

Enrollment Projections

	2003	(exp.) 2004	% change
Fall-Opening Headcount	3,347	3,365	0.5%

Deposits

	May 7, 2003	May 7, 2004	% Change
UNIV	736	758	+3.0%
A&S	354	358	+1.1%
CBA	59	66	+11.9%
ENG	108	134	+24.1%
PHARM	215	200	-7.0%

Characteristics of Enrollment

	2003	2004	% Change
ACT	25.1	25.5	1.6%
Average Financial Aid	\$13,430	\$14,100	5.0%

Revenue

Revenue	<u>2002-03 Actual</u>	<u>2003-04 Budget</u>	<u>2004-05 Budget</u>
Tuition and Fees	76,989,637	82,675,000	87,519,000
Less Scholarship and Aid	<u>32,680,221</u>	<u>35,300,000</u>	<u>36,679,000</u>
Net Tuition Revenue	44,309,416	47,375,000	50,840,000
Unrestricted Gifts and Grants	1,587,603	1,600,000	1,350,000
Federal Funds (CWS)	801,501	970,000	793,000
Endowment	3,500,000	3,100,000	3,000,000
Income from Trusts held by Others	151,680	170,000	160,000
Investment	589,799	650,000	700,000
Other	229,929	320,000	250,000
Auxiliary Activities	10,615,468	12,433,000	13,054,000
Released from Restrictions	280,321	200,000	200,000
Total Revenue	<u>62,065,717</u>	<u>66,818,000</u>	<u>70,347,000</u>

Expenses

Expenses	<u>2002-03 Actual</u>	<u>2003-04 Budget</u>	<u>2004-05 Budget</u>
Total Instruction	25,668,239	27,541,000	28,973,700
Total Academic Support	2,803,226	3,560,000	3,775,100
Total Libraries	3,181,958	3,109,000	3,273,600
Student Services	6,056,186	6,326,000	6,742,000
General Administration	1,748,765	1,794,000	1,849,100
General Institutional	4,675,961	5,453,000	5,963,200
Physical Plant	5,829,460	5,818,000	6,044,100
Other	280,321	200,000	200,000
Auxiliary Activities	6,430,093	6,920,000	7,214,200
Depreciation	3,713,760	4,400,000	4,700,000
Debt Service (Interest)	1,627,435	1,600,000	1,550,000
Total Expenses	<u><u>62,015,404</u></u>	<u><u>66,721,000</u></u>	<u><u>70,285,000</u></u>
EXCESS OF OPERATING REVENUE OVER EXPENSE	<u>50,313</u>	<u>97,000</u>	<u>62,000</u>

Staffing Expenses

Salary Increase	3.5%
New Faculty Positions	3
New Staff Positions	4
Parity Salary Allocation	\$100,000

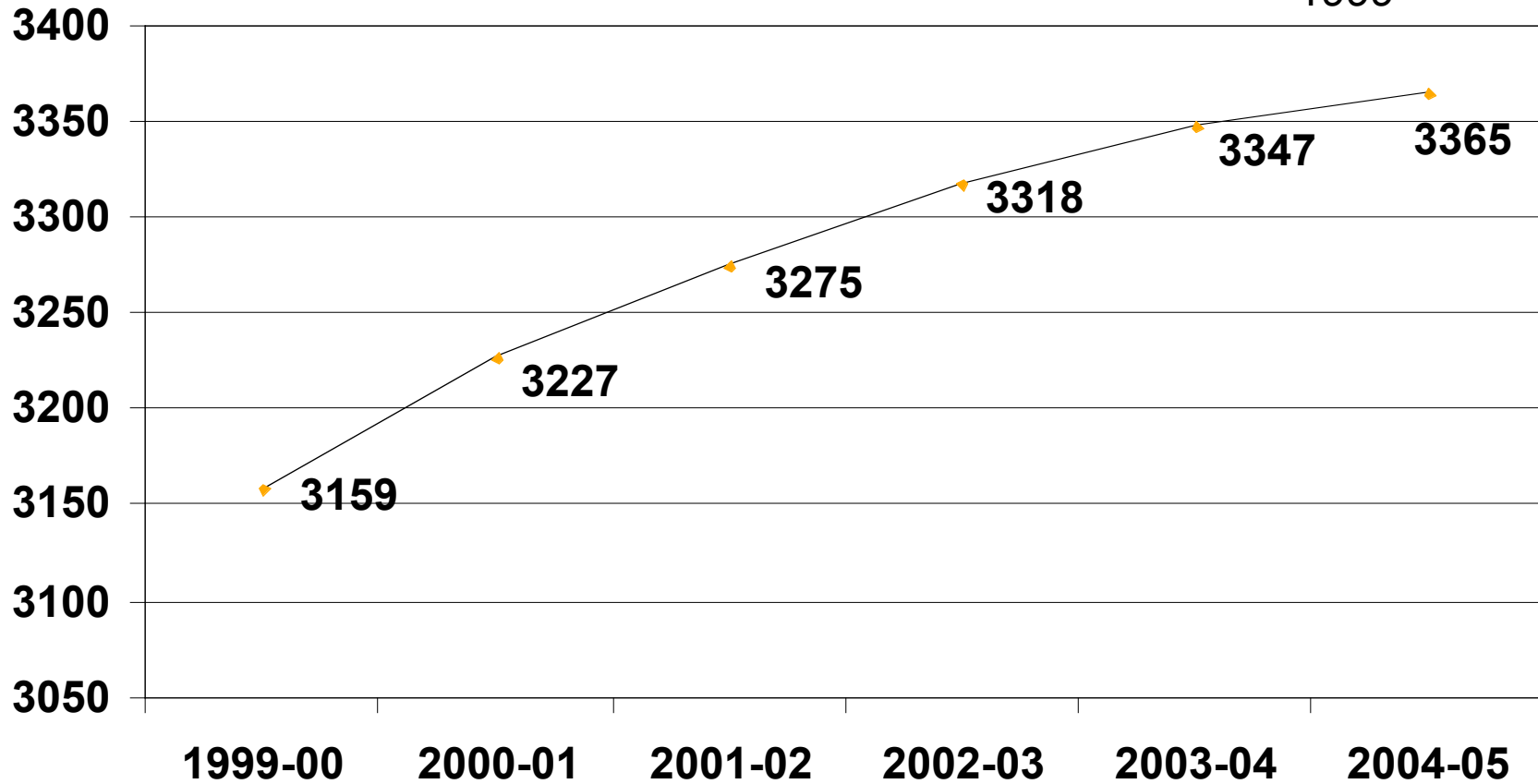
New Initiatives

Total=\$555,000

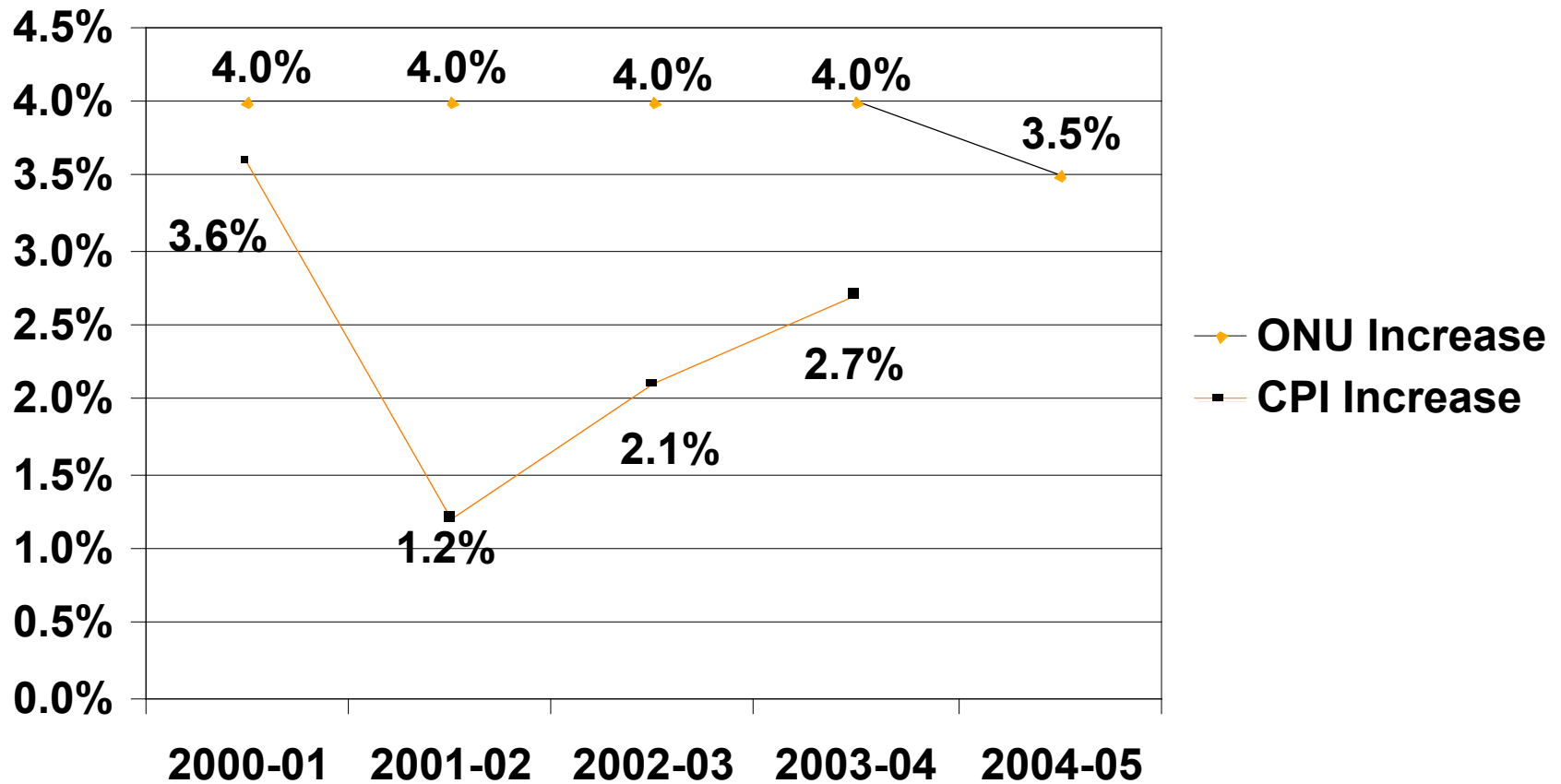
Nursing Program	\$75,000
Pharm.D. Program	\$130,000
Marketing Initiative	\$100,000
Diversity Initiative	\$100,000
Village Streetscape	\$50,000
Operating Expense Carryover	\$100,000

Enrollment

7% Increase since
1999

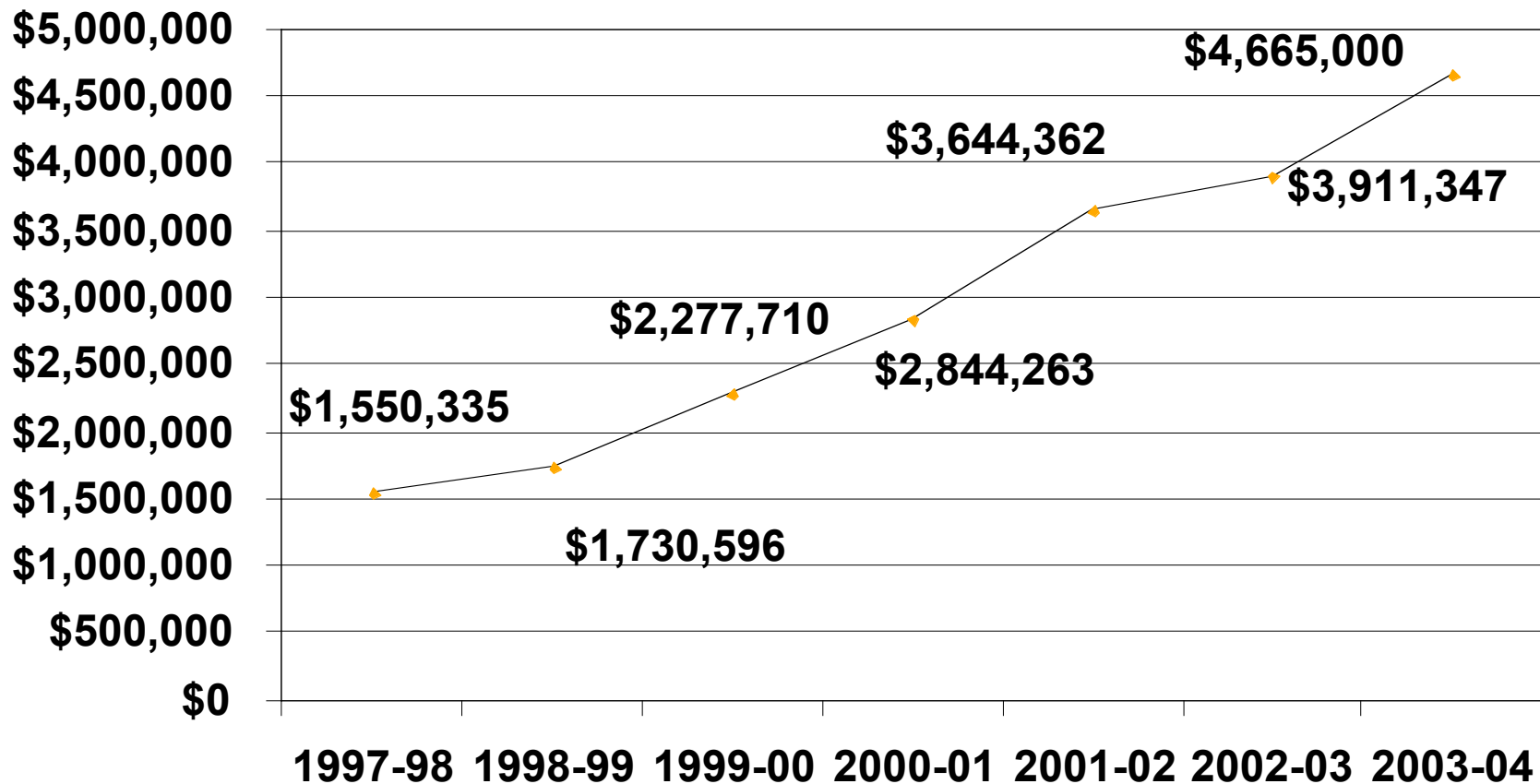


Salary Increases



Medical Insurance Expenses

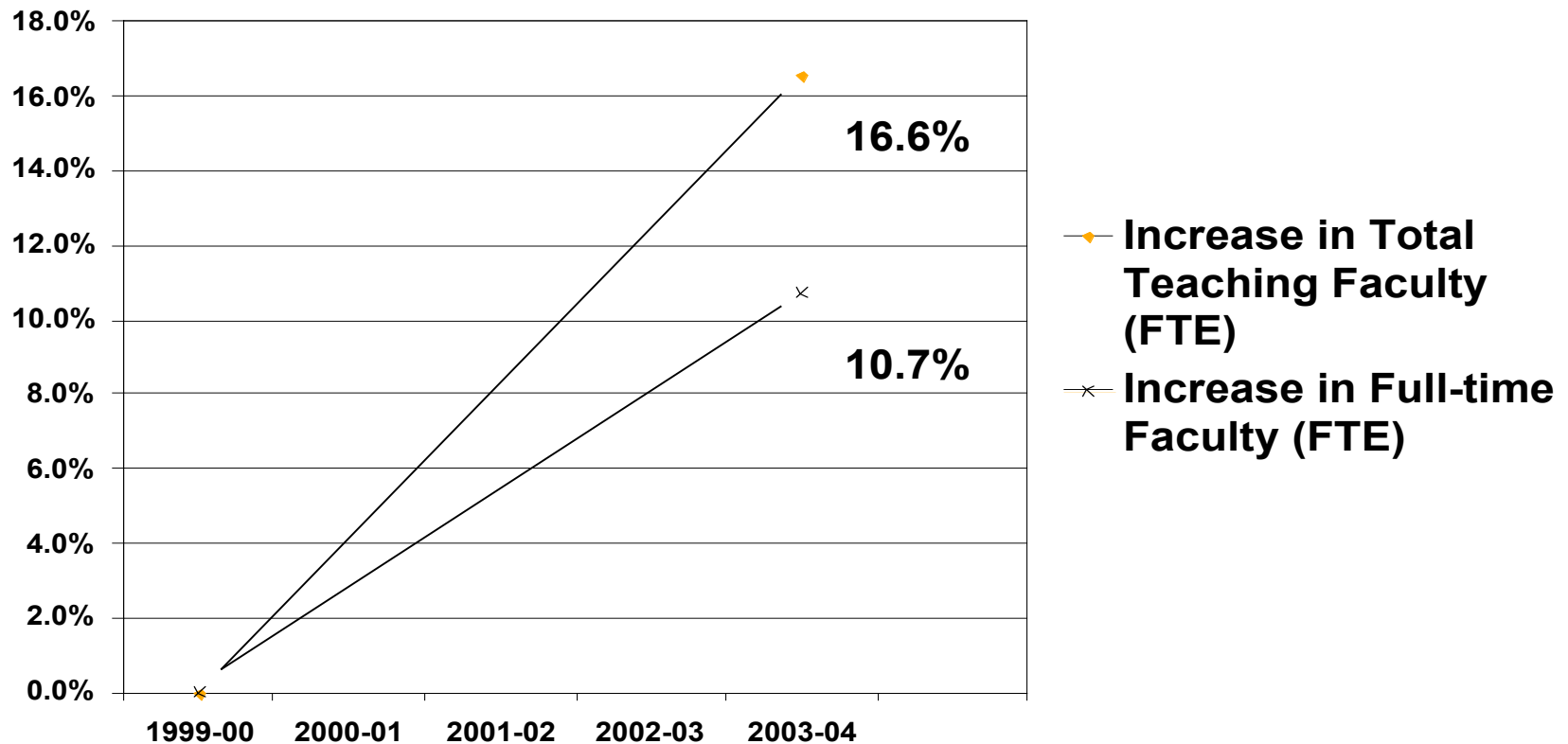
201% Increase
since 1997



Health Care Costs

	ONU Cost Increases	Fac./Staff Premium Increases
1999-00	31.6%	0.0%
2000-01	24.9%	0.0%
2001-02	28.9%	10.0%
2002-03	6.7%	12.5%
2003-04	19.3%	15.0%
5-yr average	22.3%	7.5%

Increases in Staffing Levels



Since 1999, over 50 new positions have been added (36 of which were faculty costing the University over 2.5 million dollars). An additional 3 positions have been allocated from the IT Technology Fee.