

USF Contribution Margin Summary

		Fiscal Year							
		2018	2019	2020	2021	2022	2023	2024	2025
Arts & Sciences	Revenue	250,879,751	261,501,578	268,816,377	254,450,239	268,222,536	284,197,591	280,826,732	265,048,551
	Financial Aid	-81,944,205	-86,011,705	-88,469,425	-84,121,974	-92,613,771	-99,574,426	-101,085,507	-96,368,306
	Non-FA Expenses	-75,973,632	-75,993,557	-75,467,475	-72,228,155	-75,908,516	-79,033,319	-80,365,665	-80,231,593
	Contribution	92,961,913	99,496,316	104,879,477	98,100,110	99,700,249	105,589,846	99,375,560	88,448,653
	Contribution / Revenue	37.1%	38.0%	39.0%	38.6%	37.2%	37.2%	35.4%	33.4%
	Financial Aid / Revenue	32.7%	32.9%	32.9%	33.1%	34.5%	35.0%	36.0%	36.4%
	Non-FA Expenses / Revenue	30.3%	29.1%	28.1%	28.4%	28.3%	27.8%	28.6%	30.3%
	Contribution / SCH	522	557	596	617	609	632	627	611
Management	Revenue	70,387,310	65,005,967	64,535,258	59,711,340	55,064,733	52,225,768	50,339,533	50,426,685
	Financial Aid	-11,499,734	-11,928,245	-13,182,164	-12,617,051	-11,881,126	-10,783,569	-12,711,955	-13,218,383
	Non-FA Expenses	-28,308,323	-26,329,132	-23,928,459	-21,695,873	-21,421,520	-21,772,761	-22,563,502	-21,031,026
	Contribution	30,579,254	26,748,590	27,424,635	25,398,416	21,762,087	19,669,438	15,064,076	16,177,276
	Contribution / Revenue	43.4%	41.1%	42.5%	42.5%	39.5%	37.7%	29.9%	32.1%
	Financial Aid / Revenue	16.3%	18.3%	20.4%	21.1%	21.6%	20.6%	25.3%	26.2%
	Non-FA Expenses / Revenue	40.2%	40.5%	37.1%	36.3%	38.9%	41.7%	44.8%	41.7%
	Contribution / SCH	585	573	616	646	619	611	511	565
Education	Revenue	20,135,938	21,333,919	22,392,543	24,474,557	24,489,612	22,995,239	23,784,564	25,569,970
	Financial Aid	-703,198	-695,564	-691,362	-699,439	-765,023	-692,866	-715,238	-601,011
	Non-FA Expenses	-13,160,541	-13,311,593	-12,997,809	-13,419,257	-14,521,563	-14,155,004	-14,764,438	-15,157,490
	Contribution	6,272,199	7,326,762	8,703,372	10,355,861	9,203,026	8,147,369	8,304,888	9,811,469
	Contribution / Revenue	31.1%	34.3%	38.9%	42.3%	37.6%	35.4%	34.9%	38.4%
	Financial Aid / Revenue	3.5%	3.3%	3.1%	2.9%	3.1%	3.0%	3.0%	2.4%
	Non-FA Expenses / Revenue	65.4%	62.4%	58.0%	54.8%	59.3%	61.6%	62.1%	59.3%
	Contribution / SCH	310	352	416	453	418	417	420	463
Law	Revenue	23,071,191	20,506,379	21,572,705	20,578,475	22,122,423	21,470,781	24,660,380	27,892,756
	Financial Aid	-5,159,916	-6,030,220	-7,690,654	-4,647,116	-5,644,353	-4,998,713	-4,967,020	-6,783,591
	Non-FA Expenses	-10,257,823	-10,553,113	-10,236,875	-9,575,553	-10,247,096	-9,198,568	-11,522,428	-12,504,306
	Contribution	7,653,452	3,923,046	3,645,176	6,355,806	6,230,974	7,273,500	8,170,932	8,604,859
	Contribution / Revenue	33.2%	19.1%	16.9%	30.9%	28.2%	33.9%	33.1%	30.8%
	Financial Aid / Revenue	22.4%	29.4%	35.6%	22.6%	25.5%	23.3%	20.1%	24.3%
	Non-FA Expenses / Revenue	44.5%	51.5%	47.5%	46.5%	46.3%	42.8%	46.7%	44.8%
	Contribution / SCH	573	334	310	542	499	610	613	582
Nursing & HP	Revenue	52,167,303	54,655,285	55,948,827	57,571,451	58,357,109	56,285,160	57,950,182	60,379,295
	Financial Aid	-7,038,769	-8,239,983	-10,103,945	-10,168,520	-10,150,188	-9,974,284	-12,026,367	-13,882,870
	Non-FA Expenses	-22,301,331	-22,076,846	-21,172,948	-19,730,366	-21,139,550	-20,034,103	-20,876,713	-21,198,143
	Contribution	22,827,203	24,338,456	24,671,933	27,672,565	27,067,371	26,276,773	25,047,102	25,298,282
	Contribution / Revenue	43.8%	44.5%	44.1%	48.1%	46.4%	46.7%	43.2%	41.9%
	Financial Aid / Revenue	13.5%	15.1%	18.1%	17.7%	17.4%	17.7%	20.8%	23.0%
	Non-FA Expenses / Revenue	42.7%	40.4%	37.8%	34.3%	36.2%	35.6%	36.0%	35.1%
	Contribution / SCH	623	655	671	754	758	791	758	760
USF Total	Revenue	416,641,492	423,003,128	433,265,710	416,786,062	428,256,413	437,174,539	437,561,391	429,317,258
	Financial Aid	-106,345,822	-112,905,716	-120,137,550	-112,254,100	-121,054,461	-126,023,858	-131,506,087	-130,854,161
	Non-FA Expenses	-150,001,650	-148,264,242	-143,803,566	-136,649,204	-143,238,245	-144,193,755	-150,092,746	-150,122,558
	Contribution	160,294,020	161,833,170	169,324,594	167,882,759	163,963,707	166,956,926	155,962,558	148,340,539
	Contribution / Revenue	38.5%	38.3%	39.1%	40.3%	38.3%	38.2%	35.6%	34.6%
	Financial Aid / Revenue	25.5%	26.7%	27.7%	26.9%	28.3%	28.8%	30.1%	30.5%
	Non-FA Expenses / Revenue	36.0%	35.1%	33.2%	32.8%	33.4%	33.0%	34.3%	35.0%
	Contribution / SCH	533	548	584	622	610	632	614	612

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

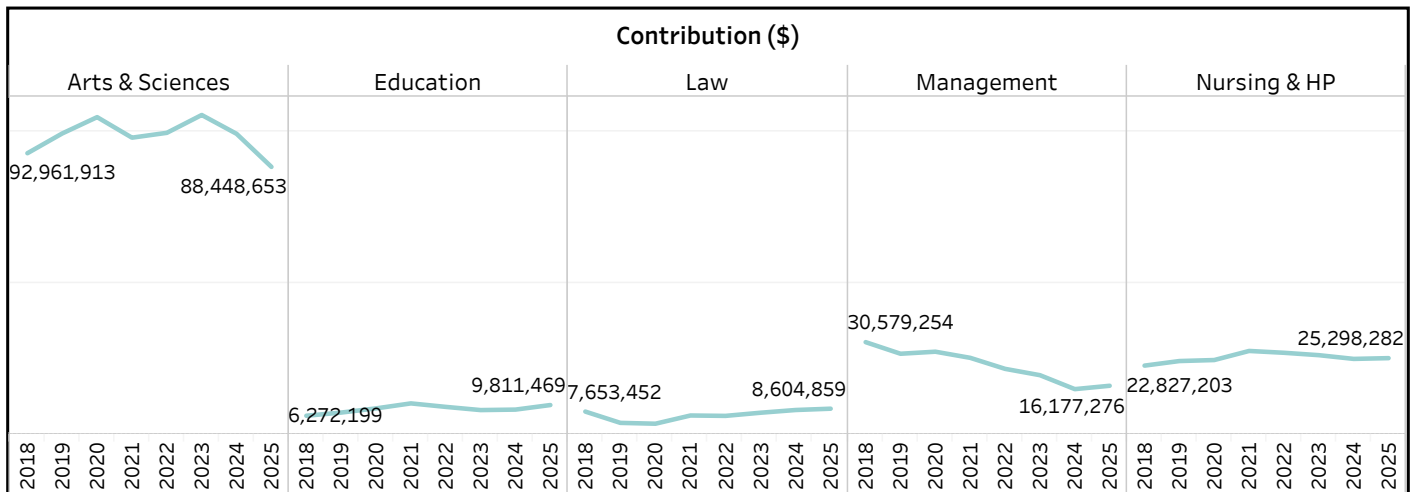
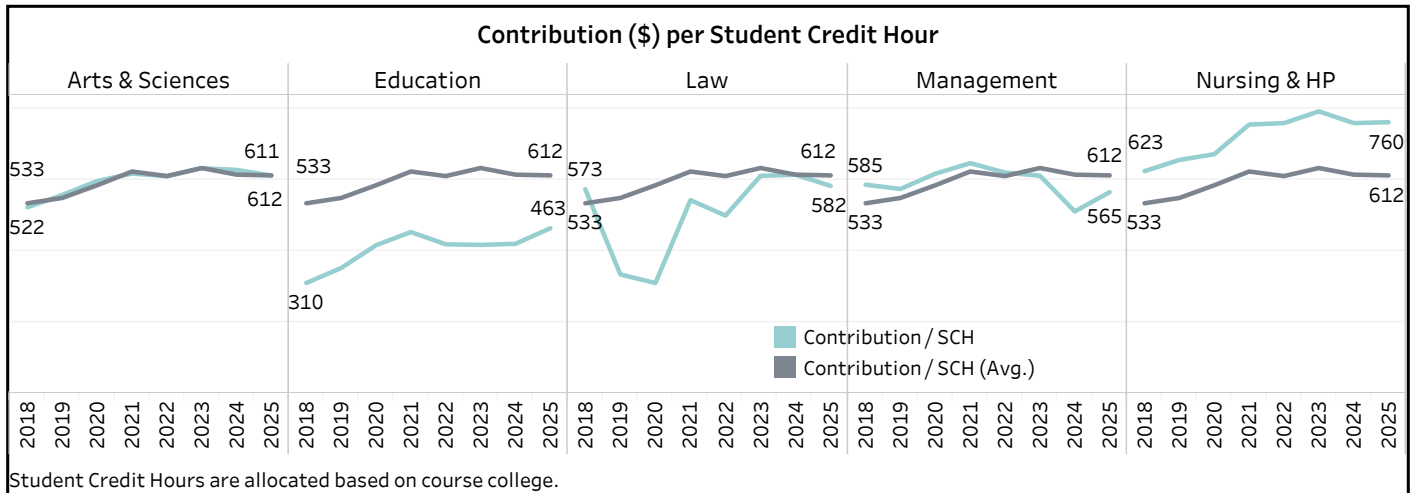
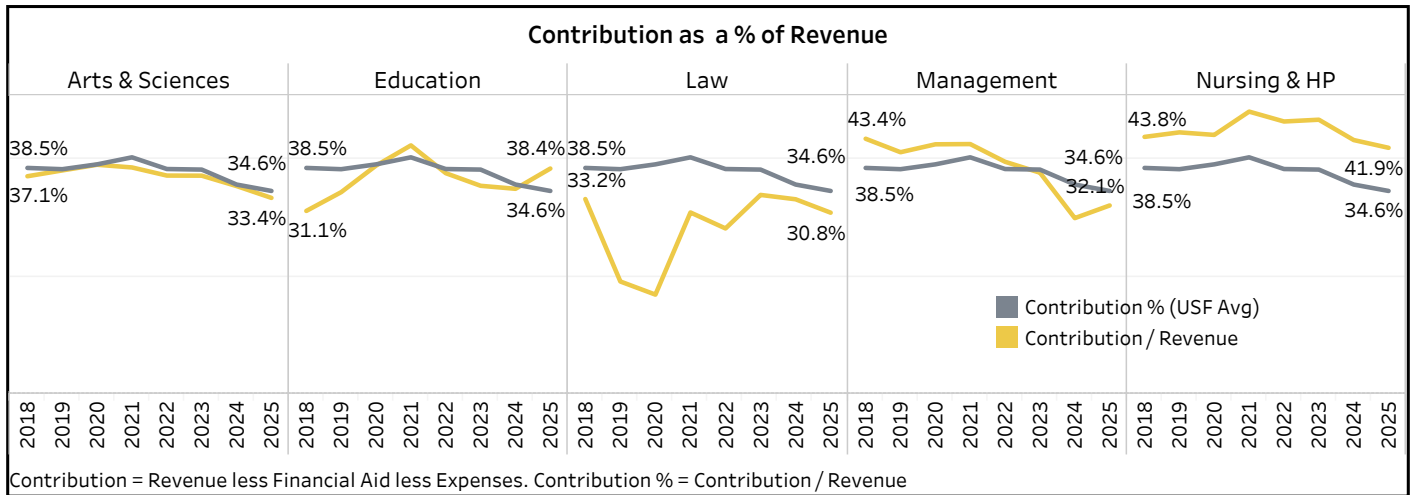
- Contribution / Revenue
- Financial Aid / Revenue
- Non-FA Expenses / Revenue

By College																			
Arts & Sciences				Education				Law				Management				Nursing & HP			
2018	30.3%	32.7%	37.1%	2018	65.4%	3.5%	31.1%	2018	44.5%	22.4%	33.2%	2018	40.2%	16.3%	43.4%	2018	42.7%	13.5%	43.8%
2019	29.1%	32.9%	38.0%	2019	62.4%	3.3%	34.3%	2019	51.5%	29.4%	19.1%	2019	40.5%	18.3%	41.1%	2019	40.4%	15.1%	44.5%
2020	28.1%	32.9%	39.0%	2020	58.0%	3.1%	38.9%	2020	47.5%	35.6%	16.9%	2020	37.1%	20.4%	42.5%	2020	37.8%	18.1%	44.1%
2021	28.4%	33.1%	38.6%	2021	54.8%	2.9%	42.3%	2021	46.5%	22.6%	30.9%	2021	36.3%	21.1%	42.5%	2021	34.3%	17.7%	48.1%
2022	28.3%	34.5%	37.2%	2022	59.3%	3.1%	37.6%	2022	46.3%	25.5%	28.2%	2022	38.9%	21.6%	39.5%	2022	36.2%	17.4%	46.4%
2023	27.8%	35.0%	37.2%	2023	61.6%	3.0%	35.4%	2023	42.8%	23.3%	33.9%	2023	41.7%	20.6%	37.7%	2023	35.6%	17.7%	46.7%
2024	28.6%	36.0%	35.4%	2024	62.1%	3.0%	34.9%	2024	46.7%	20.1%	33.1%	2024	44.8%	24.3%	30.8%	2024	36.0%	20.8%	43.2%
2025	30.3%	36.4%	33.4%	2025	59.3%	38.4%		2025	44.8%	24.3%	30.8%	2025	40.2%	16.3%	43.4%	2025	35.1%	23.0%	41.9%

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USF Contribution Margin

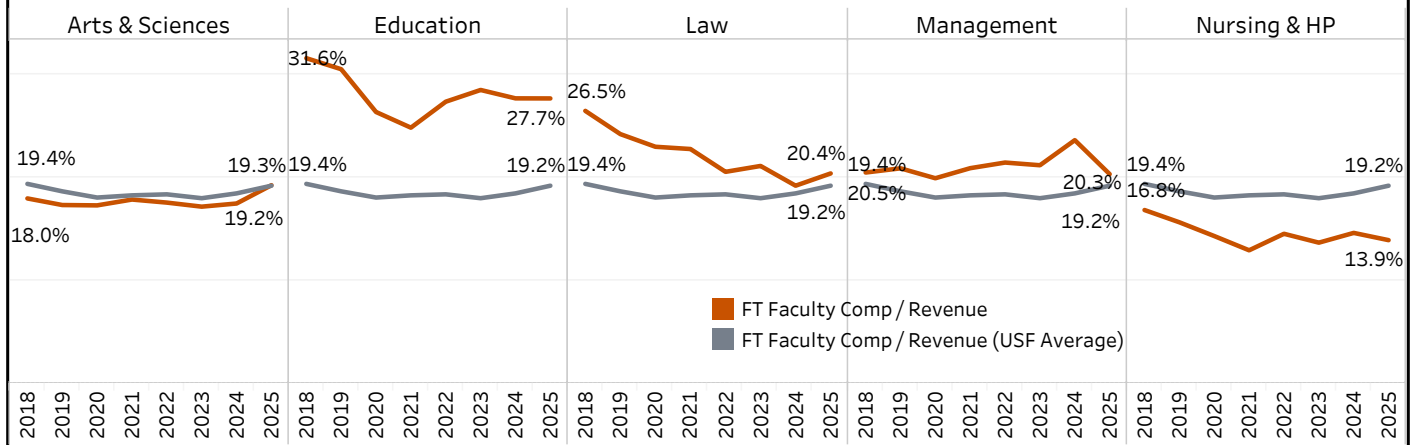
Contribution Trend Graphs



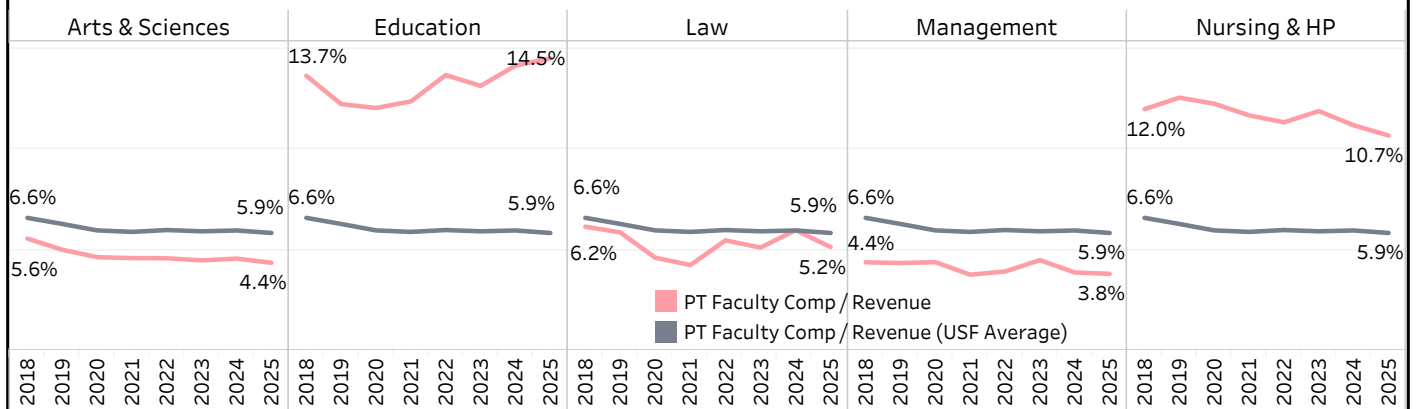
USF Contribution Margin

Compensation Trend Graphs

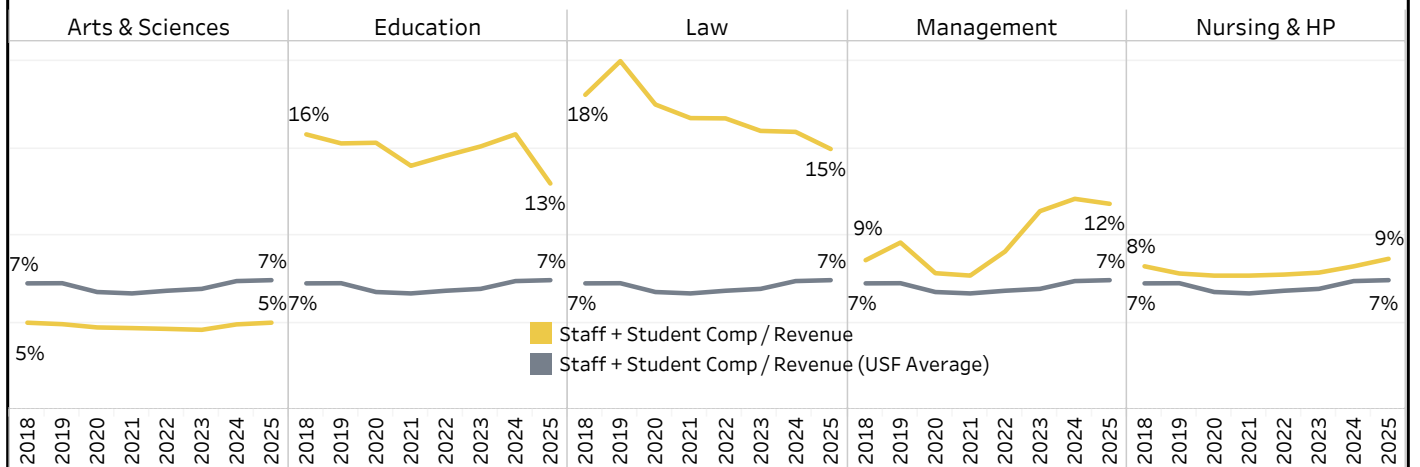
Full-Time Faculty Compensation as a % of Revenue



Part-Time Faculty Compensation as a % of Revenue



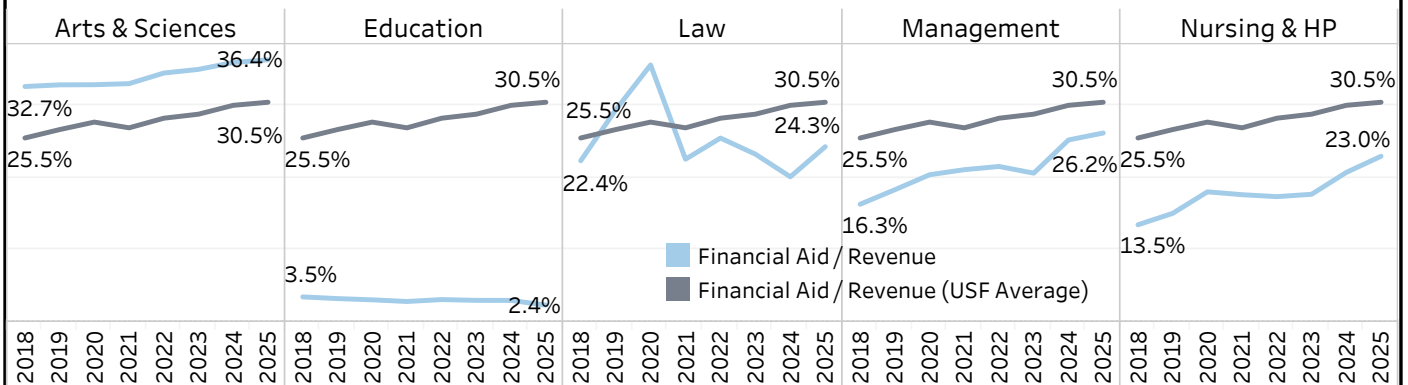
Staff & Student Compensation as a % of Revenue



USF Contribution Margin

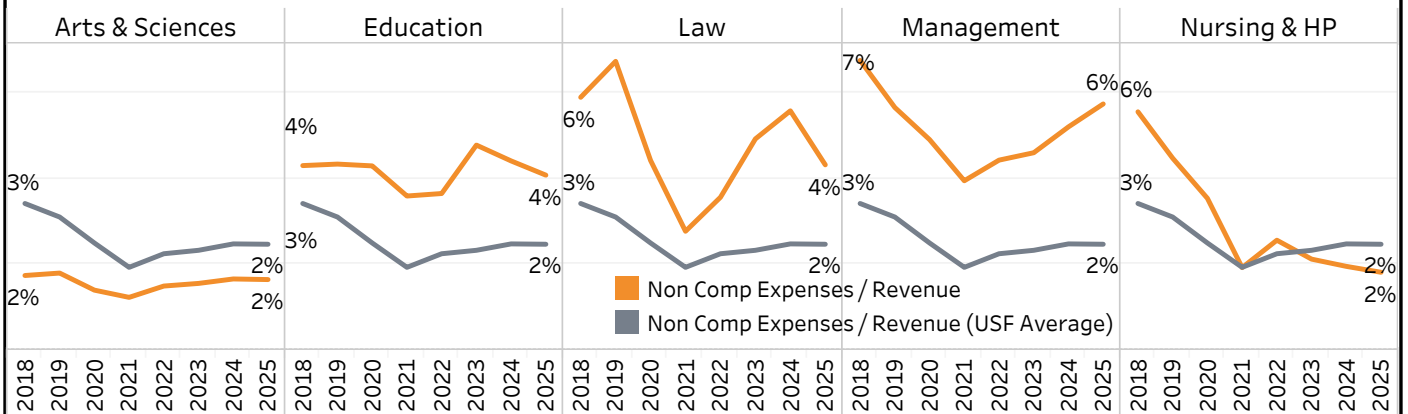
Expense Trend Graphs

Financial Aid as a % of Revenue



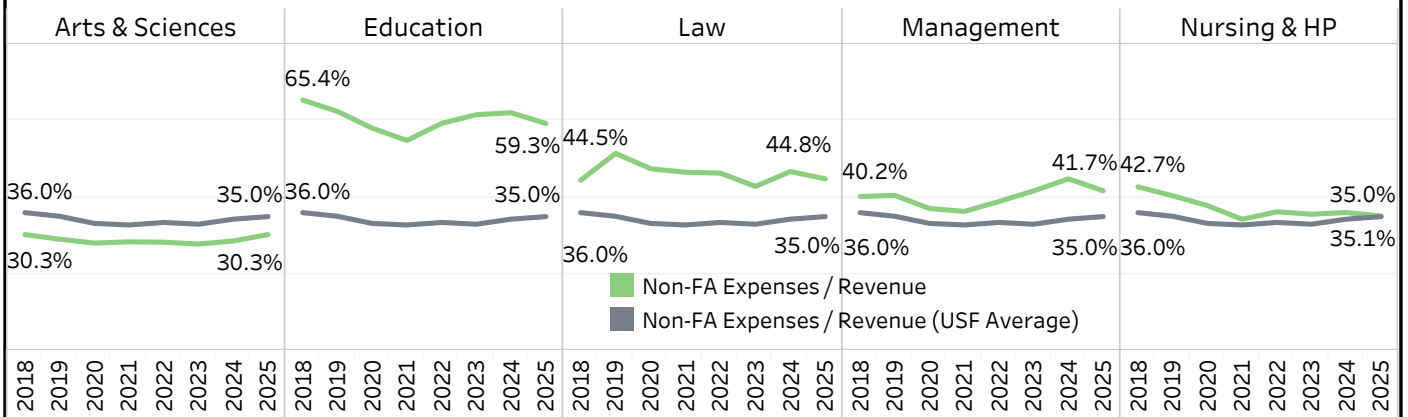
Financial Aid includes aid from all unrestricted organizational units (colleges, financial aid office, athletics...) as captured in Banner Accounts Receivable with the exception of financial aid for purposes of housing, books, and supplies. Financial aid is allocation based on course college as well.

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.