

## USF Contribution Margin Summary

|                            |                           | Fiscal Year  |              |              |              |              |              |              |              |
|----------------------------|---------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                            |                           | 2019         | 2020         | 2021         | 2022         | 2023         | 2024         | 2025         | 2026         |
| <b>Arts &amp; Sciences</b> | Revenue                   | 261,501,578  | 268,816,377  | 254,450,239  | 268,222,536  | 284,197,591  | 280,826,732  | 265,048,551  | 258,944,387  |
|                            | Financial Aid             | -86,011,705  | -88,469,425  | -84,121,974  | -92,613,771  | -99,574,426  | -101,085,507 | -96,368,306  | -105,324,912 |
|                            | Non-FA Expenses           | -75,993,557  | -75,467,475  | -72,228,155  | -75,908,516  | -79,033,319  | -80,365,665  | -80,231,593  | -79,837,052  |
|                            | Contribution              | 99,496,316   | 104,879,477  | 98,100,110   | 99,700,249   | 105,589,846  | 99,375,560   | 88,448,653   | 73,782,422   |
|                            | Contribution / Revenue    | 38.0%        | 39.0%        | 38.6%        | 37.2%        | 37.2%        | 35.4%        | 33.4%        | 28.5%        |
|                            | Financial Aid / Revenue   | 32.9%        | 32.9%        | 33.1%        | 34.5%        | 35.0%        | 36.0%        | 36.4%        | 40.7%        |
|                            | Non-FA Expenses / Revenue | 29.1%        | 28.1%        | 28.4%        | 28.3%        | 27.8%        | 28.6%        | 30.3%        | 30.8%        |
| Contribution / SCH         |                           | 557          | 596          | 617          | 609          | 632          | 627          | 611          | 542          |
| <b>Management</b>          | Revenue                   | 65,005,967   | 64,535,258   | 59,711,340   | 55,064,733   | 52,225,768   | 50,339,533   | 50,426,685   | 46,984,375   |
|                            | Financial Aid             | -11,928,245  | -13,182,164  | -12,617,051  | -11,881,126  | -10,783,569  | -12,711,955  | -13,218,383  | -13,448,086  |
|                            | Non-FA Expenses           | -26,329,132  | -23,928,459  | -21,695,873  | -21,421,520  | -21,772,761  | -22,563,502  | -21,031,026  | -21,002,097  |
|                            | Contribution              | 26,748,590   | 27,424,635   | 25,398,416   | 21,762,087   | 19,669,438   | 15,064,076   | 16,177,276   | 12,534,193   |
|                            | Contribution / Revenue    | 41.1%        | 42.5%        | 42.5%        | 39.5%        | 37.7%        | 29.9%        | 32.1%        | 26.7%        |
|                            | Financial Aid / Revenue   | 18.3%        | 20.4%        | 21.1%        | 21.6%        | 20.6%        | 25.3%        | 26.2%        | 28.6%        |
|                            | Non-FA Expenses / Revenue | 40.5%        | 37.1%        | 36.3%        | 38.9%        | 41.7%        | 44.8%        | 41.7%        | 44.7%        |
| Contribution / SCH         |                           | 573          | 616          | 646          | 619          | 611          | 511          | 565          | 486          |
| <b>Education</b>           | Revenue                   | 21,333,919   | 22,392,543   | 24,474,557   | 24,489,612   | 22,995,239   | 23,784,564   | 25,569,970   | 29,112,737   |
|                            | Financial Aid             | -695,564     | -691,362     | -699,439     | -765,023     | -692,866     | -715,238     | -601,011     | -720,043     |
|                            | Non-FA Expenses           | -13,311,593  | -12,997,809  | -13,419,257  | -14,521,563  | -14,155,004  | -14,764,438  | -15,157,490  | -16,000,748  |
|                            | Contribution              | 7,326,762    | 8,703,372    | 10,355,861   | 9,203,026    | 8,147,369    | 8,304,888    | 9,811,469    | 12,391,947   |
|                            | Contribution / Revenue    | 34.3%        | 38.9%        | 42.3%        | 37.6%        | 35.4%        | 34.9%        | 38.4%        | 42.6%        |
|                            | Financial Aid / Revenue   | 3.3%         | 3.1%         | 2.9%         | 3.1%         | 3.0%         | 3.0%         | 2.4%         | 2.5%         |
|                            | Non-FA Expenses / Revenue | 62.4%        | 58.0%        | 54.8%        | 59.3%        | 61.6%        | 62.1%        | 59.3%        | 55.0%        |
| Contribution / SCH         |                           | 352          | 416          | 453          | 418          | 417          | 420          | 463          | 521          |
| <b>Law</b>                 | Revenue                   | 20,506,379   | 21,572,705   | 20,578,475   | 22,122,423   | 21,470,781   | 24,660,380   | 27,892,756   | 31,433,099   |
|                            | Financial Aid             | -6,030,220   | -7,690,654   | -4,647,116   | -5,644,353   | -4,998,713   | -4,967,020   | -6,783,591   | -8,398,242   |
|                            | Non-FA Expenses           | -10,553,113  | -10,236,875  | -9,575,553   | -10,247,096  | -9,198,568   | -11,522,428  | -12,504,306  | -13,310,798  |
|                            | Contribution              | 3,923,046    | 3,645,176    | 6,355,806    | 6,230,974    | 7,273,500    | 8,170,932    | 8,604,859    | 9,724,060    |
|                            | Contribution / Revenue    | 19.1%        | 16.9%        | 30.9%        | 28.2%        | 33.9%        | 33.1%        | 30.8%        | 30.9%        |
|                            | Financial Aid / Revenue   | 29.4%        | 35.6%        | 22.6%        | 25.5%        | 23.3%        | 20.1%        | 24.3%        | 26.7%        |
|                            | Non-FA Expenses / Revenue | 51.5%        | 47.5%        | 46.5%        | 46.3%        | 42.8%        | 46.7%        | 44.8%        | 42.3%        |
| Contribution / SCH         |                           | 334          | 310          | 542          | 499          | 610          | 613          | 582          | 613          |
| <b>Nursing &amp; HP</b>    | Revenue                   | 54,655,285   | 55,948,827   | 57,571,451   | 58,357,109   | 56,285,160   | 57,950,182   | 60,379,295   | 64,092,163   |
|                            | Financial Aid             | -8,239,983   | -10,103,945  | -10,168,520  | -10,150,188  | -9,974,284   | -12,026,367  | -13,882,870  | -16,631,008  |
|                            | Non-FA Expenses           | -22,076,846  | -21,172,948  | -19,730,366  | -21,139,550  | -20,034,103  | -20,876,713  | -21,198,143  | -20,540,954  |
|                            | Contribution              | 24,338,456   | 24,671,933   | 27,672,565   | 27,067,371   | 26,276,773   | 25,047,102   | 25,298,282   | 26,920,201   |
|                            | Contribution / Revenue    | 44.5%        | 44.1%        | 48.1%        | 46.4%        | 46.7%        | 43.2%        | 41.9%        | 42.0%        |
|                            | Financial Aid / Revenue   | 15.1%        | 18.1%        | 17.7%        | 17.4%        | 17.7%        | 20.8%        | 23.0%        | 25.9%        |
|                            | Non-FA Expenses / Revenue | 40.4%        | 37.8%        | 34.3%        | 36.2%        | 35.6%        | 36.0%        | 35.1%        | 32.0%        |
| Contribution / SCH         |                           | 655          | 671          | 754          | 758          | 791          | 758          | 760          | 801          |
| <b>USF Total</b>           | Revenue                   | 423,003,128  | 433,265,710  | 416,786,062  | 428,256,413  | 437,174,539  | 437,561,391  | 429,317,258  | 430,566,761  |
|                            | Financial Aid             | -112,905,716 | -120,137,550 | -112,254,100 | -121,054,461 | -126,023,858 | -131,506,087 | -130,854,161 | -144,522,290 |
|                            | Non-FA Expenses           | -148,264,242 | -143,803,566 | -136,649,204 | -143,238,245 | -144,193,755 | -150,092,746 | -150,122,558 | -150,691,649 |
|                            | Contribution              | 161,833,170  | 169,324,594  | 167,882,759  | 163,963,707  | 166,956,926  | 155,962,558  | 148,340,539  | 135,352,822  |
|                            | Contribution / Revenue    | 38.3%        | 39.1%        | 40.3%        | 38.3%        | 38.2%        | 35.6%        | 34.6%        | 31.4%        |
|                            | Financial Aid / Revenue   | 26.7%        | 27.7%        | 26.9%        | 28.3%        | 28.8%        | 30.1%        | 30.5%        | 33.6%        |
|                            | Non-FA Expenses / Revenue | 35.1%        | 33.2%        | 32.8%        | 33.4%        | 33.0%        | 34.3%        | 35.0%        | 35.0%        |
| Contribution / SCH         |                           | 548          | 584          | 622          | 610          | 632          | 614          | 612          | 575          |

Revenue includes Gross Tuition less Tuition Exceptions as recorded in Banner Accounts Receivable plus any non-tuition revenue, such as program fees, recorded in Banner within each college. Tuition revenue is allocated to each college based on the course college (teaching college) and not student home college. SCH is Student Credit Hours. SCH are allocated based on course college.

Financial Aid includes aid from all unrestricted organizational units (colleges, financial aid office, athletics...) as captured in Banner Accounts Receivable with the exception of financial aid for purposes of housing, books, and supplies. Financial aid is allocation based on course college as well.

Non - Financial Aid Expenses includes Instructional and support costs within each college. Instructional costs for course release that has been identified as supporting the university as opposed to a specific college or program has been excluded.

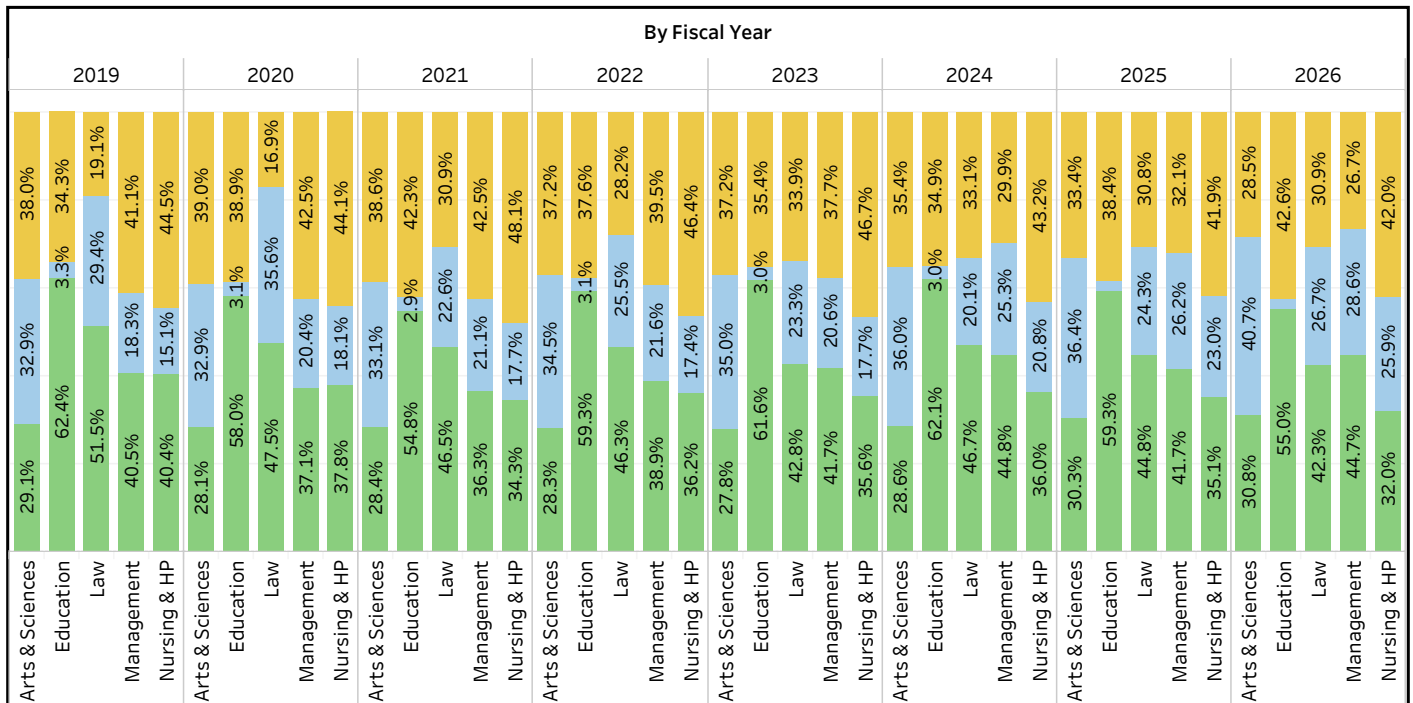
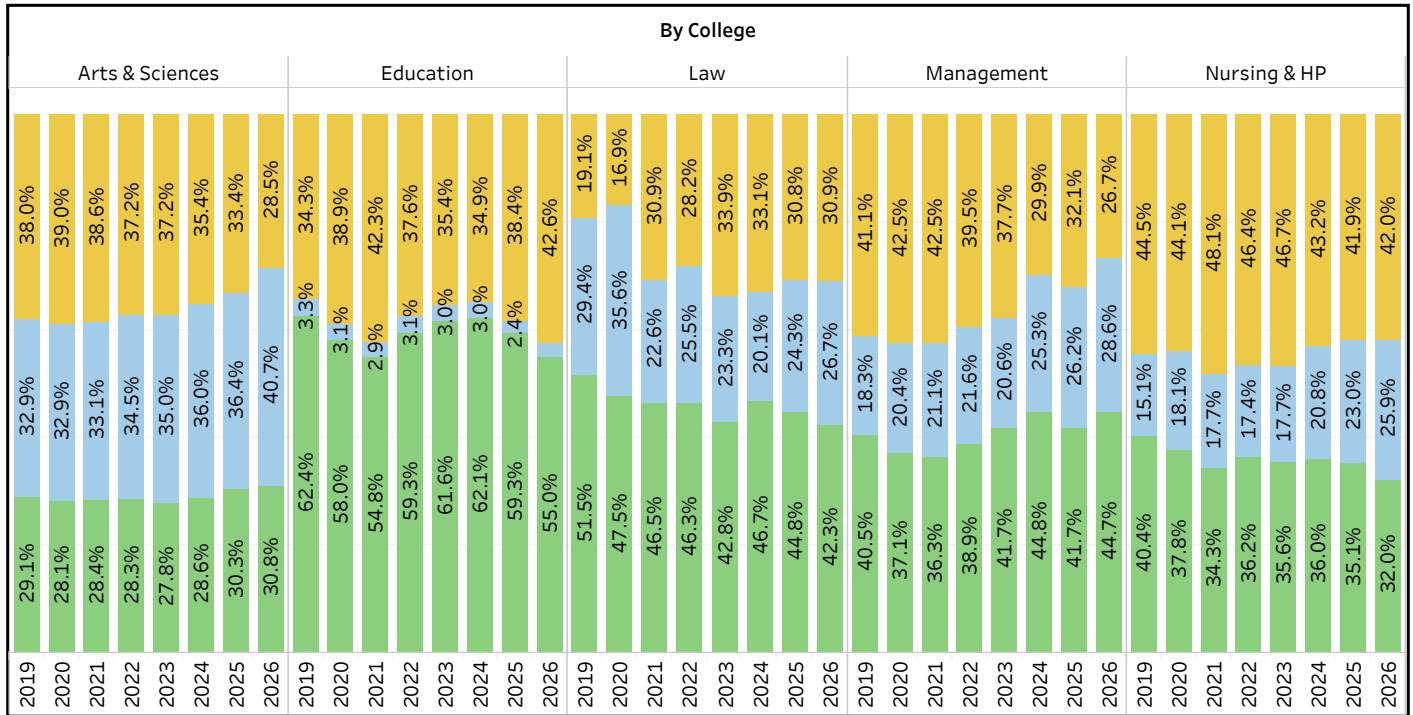
Contribution = Revenue less Financial Aid less Expenses. Contribution % = Contribution / Revenue

Update: 8/13/2026

# USF Contribution Margin

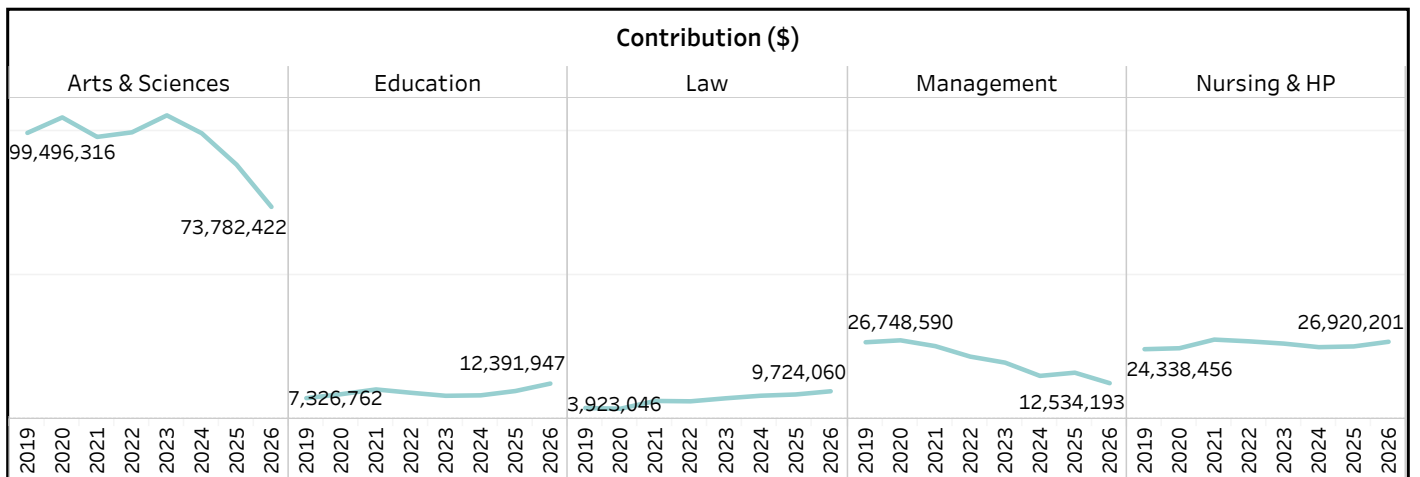
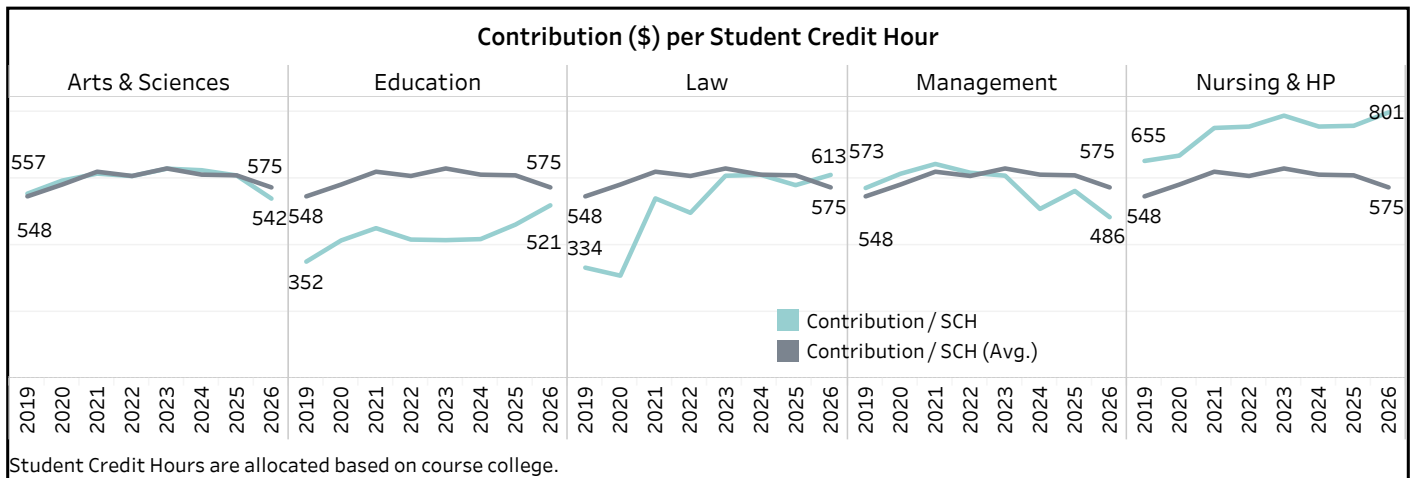
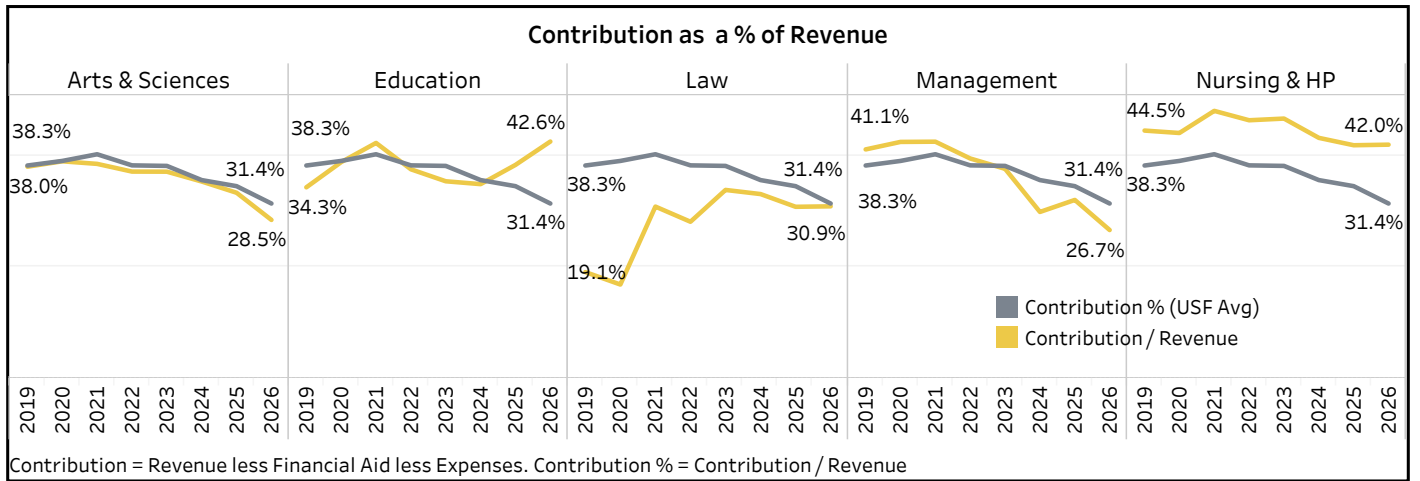
## Contribution, Financial Aid, and Non-Financial Aid Expenses as a % of Revenue

■ Contribution / Revenue  
■ Financial Aid / Revenue  
■ Non-FA Expenses / Revenue



## USF Contribution Margin

### Contribution Trend Graphs

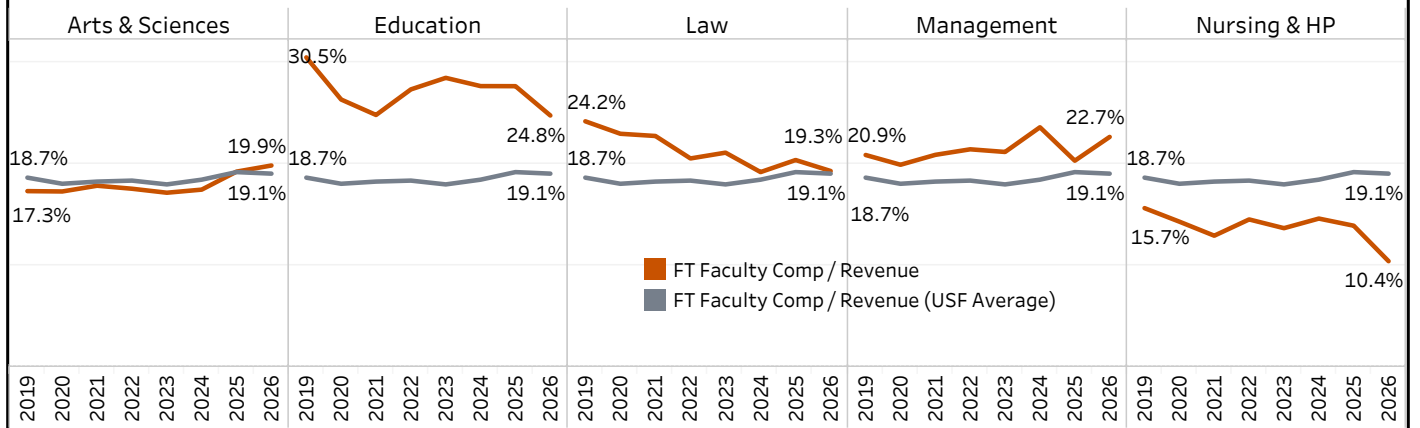


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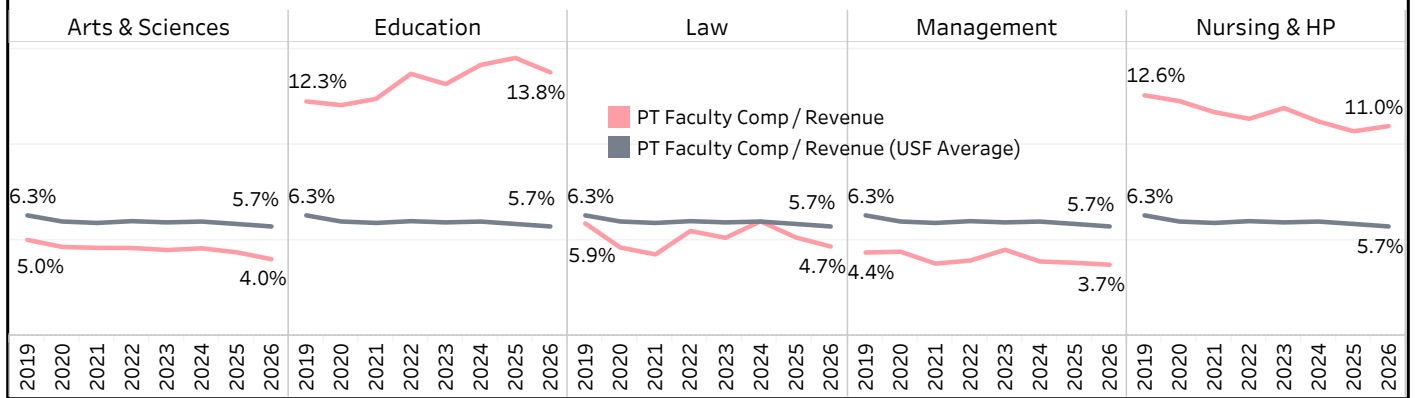
## USF Contribution Margin

### Compensation Trend Graphs

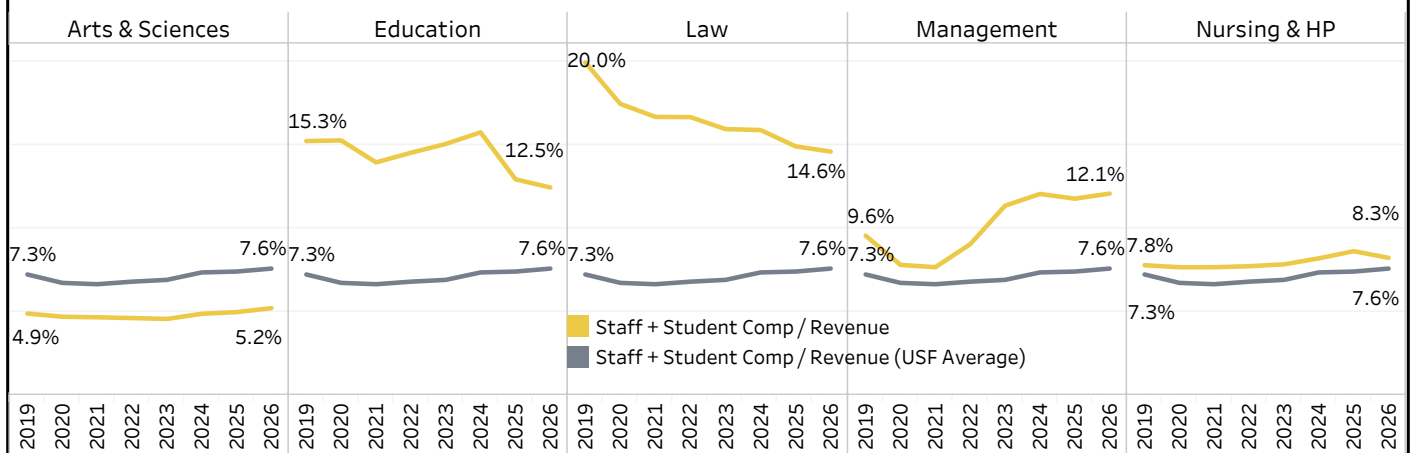
#### Full-Time Faculty Compensation as a % of Revenue



#### Part-Time Faculty Compensation as a % of Revenue



#### Staff & Student Compensation as a % of Revenue

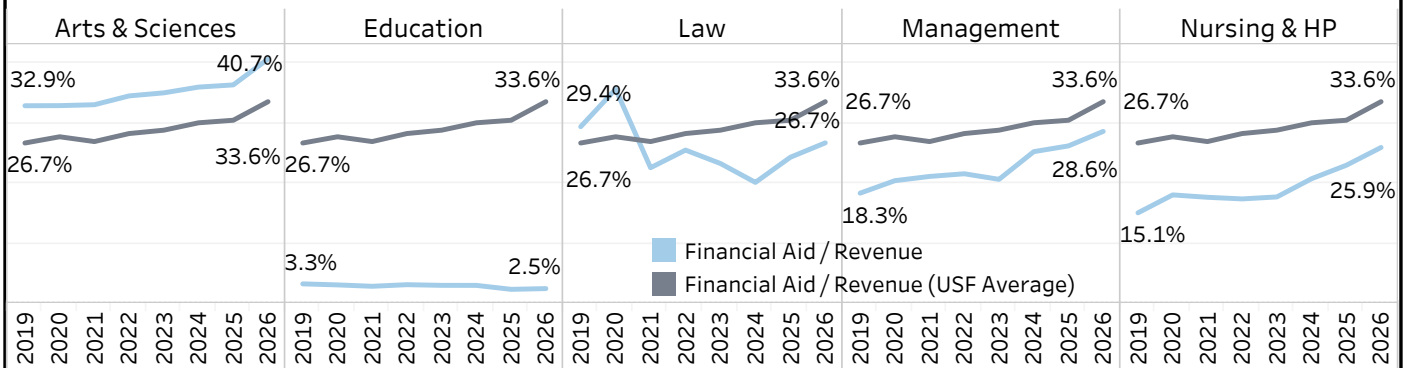


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## USF Contribution Margin

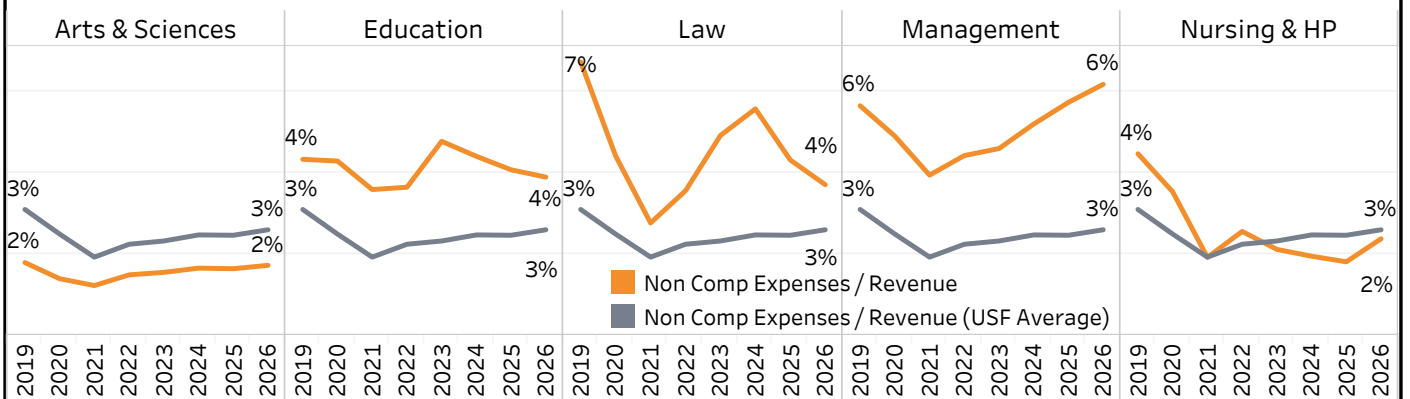
### Expense Trend Graphs

#### Financial Aid as a % of Revenue



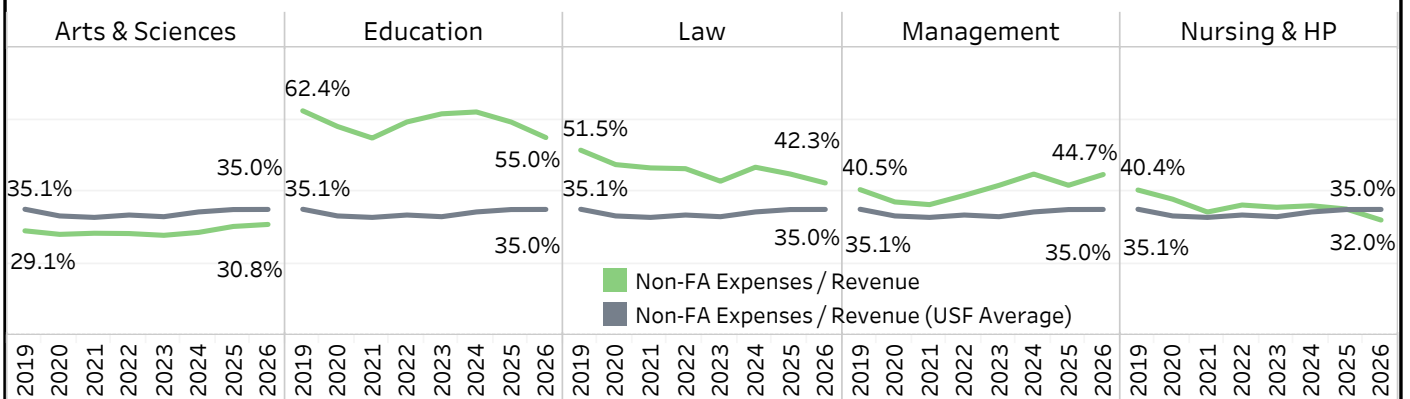
Financial Aid includes aid from all unrestricted organizational units (colleges, financial aid office, athletics...) as captured in Banner Accounts Receivable with the exception of financial aid for purposes of housing, books, and supplies. Financial aid is allocation based on course college as well.

#### Non-Comp, Non-FA Expenses as a % of Revenue



Non-compensation expenses includes activity within each college from the Banner Finance 7X accounts with the exception of 73-Scholarships. Most of this activity is from 71-General Operating.

#### Non-Financial Aid Expenses as a % of Revenue



All Non-Financial Aid expenses includes instructional and support costs within each college. Expenses from other service units, such as ITS, HR, CASA, Provost units, are not included. Financial Aid is not included.