Developing a Dynamic Tuition Revenue Model

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Project Background Information

- Rutgers tuition revenue distribution model is very complicated
- Enrollments in every school impact revenue in every other school
- Shifts in types of students can impact revenue
- SAS annual tuition revenue is over $300,000,000

Preliminary Benchmarking

- How do other schools project/budget tuition revenue?
- How does the Chancellor's Office budget tuition revenue?

Project Overview

- Currently no accurate way to project future year tuition revenue
- Build a predictive model for tuition revenue
- Allow for scenario building
- Based on several years of student enrollment data

Current Status

- Compiled information about student enrollment history
- Information is detailed by school of enrollment and cohort group
- Developing calculations to transfer history to predictive model
- Rough draft of data entry front end

Front End Samples (Part 1)

Number of Entering First Year Students

	Fall 2018	Fall 2017	Fall 2016	Fall 2015	Fall 2014	Fall 2013
SAS (NJ Res)	1000	1000	1000	1000	1000	1000
SAS (OOS)	200	200	200	200	200	200
SOE	100	100	100	100	100	100
SEBS	100	100	100	100	100	100
MGSA	100	100	100	100	100	100

Number of Students Instructed by SAS in Fiscal Year 2019

(Calculated based on prior year averages)

	Fall 2018	Fall 2017	Fall 2016	Fall 2015	Fall 2014	Fall 2013
SAS (NJ Res)	1000	900	800	750	250	100
SAS (OOS)	200	175	160	150	25	15
SOE	100	90	75	60	10	5
SEBS	100	90	75	60	10	5
MGSA	100	90	50	40	10	5

Front End Samples (Part 2)

Number of Entering Transfer Students

	Fall 2018	Fall 2017	Fall 2016	Fall 2015
SAS (NJ Res)	1000	1000	1000	1000
SAS (OOS)	200	200	200	200
SOE	100	100	100	100
SEBS	100	100	100	100
MGSA	100	100	100	100

Number of Students Instructed by SAS in Fiscal Year 2019

(Calculated based on prior year averages)

	Fall 2018	Fall 2017	Fall 2016	Fall 2015
SAS (NJ Res)	1000	900	400	200
SAS (OOS)	200	175	25	15
SOE	100	90	40	20
SEBS	100	90	40	20
MGSA	100	90	20	10

Front End Samples (Part 3)

Number of Credits per Student in Fiscal Year 2019

(Calculated based on prior year averages)

	Fall 2018	Fall 2017	Fall 2016	Fall 2015	Fall 2014	Fall 2013
SAS (NJ Res)	30	27	27	27	24	15
SAS (OOS)	30	27	27	27	24	15
SOE	24	18	3	3	3	3
SEBS	15	12	3	3	3	3
MGSA	9	3	3	3	3	3

Total Number of Credits Instructed in Fiscal Year 2019

(Calculated from information above)

	Fall 2018	Fall 2017	Fall 2016	Fall 2015	Fall 2014	Fall 2013
SAS (NJ Res)	30000	24300	21600	20250	6000	1500
SAS (OOS)	6000	4725	4320	4050	600	225
SOE	2400	1620	225	180	30	15
SEBS	1500	1080	225	180	30	15
MGSA	900	270	150	120	30	15

Front End Samples (Part 4)

Revenue per Credit

(Calculated based on prior year averages)

SAS (NJ Res)	$ 275
SAS (OOS)	$ 650
SOE	$ 250
SEBS	$ 260
MGSA	$ 260

Total Teaching Revenue

(Calculated from information above)

	Fall 2018	Fall 2017	Fall 2016	Fall 2015	Fall 2014	Fall 2013
SAS (NJ Res)	$ 8,250,000	$ 6,682,500	$ 5,940,000	$ 5,568,750	$ 1,650,000	$ 412,500
SAS (OOS)	$ 3,900,000	$ 3,071,250	$ 2,808,000	$ 2,632,500	$ 390,000	$ 146,250
SOE	$ 600,000	$ 405,000	$ 56,250	$ 45,000	$ 7,500	$ 3,750
SEBS	$ 390,000	$ 280,800	$ 58,500	$ 46,800	$ 7,800	$ 3,900
MGSA	$ 234,000	$ 70,200	$ 39,000	$ 31,200	$ 7,800	$ 3,900
All Schools	$ 13,374,000	$ 10,509,750	$ 8,901,750	$ 8,324,250	$ 2,063,100	$ 570,300
Total	$ 43,743,150					

Grand Total	$ 72,316,350

(First Year & Transfer)

Next Steps

- Continue to refine predictive calculations
- Develop user friendly interface
- Test calculations on prior activity and make adjustments to improve accuracy

Thank you!

- Questions?