2022 for those who enrolled at IUP of \$4,377. It is the belief by the workgroup that we should continue our scholarship awards to the out-of-state students as they do provide value to students and support the affordability that we are seeking for our students. Historical scholarship information is provided in Appendix J.

After reviewing pricing of the other PASSHE schools and our price-point in the system (see appendix B1), IUP is currently \$2,696 above the average tuition, fees, room and board for the other PASSHE schools, not including IUP in this average. Comparing our tuition and fees against the pricing of our non-system in-state and out-of-state competitors (see appendix C), we are at a higher rate than any of the in-state rates for the competitors, though less expensive than our top in state competitor of Penn State, including its Commonwealth campuses.

As a result of the reviews noted above, initial scenarios were investigated. Building off of the work that was completed on the in-state tuition review and intending to reduce the complexity of billing statements to students and families, the workgroup recommended the conversion to a flat-rate tuition structure assumption as options were discussed. The workgroup agreed that a new, flat-rate proposed model could also incentivize students to take more credits so that progress can be made towards graduation in a shortened time period. When considering the tuition levels for consideration, it was discussed that among the options, a scenario that is 20% below our current per credit price of 15 credits per semester, should be included since we had significant marketing around this figure and for our in-state tuition change and out-of-state students may appreciate the parity in the reduction. The group also decided that a review of the costs at the level of our PASSHE institutions, particularly for those located in the western side of Pennsylvania, would be important.

Also, the financial analyses of each scenario assumed that any new tuition rates would be applicable to all d, out-of-state, undergraduate students and not only for those new students entering IUP in the fall 2023 semester. It also left the tuition rate per credit for up to 11.99 credits at the current level of \$463. This per credit rate cost was compared to competitive schools and it seemed reasonable to have it remain at the current level.

The workgroup invited Marketing and Communications colleagues to attend the review of the various price scenarios so that we could have the opinion of how each scenario being considered might be perceived by the market. We also discussed that new marketing would need to be implemented, both by the Marketing and Communications team as well as undergraduate admissions. This would include expanding the reach of our general marketing to a targeted out-of-

state demographic area(s) as well as increasing the purchase of student names from standardized testing companies to expand into the expanded markets. The importance of focused marketing for any out-of-state undergraduate tuition rate and structure change is key because IUP does not have unlimited resources and it would be cost prohibitive and not necessarily effective to use a strategy to market across many states without a focus to the marketing strategy. Finally, the development of and dissemination of materials (print, email, text, digital) to students (sophomore, junior, and senior high school students) would need to be completed in order to build awareness of IUP and the new pricing, if it is approved.

A total of five scenarios were reviewed by the workgroup:

1. **Scenario A:** A change to a flat-rate tuition structure. With a flat-rate tuition amount of \$13,890 for students enrolled in 12-18 credits, with students assessed at \$463/credit for any credits above 18 and a per credit pricing of \$463/credit for students taking 1-11.999 credits, which is IUP's current rate.  
*Scenario A was not recommended by the group and was not presented to UBAC or the President and his cabinet but is included in this document as Appendices A and I.*
2. **Scenario B:** A change to a flat-rate tuition structure. With a flat-rate tuition amount of \$11,574 for students enrolled in 12-18 credits (this is similar to what other PASSHE universities charge and equals a **16.7%** reduction from the current rate), with students assessed at \$463/credit for any credits above 18 and a per credit pricing of \$463/credit or students taking 1-11.999 credits, which is IUP's current rate.  
*Scenario B was brought forward to UBAC and the President's Cabinet but is not being recommended for approval by the Council of Trustees after further analysis was conducted. It is included for information only in this document in Appendix A.*
3. **Scenario C:** A change to a flat-rate tuition structure. With a flat-rate tuition amount of \$11,000 for students enrolled in 12-18 credits (this equals a **20.8%** reduction from the current rate), with students assessed at \$463/credit for any credits above 18 and a per credit pricing of \$463/credit for students taking 1-11.999 credits, which is IUP's current rate.  
*Scenario C was brought forward to UBAC and the President's Cabinet but is not being recommended for approval by the Council of Trustees after further analysis was conducted. It is included for information only in this document in Appendix A.*
4. **Scenario D:** A change to a flat-rate tuition structure. With a flat-rate tuition amount of \$11,112 for students enrolled in 12-18 credits (this equals what a current student taking 12 credits per semester pays and is a **20%** reduction from the current rate), with students assessed at \$463/credit for any credits above 18 and a per credit pricing of \$463/credit for students taking 1-11.999 credits, which is IUP's current rate.  
*Scenario D was analyzed following recommendation from UBAC. It is not being recommended for approval by the Council of Trustees. It is included for information only in this document in Appendix A.*
5. **Scenario E:** A change to a flat-rate tuition structure. With a flat-rate tuition amount of \$11,200 for students enrolled in 12-18 credits (this equals a **19.3%** reduction from the current rate and matches the reduction implemented for in-state undergraduates), with students assessed at \$463/credit for any credits above 18 and a per credit pricing of \$463/credit for students taking 1-11.999 credits, which is IUP's current rate.  
*Scenario E was analyzed following the recommendation from UBAC (see Appendix A).*

**The scenarios were carefully reviewed by the workgroup and the President. It has been decided to bring forth Scenario E to the Council of Trustees for their review and consideration for implementation in fall 2023.**

**Summary of Recommendation:**

**Pricing Scenario E:**

# Credits Taken per Academic Year	Current Tuition \$463 per Credit		Scenario E Flat Rate Tuition 12-18 credits (\$11,200/AY)	
	Tuition Cost per AY	Cost Per Credit	Tuition Cost per AY	Cost per Credit - for information only
Part-time		\$ 463		\$ 463
24	\$ 11,112	\$ 463	\$ 11,200	\$ 467
26	\$ 12,038	\$ 463	\$ 11,200	\$ 431
28	\$ 12,964	\$ 463	\$ 11,200	\$ 400
30	\$ 13,890	\$ 463	\$ 11,200	\$ 373
32	\$ 14,816	\$ 463	\$ 11,200	\$ 350
34	\$ 15,742	\$ 463	\$ 11,200	\$ 329
36	\$ 16,668	\$ 463	\$ 11,200	\$ 311
Estimated Annual Revenue Loss (assuming no increase in enrollment)			(\$569,094)	
# of students needed to make up lost revenue (assuming 30 credits/AY)			(51)	
% increase to UG, domestic, out-of-state enrollment needed to make up lost revenue (based on fall 2022 enrollment)			19%	

**A change to a flat-rate tuition structure. With a flat-rate tuition amount of \$11,200 for students enrolled in 12-18 credits, with students assessed at \$463/credit for any credits above 18 and a per credit pricing of \$463/credit or students taking 1-11.999 credits, which is IUP's current rate.**

**Benefits of Scenario E:**

- This scenario places a high priority on students' affordability:
  - Students taking 15 credits/semester will have a tuition savings of \$2,690 per year as compared to the per-credit tuition model.
  - It provides an incentive to complete the degree at a faster pace, since students can enroll for 12-18 credits for the same tuition price. Graduating in a more timely fashion saves students the cost of, not only tuition, but the other associated educational expenses that would be incurred during additional semesters.
  - Faster time to entry into the workforce or graduate school.
- Ease of understanding costs: Students and parents will know their tuition rate if they are full time, regardless of whether they know exactly how many credits in which they plan to enroll. This will be especially beneficial for marketing and recruitment.
- Reduces student billing confusion: When students adjust their schedules during a given semester (staying within 12 to 18 credits), their tuition charges will not continually be adjusted. This may be especially impactful for students adding courses after being billed since they will not receive a tuition increase if they stay within the credit levels of 12 to 18.
- Flat-rate pricing is consistent with other pricing structures: Most of our competitor institutions assess tuition at a flat rate for full-time enrollment.

- Comparability to the in-state tuition model change implemented in March 2022: The tuition reduction in this scenario is equivalent to the change made for in-state, undergraduate students (a 19.3% savings for students enrolling in 30 credits per year).
- A more competitive price position: Our published full-time tuition rate would be only \$11,200 per year for a full-time student taking 15 credits, which is the less the average of the other PASSHE schools (see Appendix B5) and less than the average of the PASSHE schools in the western part of Pennsylvania (see Appendix B6).

#### **Challenges with Scenario E:**

- The revenue loss calculation for purposes of this simulation is \$569,094 without taking into account potential student enrollment, credit hour (and FTE) changes which would offset a portion of this amount.
- Students taking 12 credits pay slightly more under this scenario than in our current tuition structure (\$467 vs. \$463 per credit).
- When considering the total average undergraduate costs, which includes tuition, fees, room and board, this decrease in tuition brings IUP in line with the overall PASSHE system average; however, we continue to be more than \$2,200 higher than the average undergraduate costs for the western Pennsylvania PASSHE schools (see Appendices B5 and B6).

#### **Financial Impact:**

Based on fall 2022 freeze data for full-time, domestic, out-of-state, undergraduates, this scenario is estimated to generate a potential revenue loss of \$569,094 for the FY. This potential revenue loss equates to 51 full-time students that would be needed to break even when compared to the revenue generated by our current per-credit model.

It is anticipated that students will positively respond to this tuition model change by taking additional credit hours (therefore, increased FTE) and ultimately graduate in a shorter period of time than our current students. There is potential for additional appropriations revenue and other revenues associated with increased student FTE but that cannot be estimated at this time. It is important to have strong and focused marketing of this tuition reduction, so the university can get as much increased enrollment and credit hours as possible to offset the potential revenue reduction.



**Summary of Scenario E: Domestic out-of-state students taking 12 - 18 credits will pay a flat rate of \$5,600/semester or \$11,200 annually. This matches the 19.3% price reduction for in-state**

**Projected Revenue Impact  
Full-time, Domestic Out-of-State UG Only**

Fall 2022 Headcount - Students taking 12-18 credits	236
Flat Rate per Semester	\$ 5,600
<b>Projected Fall Revenue Using Flat Rate (\$5,500/semester)</b>	<b>\$ 1,321,600</b>
<b>Current Projected Fall 2022 Revenue (under per-credit model)</b>	<b>\$ 1,606,147</b>
<b>Change in Fall Revenue with Flat Rate</b>	<b>(284,547)</b>
<b>Estimated Annual Revenue Impact*</b>	<b>(569,094)</b>

\*To be conservative the annual revenue impact is assuming the same revenue impact for spring as calculated above for fall.

The revenue impact to spring is anticipated to be lower than fall impact.

Using fall freeze headcount for full-time UG Domestic Out of-State students

**Appendices**

**Appendix A: Tuition Model Comparison for domestic, out-of-state, undergraduate students: The workgroup chose not to recommend Scenario A to any audience but is included in this appendix for your information.**

# Credits Taken per Academic Year	Current Tuition \$463 per Credit		Scenario B Flat Rate Tuition 12-18 credits (\$11,574/AY)		Scenario C Flat Rate Tuition 12-18 credits (\$11,000/AY)		Scenario D Flat Rate Tuition 12-18 credits (\$11,112/AY)		Scenario E Flat Rate Tuition 12-18 credits (\$11,200/AY)	
	Tuition Cost per AY	Cost Per Credit	Tuition Cost per AY	Cost per Credit - for information only	Tuition Cost per AY	Cost per Credit - for information only	Tuition Cost per AY	Cost per Credit - for information only	Tuition Cost per AY	Cost per Credit - for information only
Part-time		\$ 463		\$ 463		\$ 463		\$ 463		\$ 463
24	\$ 11,112	\$ 463	\$ 11,574	\$ 482	\$ 11,000	\$ 458	\$ 11,112	\$ 463	\$ 11,200	\$ 467
26	\$ 12,038	\$ 463	\$ 11,574	\$ 445	\$ 11,000	\$ 423	\$ 11,112	\$ 427	\$ 11,200	\$ 431
28	\$ 12,964	\$ 463	\$ 11,574	\$ 413	\$ 11,000	\$ 393	\$ 11,112	\$ 397	\$ 11,200	\$ 400
30	\$ 13,890	\$ 463	\$ 11,574	\$ 386	\$ 11,000	\$ 367	\$ 11,112	\$ 370	\$ 11,200	\$ 373
32	\$ 14,816	\$ 463	\$ 11,574	\$ 362	\$ 11,000	\$ 344	\$ 11,112	\$ 347	\$ 11,200	\$ 350
34	\$ 15,742	\$ 463	\$ 11,574	\$ 340	\$ 11,000	\$ 324	\$ 11,112	\$ 327	\$ 11,200	\$ 329
36	\$ 16,668	\$ 463	\$ 11,574	\$ 322	\$ 11,000	\$ 306	\$ 11,112	\$ 309	\$ 11,200	\$ 311
Estimated Annual Revenue Loss (assuming no increase in enrollment)			(\$480,830)		(\$616,294)		(\$589,862)		(\$569,094)	
# of students needed to make up lost revenue (assuming 30 credits/AY)			(42)		(56)		(53)		(51)	
% increase to UG, domestic, out-of-state enrollment needed to make up lost revenue (based on fall 2022 enrollment)			16%		21%		20%		19%	

**Appendix B1:** A comparison of total direct costs for domestic, out-of-state, undergraduate students at PASSHE Schools at our current cost and Scenario A:

<b>Current Pricing: Undergraduate, Out-of-State, Domestic Costs</b>				
<b>University</b>	<b>Average Undergrad Tuition</b>	<b>Total Average UG Mandatory Fees</b>	<b>Combined Room &amp; Board</b>	<b>Total Average UG Student Costs</b>
Bloomsburg	\$19,290	\$3,517	\$10,406	\$33,213
California	\$11,574	\$4,152	\$10,416	\$26,142
Cheyney	\$15,432	\$3,437	\$11,322	\$30,191
Clarion	\$11,574	\$4,478	\$11,910	\$27,962
East Stroudsburg	\$15,432	\$3,221	\$11,140	\$29,793
Edinboro	\$11,574	\$3,488	\$12,260	\$27,322
Indiana	\$13,890	\$5,037	\$12,542	\$31,469
Kutztown	\$11,864	\$3,656	\$11,110	\$26,630
Lock Haven	\$17,290	\$3,412	\$10,368	\$31,070
Mansfield	\$10,032	\$3,216	\$12,318	\$25,566
Millersville	\$19,290	\$2,942	\$12,480	\$34,712
Shippensburg	\$10,048	\$4,074	\$11,202	\$25,324
Slippery Rock	\$11,574	\$3,041	\$10,268	\$24,883
West Chester	\$19,290	\$3,061	\$8,890	\$31,241
System Average (including IUP)	\$14,154	\$3,624	\$11,188	\$28,966
System Average (not including IUP)	\$14,174	\$3,515	\$11,084	\$28,773
Diff IUP to Average (not including IUP)	<b>-\$284</b>	<b>\$1,522</b>	<b>\$1,458</b>	<b>\$2,696</b>
Full-time for UG is 30 credits				

**Appendix B2:** A comparison of total direct costs for domestic, out-of-state, undergraduate students at PASSHE Schools at Scenario B (\$11,574 flat tuition):

<b>Scenario B: Undergraduate, Out-of-State, Domestic Costs</b>				
University	Average Undergrad Tuition	Total Average UG Mandatory Fees	Combined Room & Board	Total Average UG Student Costs
Bloomsburg	\$19,290	\$3,517	\$10,406	\$33,213
California	\$11,574	\$4,152	\$10,416	\$26,142
Cheyney	\$15,432	\$3,437	\$11,322	\$30,191
Clarion	\$11,574	\$4,478	\$11,910	\$27,962
East Stroudsburg	\$15,432	\$3,221	\$11,140	\$29,793
Edinboro	\$11,574	\$3,488	\$12,260	\$27,322
Indiana	\$11,574	\$5,037	\$12,542	\$29,153
Kutztown	\$11,864	\$3,656	\$11,110	\$26,630
Lock Haven	\$17,290	\$3,412	\$10,368	\$31,070
Mansfield	\$10,032	\$3,216	\$12,318	\$25,566
Millersville	\$19,290	\$2,942	\$12,480	\$34,712
Shippensburg	\$10,048	\$4,074	\$11,202	\$25,324
Slippery Rock	\$11,574	\$3,041	\$10,268	\$24,883
West Chester	\$19,290	\$3,061	\$8,890	\$31,241
System Average (including IUP)	\$13,988	\$3,624	\$11,188	\$28,800
System Average (not including IUP)	\$14,174	\$3,515	\$11,084	\$28,773
Diff IUP to Average (not including IUP)	-\$2,600	\$1,522	\$1,458	\$380
Full-time for UG is 30 credits				

**Appendix B3:** A comparison of total direct costs for domestic, out-of-state, undergraduate students at PASSHE Schools at Scenario C (\$11,000 flat tuition):

<b>Scenario C: Undergraduate, Out-of-State, Domestic Costs</b>				
University	Average Undergrad Tuition	Total Average UG Mandatory Fees	Combined Room & Board	Total Average UG Student Costs
Bloomsburg	\$19,290	\$3,517	\$10,406	\$33,213
California	\$11,574	\$4,152	\$10,416	\$26,142
Cheyney	\$15,432	\$3,437	\$11,322	\$30,191
Clarion	\$11,574	\$4,478	\$11,910	\$27,962
East Stroudsburg	\$15,432	\$3,221	\$11,140	\$29,793
Edinboro	\$11,574	\$3,488	\$12,260	\$27,322
Indiana	\$11,000	\$5,037	\$12,542	\$28,579
Kutztown	\$11,864	\$3,656	\$11,110	\$26,630
Lock Haven	\$17,290	\$3,412	\$10,368	\$31,070
Mansfield	\$10,032	\$3,216	\$12,318	\$25,566
Millersville	\$19,290	\$2,942	\$12,480	\$34,712
Shippensburg	\$10,048	\$4,074	\$11,202	\$25,324
Slippery Rock	\$11,574	\$3,041	\$10,268	\$24,883
West Chester	\$19,290	\$3,061	\$8,890	\$31,241
System Average (including IUP)	\$13,947	\$3,624	\$11,188	\$28,759
System Average (not including IUP)	\$14,174	\$3,515	\$11,084	\$28,773
Diff IUP to Average (not including IUP)	-\$3,174	\$1,522	\$1,458	-\$194
Full-time for UG is 30 credits				

**Appendix B4:** A comparison of total direct costs for domestic, out-of-state, undergraduate students at PASSHE Schools at Scenario D (\$11,112 flat tuition):

<b>Scenario D: Undergraduate, Out-of-State, Domestic Costs</b>				
University	Average Undergrad Tuition	Total Average UG Mandatory Fees	Combined Room & Board	Total Average UG Student Costs
Bloomsburg	\$19,290	\$3,517	\$10,406	\$33,213
California	\$11,574	\$4,152	\$10,416	\$26,142
Cheyney	\$15,432	\$3,437	\$11,322	\$30,191
Clarion	\$11,574	\$4,478	\$11,910	\$27,962
East Stroudsburg	\$15,432	\$3,221	\$11,140	\$29,793
Edinboro	\$11,574	\$3,488	\$12,260	\$27,322
Indiana	\$11,112	\$5,037	\$12,542	\$28,691
Kutztown	\$11,864	\$3,656	\$11,110	\$26,630
Lock Haven	\$17,290	\$3,412	\$10,368	\$31,070
Mansfield	\$10,032	\$3,216	\$12,318	\$25,566
Millersville	\$19,290	\$2,942	\$12,480	\$34,712
Shippensburg	\$10,048	\$4,074	\$11,202	\$25,324
Slippery Rock	\$11,574	\$3,041	\$10,268	\$24,883
West Chester	\$19,290	\$3,061	\$8,890	\$31,241
System Average (including IUP)	\$13,955	\$3,624	\$11,188	\$28,767
System Average (not including IUP)	\$14,174	\$3,515	\$11,084	\$28,773
Diff IUP to Average (not including IUP)	-\$3,062	\$1,522	\$1,458	-\$82
Full-time for UG is 30 credits				

**Appendix B5:** A comparison of total direct costs for domestic, out-of-state, undergraduate students at PASSHE Schools at Scenario E (\$11,200 flat tuition):

<b>Scenario E: Undergraduate, Out-of-State, Domestic Costs</b>				
University	Average Undergrad Tuition	Total Average UG Mandatory Fees	Combined Room & Board	Total Average UG Student Costs
Bloomsburg	\$19,290	\$3,517	\$10,406	\$33,213
California	\$11,574	\$4,152	\$10,416	\$26,142
Cheyney	\$15,432	\$3,437	\$11,322	\$30,191
Clarion	\$11,574	\$4,478	\$11,910	\$27,962
East Stroudsburg	\$15,432	\$3,221	\$11,140	\$29,793
Edinboro	\$11,574	\$3,488	\$12,260	\$27,322
Indiana	\$11,200	\$5,037	\$12,542	\$28,779
Kutztown	\$11,864	\$3,656	\$11,110	\$26,630
Lock Haven	\$17,290	\$3,412	\$10,368	\$31,070
Mansfield	\$10,032	\$3,216	\$12,318	\$25,566
Millersville	\$19,290	\$2,942	\$12,480	\$34,712
Shippensburg	\$10,048	\$4,074	\$11,202	\$25,324
Slippery Rock	\$11,574	\$3,041	\$10,268	\$24,883
West Chester	\$19,290	\$3,061	\$8,890	\$31,241
System Average (including IUP)	\$13,962	\$3,624	\$11,188	\$28,773
System Average (not including IUP)	\$14,174	\$3,515	\$11,084	\$28,773
Diff IUP to Average (not including IUP)	-\$2,974	\$1,522	\$1,458	\$6
Full-time for UG is 30 credits				

**Appendix B6:** A comparison of total direct costs for domestic, out-of-state, undergraduate students at the western PA PASSHE Schools at Scenario E (\$11,200 flat tuition):

<b>Scenario E Compared to the Undergraduate, Out-of-State, Domestic Costs of Western Pennsylvania PASSHE Schools</b>				
<b>University</b>	<b>Average Undergrad Tuition</b>	<b>Total Average UG Mandatory Fees</b>	<b>Combined Room &amp; Board</b>	<b>Total Average UG Student Costs</b>
California	\$11,574	\$4,152	\$10,416	\$26,142
Clarion	\$11,574	\$4,478	\$11,910	\$27,962
Edinboro	\$11,574	\$3,488	\$12,260	\$27,322
Indiana	\$11,200	\$5,037	\$12,542	\$28,779
Slippery Rock	\$11,574	\$3,041	\$10,268	\$24,883
Western School Average (including IUP)	\$11,499	\$4,039	\$11,479	\$27,018
Western School Average (not including IUP)	\$11,574	\$3,790	\$11,214	\$26,577
Diff IUP to Average (not including IUP)	-\$374	\$1,247	\$1,329	\$2,202
Full-time for UG is 30 credits				

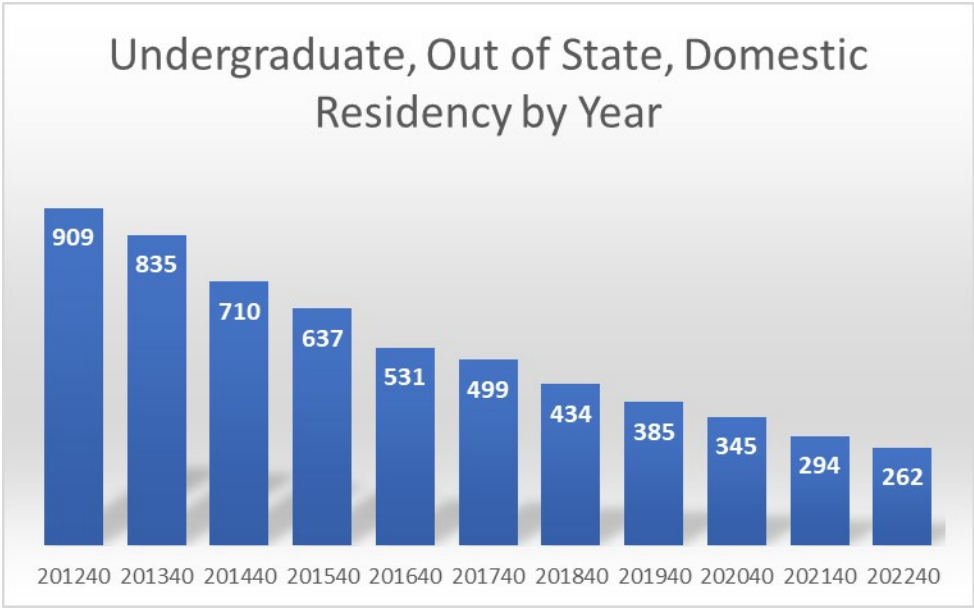
**Appendix C: Full Time Tuition at non-PASSHE and Out-of-State Competitors**

<b>University</b>	<b>Published annual UG, In state tuition/fees (out of state, domestic tuition/fees for Penn State)</b>	<b>Notes</b>
<b>TOWSON UNIVERSITY</b>	\$ 10,818.00	
<b>WEST VIRGINIA UNIVERSITY</b>	\$ 9,384.00	
<b>PENNSYLVANIA STATE UNIVERSITY</b>	\$ 38,651.00	\$23,044-\$26,370 at Commonwealth campuses
<b>JAMES MADISON UNIVERSITY</b>	\$ 13,092.00	
<b>SALISBURY UNIVERSITY</b>	\$ 10,396.00	
<b>KENT STATE UNIVERSITY</b>	\$ 12,464.00	\$7,058 at regional campuses
<b>VIRGINIA COMMONWEALTH UNIVERSITY</b>	\$ 17,998.00	
<b>ROWAN UNIVERSITY</b>	\$ 14,951.00	
<b>NORTHERN VIRGINIA COMMUNITY COLLEGE</b>	\$ 5,565.00	Based on 30 credits/year
<b>UNIVERSITY OF DELAWARE</b>	\$ 15,410.00	

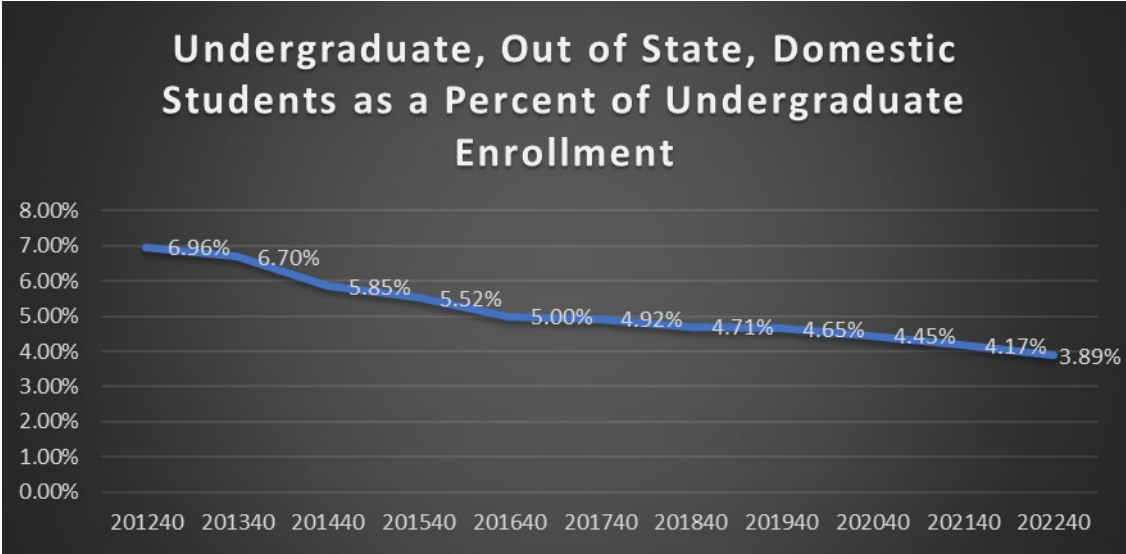
*Tuition and fee information obtained from each university's website.*

**Appendix D1:** Domestic, out-of-state, undergraduate enrollment at IUP has been steadily declining since fall 2012.

### Undergraduate, Out of State, Domestic Residency by Year



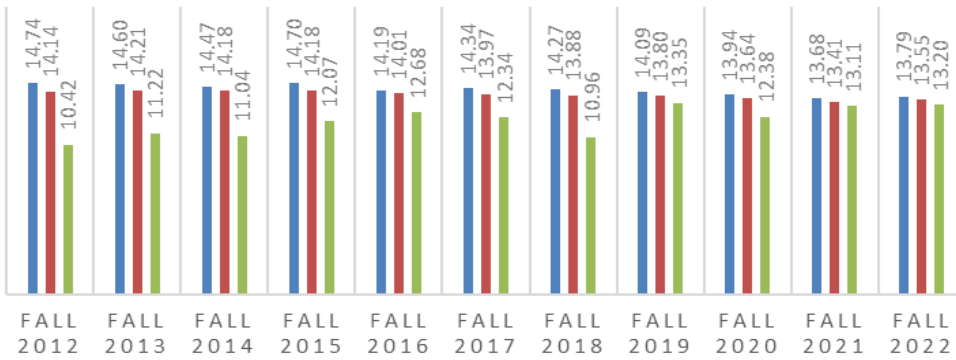
**Appendix D2:** In addition to overall declining students from the out-of-state market, the percent of total undergraduate enrollment that is attributed to domestic, out-of-state students has been steadily declining.



**Appendix D3:** The average number of credit hours in which domestic, out-of-state, undergraduate students enrolled each fall semester for the past ten years exceeds the average credit hours for in state and international students.

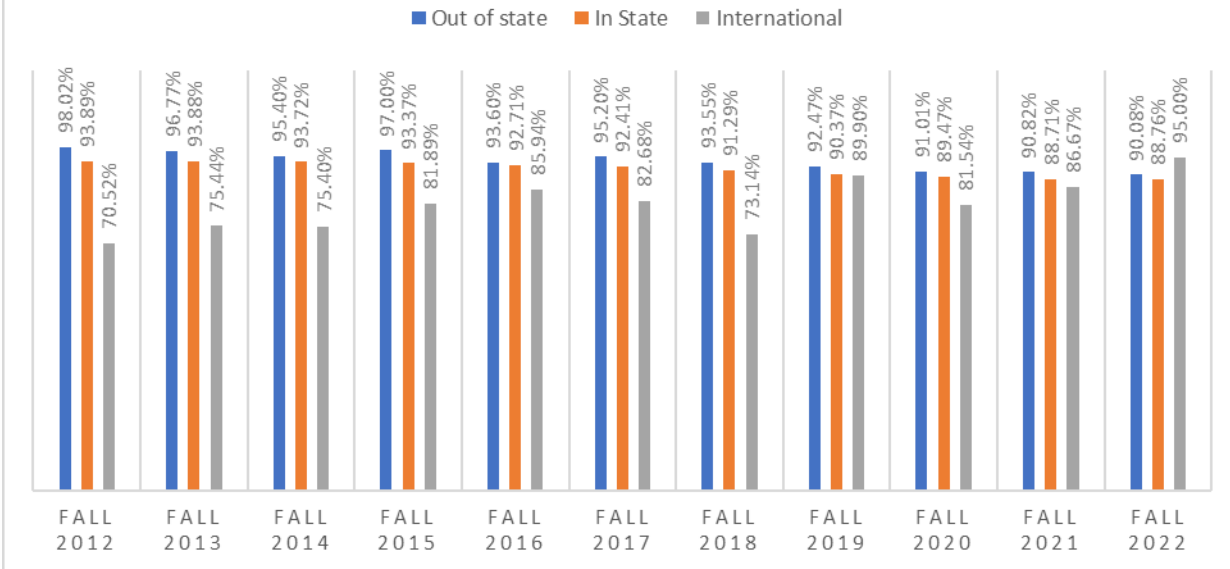
## AVERAGE CREDIT HOURS BY RESIDENCY

■ Out of State Average Credits 
 ■ In State Average Credits 
 ■ International Average Credits



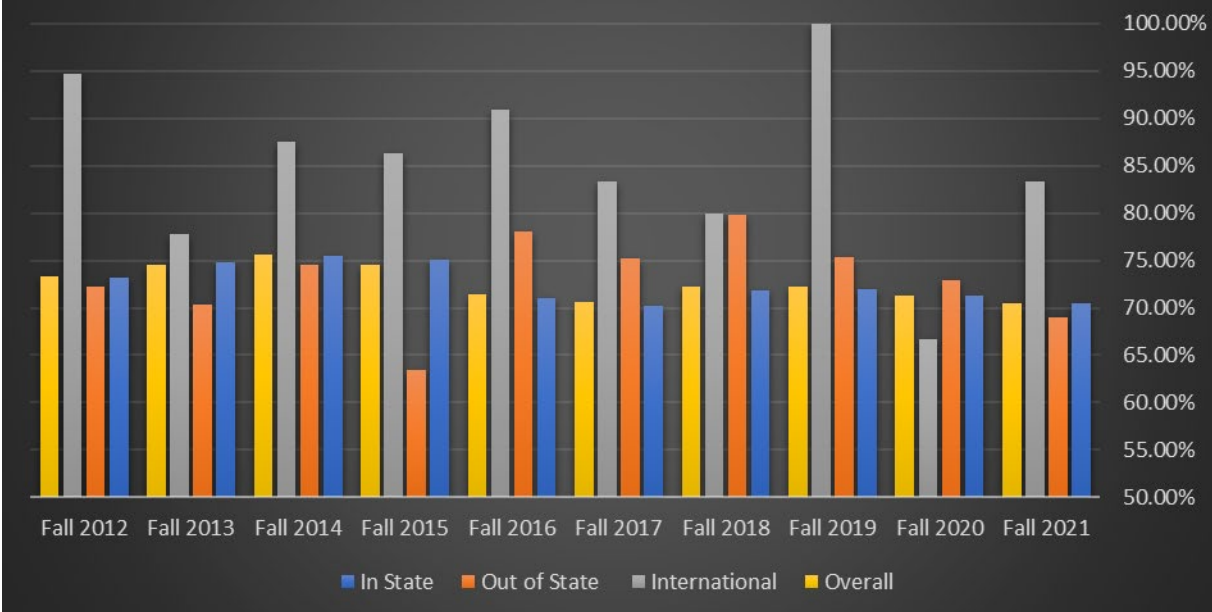
**Appendix D4:** Percent of students who are enrolled full-time by residency. Out-of-state student full time enrollment is proportionally higher than the other two residency categories.

## PERCENT OF STUDENTS WHO ARE FULL TIME BY RESIDENCY

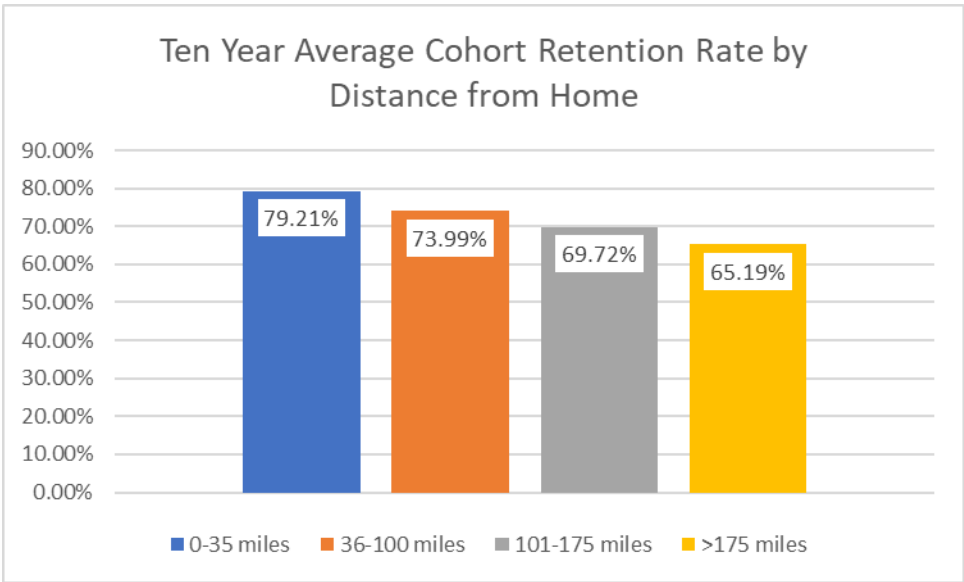


**Appendix D5:** The retention to year two by first time, undergraduate, degree-seeking out-of-state students has exceeded that of in state students in five of the past six years. Distance from home is a significant factor in student retention, the further away from home, the lower the retention. In the case of out-of-state students, retention rates have not followed this trend.

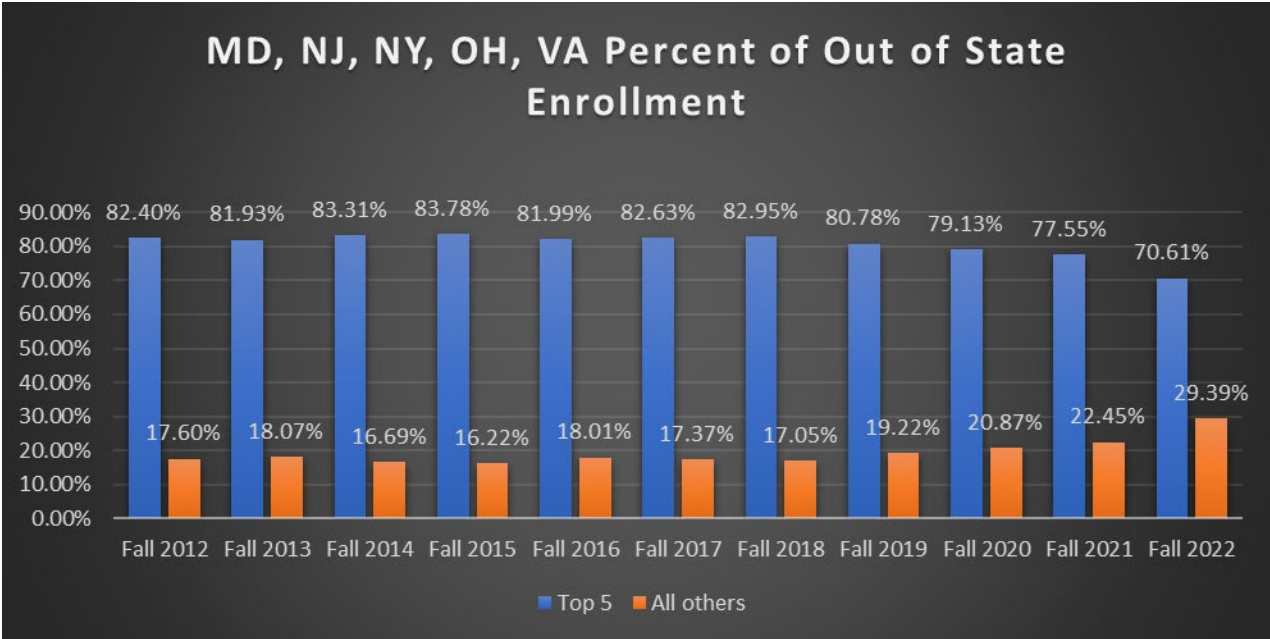
## Undergraduate, Out of State, Domestic Retention to Year Two by Residency



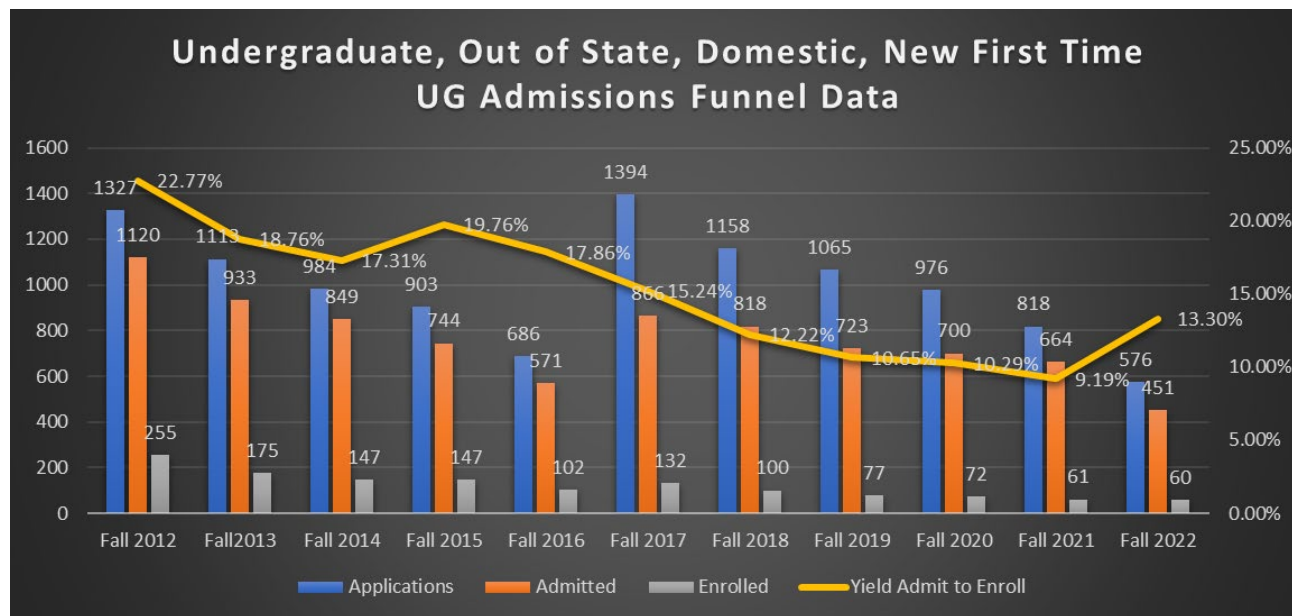




**Appendix E:** The top five states from which domestic, out-of-state, undergraduates come to IUP are Maryland, New Jersey, New York, Ohio, and Virginia. In most years, these states made up over 80% of the out-of-state enrollment.



**Appendix F:** Admission funnel data for domestic, out-of-state new first-time students. Yield from admit to enrolled is shown on the yellow line. The decline in enrollment is further amplified by the reduced yield. The increase in the applications in fall 2017 is a result of our first year contracting with EAB for application marketing. Declines in applications after that initial year reflect a reduction in the purchases of names (i.e., SAT and ACT exam takers) from the out-of-state market in order to concentrate on increasing the market share of Pennsylvania students, which has been declining. Fall 2020 and fall 2021 also were exacerbated by the reduction in available names to purchase due to the pandemic and the number of students taking standardized exams. This adjustment in the decision to invest in Pennsylvania students was consistent with the overall marketing of the university, which emphasized Pennsylvania.



**Appendix G: Top enrolled programs for out-of-state students**

**Fall 2012-2022 Domestic, Out-of-State, Undergraduate Students by Major**

Major	Fall 12	Fall 13	Fall 14	Fall 15	Fall 16	Fall 17	Fall 18	Fall 19	Fall 20	Fall 21	Fall 22	Total	Avg
Kinesiology Hlth Sport Science	71	69	61	51	45	32	26	24	28	28	22	457	42
Criminology	75	70	58	51	32	34	34	33	27	22	14	450	41
Nursing	42	39	42	38	43	38	32	28	30	28	21	381	35
Psychology	34	37	29	32	26	19	20	17	14	12	11	251	23
Biology	34	31	26	25	18	25	22	20	18	14	11	244	22
Management	26	28	34	29	16	11	18	17	16	16	10	221	20
Early Childhood Ed/Special Ed	33	35	26	24	24	18	17	11	7	6	6	207	19
Communications Media	34	29	25	22	19	19	13	11	9	8	9	198	18
Hotel Restaur Tour & Event Mgt	34	21	23	22	23	24	16	12	7	5	7	194	18
Nutrition	29	34	27	26	23	18	10	4	4	4	5	184	17

Marketing	28	22	19	22	21	20	15	10	10	8	6	<b>181</b>	<b>16</b>
Music Education	44	32	25	15	13	11	10	9	8	5	2	<b>174</b>	<b>16</b>
Interior Design	14	15	14	11	9	16	15	17	14	15	18	<b>158</b>	<b>14</b>
Computer Science	10	11	16	17	19	16	12	14	8	6	4	<b>133</b>	<b>12</b>
Fashion Merchandising	27	22	21	9	9	8	7	7	7	6	7	<b>130</b>	<b>12</b>
Undeclared Business	17	28	19	14	8	8	8	5	8	4	3	<b>122</b>	<b>11</b>
Accounting	16	23	15	17	14	10	6	8	7	2	2	<b>120</b>	<b>11</b>
Natural Science	21	18	10	10	9	12	8	8	6	6	3	<b>111</b>	<b>10</b>
Finance	11	9	7	11	11	12	5	4	4	5	7	<b>86</b>	<b>8</b>
English	13	15	10	12	6	6	4	2	3	1	2	<b>74</b>	<b>7</b>
Child Dev & Family Relations	10	14	15	10	7	11	4	2	0	0	0	<b>73</b>	<b>7</b>
International Business	9	14	12	10	7	5	7	5	3	1	0	<b>73</b>	<b>7</b>
Political Science	8	10	6	7	5	6	6	6	7	5	7	<b>73</b>	<b>7</b>
Anthropology	16	13	12	6	4	5	4	4	4	3	1	<b>72</b>	<b>7</b>
History	14	12	7	7	8	8	5	4	3	2	2	<b>72</b>	<b>7</b>
Theatre	7	7	7	8	5	5	5	5	5	6	6	<b>66</b>	<b>6</b>
<b>Major</b>	<b>Fall 12</b>	<b>Fall 13</b>	<b>Fall 14</b>	<b>Fall 15</b>	<b>Fall 16</b>	<b>Fall 17</b>	<b>Fall 18</b>	<b>Fall 19</b>	<b>Fall 20</b>	<b>Fall 21</b>	<b>Fall 22</b>	<b>Total</b>	<b>Avg</b>
Geog & Geographic Info Science	9	7	6	5	6	8	6	5	5	5	2	<b>64</b>	<b>6</b>
Journalism & Public Relations	16	9	10	13	6	3	1	1	1	0	0	<b>60</b>	<b>5</b>
Sociology	14	8	6	6	3	2	4	7	3	4	3	<b>60</b>	<b>5</b>
Safety, Health & Envir App Sci	5	4	3	4	3	6	7	5	5	4	3	<b>49</b>	<b>4</b>
Management Information Systems	6	4	3	6	4	4	4	3	4	5	5	<b>48</b>	<b>4</b>
Health & Physical Education	5	3	3	4	5	5	6	3	3	5	4	<b>46</b>	<b>4</b>
Undeclared Health & Human Serv	10	7	6	7	6	5	5	0	0	0	0	<b>46</b>	<b>4</b>
Art	6	9	5	5	4	3	3	5	2	1	2	<b>45</b>	<b>4</b>

Human Resource Management	7	8	3	3	2	6	5	5	4	1	0	<b>44</b>	<b>4</b>
Vocational-Technical Education	1	2	3	5	5	7	2	4	4	5	6	<b>44</b>	<b>4</b>
Medical Imaging	8	8	3	3	4	3	2	3	2	4	3	<b>43</b>	<b>4</b>
Speech and Language Pathology	10	9	5	5	3	2	1	0	1	1	2	<b>39</b>	<b>4</b>
Internat Studies/Political Sci	8	5	3	3	4	2	3	2	3	2	3	<b>38</b>	<b>3</b>
Chemistry	8	6	5	4	5	3	1	1	1	1	1	<b>36</b>	<b>3</b>
Physics	6	7	7	4	5	2	0	1	0	1	2	<b>35</b>	<b>3</b>
Respiratory Care	3	5	7	4	2	2	4	3	0	1	2	<b>33</b>	<b>3</b>
Disability Services	9	6	5	2	2	1	4	0	1	1	1	<b>32</b>	<b>3</b>
Undeclared Humanities & Soc Sc	8	7	3	6	4	3	1	0	0	0	0	<b>32</b>	<b>3</b>
Mathematics	7	6	5	1	2	1	1	1	0	2	2	<b>28</b>	<b>3</b>
Regional Planning	4	4	7	3	2	3	2	0	1	1	0	<b>27</b>	<b>2</b>
Unclassified	2	1	1	3	3	2	5	3	2	2	2	<b>26</b>	<b>2</b>
Mathematics Education	4	2	2	4	4	5	3	0	1	0	0	<b>25</b>	<b>2</b>
University College	0	0	0	0	0	0	11	11	3	0	0	<b>25</b>	<b>2</b>
Social Studies Education	3	4	5	3	2	3	2	1	0	0	1	<b>24</b>	<b>2</b>
Health & Human Services	0	0	0	0	0	0	0	5	8	5	5	<b>23</b>	<b>2</b>
Middle Level Education	2	4	7	5	3	1	0	1	0	0	0	<b>23</b>	<b>2</b>
Economics	4	3	5	1	1	1	1	2	2	1	0	<b>21</b>	<b>2</b>
Biochemistry	5	2	2	0	1	2	1	1	1	1	2	<b>18</b>	<b>2</b>
Clinical Laboratory Science	3	1	1	1	2	4	3	3	0	0	0	<b>18</b>	<b>2</b>
Family & Consumer Sci Ed PK-12	3	1	0	1	0	0	1	2	3	4	3	<b>18</b>	<b>2</b>
Asian Studies	2	4	2	2	0	1	1	2	1	1	1	<b>17</b>	<b>2</b>
Art Education	4	3	3	2	2	1	0	0	0	0	1	<b>16</b>	<b>1</b>
Undeclared Fine Arts	7	1	2	2	3	1	0	0	0	0	0	<b>16</b>	<b>1</b>

General Studies	1	0	0	1	0	2	2	1	4	1	3	<b>15</b>	<b>1</b>
Music Performance	0	1	1	3	3	3	2	2	0	0	0	<b>15</b>	<b>1</b>
Philosophy	5	4	3	1	0	1	0	0	0	0	1	<b>15</b>	<b>1</b>
Spanish	2	2	0	1	1	1	1	1	1	1	1	<b>12</b>	<b>1</b>
Music	2	1	0	1	0	0	1	1	2	2	1	<b>11</b>	<b>1</b>
Undeclared Natural Sciences	6	1	2	1	0	0	1	0	0	0	0	<b>11</b>	<b>1</b>
English Education	2	0	1	0	1	0	2	2	1	0	1	<b>10</b>	<b>1</b>
Exploratory-Undecided	0	0	0	0	0	0	0	2	2	1	5	<b>10</b>	<b>1</b>
Interdisciplinary Fine Arts	2	2	2	2	2	0	0	0	0	0	0	<b>10</b>	<b>1</b>
Early Childhood Education	0	0	0	0	0	0	1	2	3	2	1	<b>9</b>	<b>1</b>
Spanish Education K-12	2	3	2	1	0	0	1	0	0	0	0	<b>9</b>	<b>1</b>
Art Studio	2	2	1	1	0	1	1	0	0	0	0	<b>8</b>	<b>1</b>
Education	0	0	0	0	0	0	0	2	1	3	2	<b>8</b>	<b>1</b>
Human Dev & Family Science	0	0	0	0	0	0	0	0	2	2	4	<b>8</b>	<b>1</b>
Business Education	3	3	0	0	0	0	0	0	1	0	0	<b>7</b>	<b>1</b>
Religious Studies	2	0	1	1	1	0	0	1	1	0	0	<b>7</b>	<b>1</b>
Sci Tech Engineer & Math--STEM	0	0	0	0	0	0	0	1	3	2	1	<b>7</b>	<b>1</b>
Undeclared Education	0	1	2	1	0	1	1	0	0	0	0	<b>6</b>	<b>1</b>
Biology Education	2	3	0	0	0	0	0	0	0	0	0	<b>5</b>	<b>0</b>
Culinary Arts	0	0	0	0	0	0	0	1	3	0	1	<b>5</b>	<b>0</b>
Deaf Education	4	1	0	0	0	0	0	0	0	0	0	<b>5</b>	<b>0</b>
Business Technology Support	2	1	1	0	0	0	0	0	0	0	0	<b>4</b>	<b>0</b>
Chemistry Education	2	1	0	0	0	0	0	0	0	0	0	<b>3</b>	<b>0</b>
Fine Arts	0	0	0	0	0	0	0	0	1	2	0	<b>3</b>	<b>0</b>
UG Prerequisites/GR Admission	0	0	0	0	1	1	0	1	0	0	0	<b>3</b>	<b>0</b>
Earth/Space Science Education	0	0	0	0	0	0	0	0	1	1	0	<b>2</b>	<b>0</b>
Humanities & Social Sciences	0	0	0	0	0	0	0	0	1	1	0	<b>2</b>	<b>0</b>

American Language Institute	1	0	0	0	0	0	0	0	0	0	0	0	1	0
Applied Mathematics	0	1	0	0	0	0	0	0	0	0	0	0	1	0
Business/Associate	1	0	0	0	0	0	0	0	0	0	0	0	1	0
Culinary & Baking/Pastry	0	0	0	0	0	0	1	0	0	0	0	0	1	0
Elementary Education	1	0	0	0	0	0	0	0	0	0	0	0	1	0
Environmental Engineering	0	0	0	0	0	0	0	0	0	0	1	1	1	0
Public Health	0	0	0	0	0	0	0	1	0	0	0	0	1	0
Spanish for International Trade	1	0	0	0	0	0	0	0	0	0	0	0	1	0
Undeclared	0	0	0	0	0	0	1	0	0	0	0	0	1	0
Applied Physics	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Early Childhood Educ/PreK-Gr6	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Environmental Health Science	0	0	0	0	0	0	0	0	0	0	0	0	0	0
French	0	0	0	0	0	0	0	0	0	0	0	0	0	0
French for International Trade	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Physics Education	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Rehabilitation	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>909</b>	<b>835</b>	<b>710</b>	<b>637</b>	<b>531</b>	<b>499</b>	<b>434</b>	<b>385</b>	<b>345</b>	<b>294</b>	<b>264</b>	<b>5843</b>	<b>531</b>	

**Appendix H: Domestic, Out-of-State, Undergraduate Students Accepted to IUP who Did not Attend by The University They Attended by Year. Yellow highlights denote Pennsylvania schools.**

University	2015	2016	2017	2018	2019	2020	2021	Total	Total Percentage	Average Number of Students
TOWSON UNIVERSITY	30	14	31	10	19	16	17	137	8%	19.57
WEST VIRGINIA UNIVERSITY	17	20	23	17	15	10	14	116	7%	16.57
<b>PENNSYLVANIA STATE UNIVERSITY</b>	<b>30</b>	<b>13</b>	<b>17</b>	<b>11</b>	<b>12</b>	<b>9</b>	<b>13</b>	<b>105</b>	<b>6%</b>	<b>15.00</b>
JAMES MADISON UNIVERSITY	17	8	5	16	8	12	7	73	4%	10.43
SALISBURY UNIVERSITY	11	5	15	14	12	6	6	69	4%	9.86
KENT STATE UNIVERSITY	9	6	4	7	10	6	11	53	3%	7.57
VIRGINIA COMMONWEALTH UNIVERSITY	11	3	8	6	13	10	0	51	3%	7.29
ROWAN UNIVERSITY	2	27	6	8	3	3	3	49	3%	7.00

NORTHERN VIRGINIA COMMUNITY COLLEGE	16	7	6	4	2	8	4	47	3%	6.71
UNIVERSITY OF DELAWARE	14	6	1	8	8	5	4	46	3%	6.57
SLIPPERY ROCK UNIVERSITY	9	5	7	8	7	6	4	46	3%	6.57
UNIVERSITY OF MARYLAND - COLLEGE PARK	7		8	8	6	9	6	44	3%	6.29
WEST CHESTER UNIVERSITY	11	9	7	4	4	5	3	43	2%	6.14
MONTCLAIR STATE UNIVERSITY	5	4	10	6	7	3	6	41	2%	5.86
OLD DOMINION UNIVERSITY	13	3	6	6	3	3	5	39	2%	5.57
BLOOMSBURG UNIVERSITY OF PENNSYLVANIA	12	9	4	5	5	2	2	39	2%	5.57
COASTAL CAROLINA UNIVERSITY	6	6	8	3	5	4	2	34	2%	4.86
GEORGE MASON UNIVERSITY	0	2	7	5	6	10	4	34	2%	4.86
OHIO UNIVERSITY	7	6	2	5	1	4	8	33	2%	4.71
COMMUNITY COLLEGE OF BALTIMORE COUNTY	1	2	8	7	4	9	2	33	2%	4.71
UNIVERSITY OF PITTSBURGH	2	6	6	5	5	2	5	31	2%	4.43
FROSTBURG STATE UNIVERSITY	0	8	9	4	3	5	1	30	2%	4.29
RADFORD UNIVERSITY	0	3	4	7	8	5	3	30	2%	4.29
UNIVERSITY OF MARYLAND - BALTIMORE COUNTY	5	4	8	2	3	4	3	29	2%	4.14
MORGAN STATE UNIVERSITY	0	1	2	1	11	5	8	28	2%	4.00
UNIVERSITY OF AKRON	1	5	3	7	5	1	5	27	2%	3.86
YORK COLLEGE OF PENNSYLVANIA	4	4	5	9	0	1	4	27	2%	3.86
KUTZTOWN UNIVERSITY	4	5	3	3	4	2	4	25	1%	3.57
JOHNSON & WALES UNIVERSITY	6	7	3	1	4	3	1	25	1%	3.57
DELAWARE STATE UNIVERSITY	1	4	4	2	8	6	0	25	1%	3.57
FREDERICK COMMUNITY COLLEGE	1	4	6	3	4	5	0	23	1%	3.29
EAST CAROLINA UNIVERSITY	0	5	6	2	2	4	3	22	1%	3.14
TEMPLE UNIVERSITY	2	0	5	2	7	3	3	22	1%	3.14
RUTGERS -THE STATE UNIVERSITY OF NJ -NEW BRUNSWICK	0	3	5	7	5	0	2	22	1%	3.14
DUQUESNE UNIVERSITY	1	2	4	5	5	4	1	22	1%	3.14
EAST STROUDSBURG UNIVERSITY	2	7	4	1	1	3	2	20	1%	2.86
UNIVERSITY OF ALABAMA	4	2	8	0	2	1	3	20	1%	2.86
STOCKTON UNIVERSITY	4	2	2	7	1	1	3	20	1%	2.86
UNIVERSITY OF RHODE ISLAND	5	6	3	4	1	1	0	20	1%	2.86

STEVENS UNIVERSITY	5	0	6	1	1	4	2	19	1%	2.71
KEAN UNIVERSITY	1	1	4	7	0	3	3	19	1%	2.71
UNIVERSITY OF MARY WASHINGTON	3	3	5	3	2	1	1	18	1%	2.57
HOWARD COMMUNITY COLLEGE	5	3	5	1	3	1	0	18	1%	2.57
<b>SHIPPENSBURG UNIVERSITY</b>	<b>2</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>5</b>	<b>4</b>	<b>1</b>	<b>17</b>	<b>1%</b>	<b>2.43</b>
<b>WIDENER UNIVERSITY</b>	<b>2</b>	<b>7</b>	<b>0</b>	<b>4</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>16</b>	<b>1%</b>	<b>2.29</b>
UNIVERSITY OF TAMPA	1	1	8	1	1	1	3	16	1%	2.29
VIRGINIA POLYTECH AND STATE UNIV	1	1	0	7	1	4	1	15	1%	2.14
BOWIE STATE UNIVERSITY	1	0	3	1	1	5	4	15	1%	2.14
PRINCE GEORGES COMMUNITY COLLEGE	0	0	0	0	2	7	6	15	1%	2.14
YOUNGSTOWN STATE UNIVERSITY	0	0	1	7	0	3	3	14	1%	2.00
CLEVELAND STATE UNIVERSITY	0	0	1	6	3	1	2	13	1%	1.86
UNIVERSITY OF CINCINNATI	2	0	3	1	2	0	5	13	1%	1.86
MCDANIEL COLLEGE	0	0	1	1	5	3	3	13	1%	1.86
COLLEGE OF SOUTHERN MARYLAND	0	0	2	5	2	1	2	12	1%	1.71
MONTGOMERY COLLEGE - GERMANTOWN	1	4	5	0	0	1	0	11	1%	1.57
ANNE ARUNDEL COMMUNITY COLLEGE	1	1	1	1	0	2	5	11	1%	1.57
MONTGOMERY COLLEGE	0	1	1	1	1	1	5	10	1%	1.43
HOWARD UNIVERSITY	0	0	2	0	0	6	0	8	0%	1.14
ROWAN COLLEGE AT GLOUCESTER COUNTY	0	0	0	0	5	0	0	5	0%	0.71
ROWAN COLLEGE OF SOUTH JERSEY	0	0	0	0	0	5	0	5	0%	0.71
<b>Grand Total</b>	<b>265</b>	<b>242</b>	<b>292</b>	<b>269</b>	<b>245</b>	<b>234</b>	<b>202</b>	<b>1746</b>	<b>100%</b>	<b>249.43</b>

**Appendix I: Scenario A (not recommended by the workgroup to bring forth as a proposal)**

**Pricing Scenario A:**

A change to a flat-rate tuition structure for domestic, out-of-state, undergraduate students. This scenario has a flat-rate tuition amount of \$13,890 for students enrolled in 12-18 credits, with students assessed at \$463/credit for any credits above 18 and a per credit pricing of \$463/credit for students taking 1-11.999 credits, which is IUP's current rate.

**Benefits of Scenario A:**

- In general, this scenario places a priority on students' affordability and ability to complete their degree in a timely fashion by taking additional credit hours at a flat rate amount.



- Ease of understanding costs: Students and parents will know their tuition rate if they are full time, regardless of whether they know exactly how many credits in which they plan to enroll. This will be especially beneficial for marketing and recruitment.
- Reduces student billing confusion: When students adjust their schedules during a given semester (staying within 12 to 18 credits), their tuition charges will not continually be adjusted. This may be especially impactful for students adding courses after being billed since they will not receive a tuition increase if they stay within the credit levels of 12 to 18.
- Flat-rate pricing is consistent with other pricing structures: Most of our competitor institutions assess tuition at a flat rate for full-time enrollment.
- Encourages students to enroll in a higher credit load each semester: The tuition is the same for 12 credits or 18 credits so students will not have to register for a credit load based solely on the price. Enrolling in a higher credit load also supports the following:
  - Reduced student debt: Students taking advantage of a higher credit load will be able to theoretically graduate in less time, saving the cost of, not only tuition, but the other associated educational costs that would be incurred during additional semesters.
  - Faster time to entry into the workforce or graduate school.
- This scenario is cost effective as it comes in at a “break-even” situation.

#### **Challenges of Scenario A:**

- Students who normally enroll in 15 credits/semester would realize no tuition savings.
- Our tuition remains higher than the PASSHE schools in the western part of the state (SRU, Penn West-Cal, Penn West-Edinboro, Penn West-Clarion) and the total cost of attendance for tuition, fees, room, and board remains \$2,503 higher than the system average and \$4,892 above the average for the schools in the western part of the state.
- Students enrolled in 12-14 credits would actually pay more per credit than those students who are part-time or students who have credits above 18, which was of great concern to the workgroup.

#### **Financial Impact:**

Based on fall 2022 freeze data for full-time, domestic, out-of-state, undergraduates, this scenario, assumes that that there is no change in enrollment when making this calculation. Based on the conservative estimate of no additional students, this scenario is estimated to generate a revenue increase of \$65,746 for the AY, essentially it is a break-even situation.

This potential revenue equates to 4.7 full-time students or break-even.

**Summary of Scenario A: Domestic out-of-state students taking 12 - 18 credits will pay a flat rate of \$6,945/semester or \$13,890 annually. This is equal to the rate a current out of state student pays for 15 credits.**

**Projected Revenue Impact  
Full-time, Domestic Out-of-State UG Only**

Fall 2022 Headcount - Students taking 12-18 credits	236
Flat Rate per Semester	\$ 6,945
<b>Projected Fall Revenue Using Flat Rate (\$6,945/semester)</b>	<b>\$ 1,639,020</b>
<b>Current Projected Fall 2022 Revenue (under per-credit model)</b>	<b>\$ 1,606,147</b>
<b>Change in Fall Revenue with Flat Rate</b>	<b>32,873</b>
<b>Estimated Annual Revenue Impact*</b>	<b>65,746</b>

\*To be conservative the annual revenue impact is assuming the same revenue impact for spring as calculated above for fall.

The revenue impact to spring is anticipated to be lower than fall impact.

Using fall freeze headcount for full-time UG Domestic Out of-State students

**Appendix I: Domestic, Out-Of-State, Undergraduate Scholarship Information**

	Scholarships - Domestic, Out-of-State Undergraduates <sup>1,2</sup>		
	Total Awards	Mean	Median <sup>3</sup>
<b>FY2020-21</b>	657,052.00	1,888.08	300.00
<b>FY2021-22</b>	618,575.25	3,514.63	3,250.00
<b>FY2022-23 (11/2022 YTD)</b>	400,471.75	2,249.84	2,000.00

1. Includes funding sources other than Educational and General (E&G). Endowment and Foundation funds are also included.

2. Housing and Athletic scholarships are excluded.

3. The FY2020-21 median of \$300 reflects the one-time Hawk's Success Initiative for COVID relief for students and families