

Program Financial Analysis & Pro Forma
M.A. in Reading, Language, and Literacy

	2017/2018	2018/2019	2019/2020	2020/2021	2021/2022
Tuition	\$399	\$399	\$449	\$449	\$449
Cohort	25	30	35	38	42
Units Taken	39	39	39	39	39

	2017/2018	2018/2019	2019/2020	2020/2021	2021/2022
Revenue					
Tuition	\$ 389,025	\$ 466,830	\$ 612,885	\$ 665,418	\$ 735,462
Attrition	\$ 38,903	\$ 46,683	\$ 61,289	\$ 66,542	\$ 73,546
Total Revenue	\$ 350,123	\$ 420,147	\$ 551,597	\$ 598,876	\$ 661,916
10%					
Direct Expenses Faculty/Staff					
Instructors	\$ 132,000	\$ 135,960	\$ 140,039	\$ 144,240	\$ 148,567
Instructors Benefits	\$ 36,036	\$ 37,117	\$ 38,231	\$ 39,378	\$ 40,559
Faculty Coordination	\$ 13,200	\$ 13,596	\$ 14,004	\$ 14,424	\$ 14,857
Faculty Coordination Benefits	\$ 3,604	\$ 3,712	\$ 3,823	\$ 3,938	\$ 4,056
Support Faculty	\$ 4,400	\$ 4,532	\$ 4,668	\$ 4,808	\$ 4,952
Computers	\$ 9,250	\$ 11,100	\$ 12,950	\$ 14,060	\$ 15,540
Total Direct Expenses	\$ 198,490	\$ 206,017	\$ 213,714	\$ 220,847	\$ 228,531
Operating Income/Margin	\$ 151,633	\$ 214,130	\$ 337,882	\$ 378,029	\$ 433,385
Indirect Expenses					
CSU/CSUSM 14% of Tuition	\$ 49,017	\$ 58,821	\$ 77,224	\$ 83,843	\$ 92,668
FAS 6% of Expenses	\$ 11,909	\$ 12,361	\$ 12,823	\$ 13,251	\$ 13,712
IITS @ ~1.5% of Rev Chargeback	\$ 5,252	\$ 6,302	\$ 8,274	\$ 8,983	\$ 9,929
Special Sessions Fee (5% to CoEHHS)	\$ 17,506	\$ 21,007	\$ 27,580	\$ 29,944	\$ 33,096
EL Costs @ 30% of Revenue	\$ 105,037	\$ 126,044	\$ 165,479	\$ 179,663	\$ 198,575
Total Indirect Expenses	\$ 188,721	\$ 224,535	\$ 291,379	\$ 315,683	\$ 347,979
Total All Expenses	\$ 387,211	\$ 430,552	\$ 505,093	\$ 536,531	\$ 576,510
Net Profit/Loss	\$ (37,088)	\$ (10,405)	\$ 46,503	\$ 62,346	\$ 85,406
Net Revenue %	-11%	-2%	8%	10%	13%

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