

# Board of Trustees Finance & Audit Committee Pricing Discussion

February 11, 2021



# UNC

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# Discussion Purposes

- Review UNC's current undergraduate and graduate pricing
- Consider tuition and fee rate scenarios for 2021-22 in preparation for pricing options and recommendations in May
- Identify questions, and garner input and ideas for pricing strategy future direction

# Review Current Pricing



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# Undergraduate Pricing

<b>UG Resident FTE</b>	<b>FY21 UG</b>
<b>Tuition</b>	<b>\$ 7,596</b>
<b>Mandatory Fees:</b>	
Student Service Fees	\$ 997
LEAF	20
Capital Fee	937
Technology Fee	361
Library Fee	150
<b>Subtotal Fees</b>	<b>\$ 2,465</b>
<b>Tuition and Fees</b>	<b>\$ 10,061</b>

- UG Gross Tuition & Fee Revenue for FY21 is projected to be \$86.5 million
  - 78% will be from Tuition, as shown above
  - 18% = Mandatory Fees
  - 2% = Program-specific differential tuition
  - 2% = Academic Fees
  
- 26% of that revenue will be covered by institutional aid (discount)

# FY21 UG Competitive Comparisons

Total Tuition & Fees	FY20 Total	FY21 Total	% Change
Colorado School of Mines	\$ 19,062	\$ 19,100	0.2%
University of Colorado-Boulder	\$ 12,541	\$ 12,505	-0.3%
Colorado State University	\$ 12,082	\$ 12,119	0.3%
University of Colorado-Denver	\$ 11,447	\$ 10,983	-4.1%
Western State University	\$ 10,437	\$ 10,896	4.4%
Colorado State University-Pueblo	\$ 10,446	\$ 10,664	2.1%
University of Colorado-Colorado Springs	\$ 10,463	\$ 10,480	0.2%
<b>University of Northern Colorado</b>	<b>\$ 9,986</b>	<b>\$ 10,062</b>	<b>0.8%</b>
Adams State University	\$ 9,440	\$ 9,560	1.3%
Colorado Mesa University	\$ 9,306	\$ 9,306	0.0%
Metropolitan State University of Denver	\$ 9,149	\$ 9,073	-0.8%
Fort Lewis College	\$ 8,871	\$ 8,895	0.3%

# Differential Tuition

## Why is UNC charging a differential for these classes?

Differential tuition is one element in a university strategic pricing plan designed to enhance UNC academic program quality and student support services. Sciences/SES/Art, Business, Nursing, Music, Theatre and Dance programs all share three traits; they are high quality programs that also face higher demand and higher costs than many UNC programs. The money generated by differential tuition will help maintain quality in these programs and at UNC.

Differential Tuition	FY21 Rate per CH
<b>Program</b>	
Science/SES/Art	\$ 18.00
Business	\$ 40.00
Music/Theatre/Dance	\$ 36.00
Nursing	\$ 64.00

- In FY20, 52% of UG students had Differential Tuition charges.
- The average Differential Tuition charge was \$372.

# Differential Tuition

FY21 Differential Tuition per CH	UNC
<b>Program</b>	
Science/SES/Art	\$ 18.00
Business	\$ 40.00
Music/Theatre/Dance	\$ 36.00
Nursing	\$ 64.00

FY21 Differential Tuition per CH	CU Boulder	CU Denver	CU Co Sprgs*
<b>Program</b>			
Engineering (& Applied Science)	\$ 115.20	\$ 50.00	\$ 71.00
Business	\$ 176.80	\$ 50.00	\$ 71.00
Music	\$ 12.00	\$ -	\$ -
Nursing	\$ -	\$ 107.00	\$ 104.00
LAS, Education, Public Affairs	\$ -	\$ -	\$ 26.00
Media & Communications	\$ 57.60	\$ -	\$ -

\*UCCS Differential Tuition rates apply to Junior/Senior students only.

FY21 Differential Tuition per CH	CSU Ft Collins
<b>Program</b>	
Level I	\$ 55.00
Level II	\$ 72.00
Level III	\$ 95.00

Note: These rates apply to a variety of programs/courses for all students after 60 CH completed (30 CH for Business).

FY21 Differential Tuition per CH	CSU Pueblo
<b>Program</b>	
Engineering	\$ 32.42
Business	\$ 32.42
Computer Science	\$ 32.42
Nursing	\$ 32.42

# Graduate Tuition

Main Campus Graduate Tuition Rates	FY21	
	Resident Rate Per CH	Non-Resident Rate Per CH
<b>Masters's</b>		
MA Tier 1	\$ 560.00	\$1,112.00
MA Tier 2	\$ 610.00	\$ 916.00
MA Tier 3	\$ 615.00	\$1,150.00
MA Tier 4	\$ 630.00	\$1,182.00
MBA	\$ 597.00	\$ 597.00
<b>Doctoral</b>		
Doc Tier 1	\$ 600.00	\$1,216.00
Doc Tier 2	\$ 665.00	\$1,258.00

**MA Tier 1 Programs for example:**

Administrator License, Child & Adolescent Certificate, Cultural Studies & Equity Cert, Early Childhood SPED Endors, Geographic Info Science, SPEDGEN Endors, Most Master's programs in CEBS; Non-Degree Seeking, Education, Educational Psychology, Multilingual Education, Technology, Innovation and Pedagogy, Secondary Pedagogy-MAT, Instructional Design Certificate, Innovative Pedagogy Certificate, Online Instruction Certificate

Extended Campus Graduate Tuition rates are similar to Main Campus Resident rates: \$555 - \$640 per CH.



# FY 2021-22 Pricing Scenarios



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# Undergraduate Tuition

Resident UG Main Campus Tuition per Credit Hour			
Credits per Semester	Tuition	COF	Tuition after COF
1 to 12	\$ 344.00	\$ (40.00)	\$ 304.00
13 to 16	\$ 90.00	\$ (40.00)	\$ 50.00
17+	\$ 344.00	\$ (40.00)	\$ 304.00

**FTE Average Rate:** \$ 253.20

Rate Change Scenarios Tuition per Credit Hour Resident UG Main Campus		
3%	5%	7%
\$ 313.12	\$ 319.20	\$ 325.28
\$ 51.50	\$ 52.50	\$ 53.50
\$ 313.12	\$ 319.20	\$ 325.28

\$ 260.80 | \$ 265.86 | \$ 270.92

# Undergraduate Tuition

	FY21 Tuition per Semester	FY21 Tuition per Academic Year	Rate Change Scenarios per Academic Year Resident UG MC per FTE		
	15 Credits	30 Credits	3%	5%	7%
First 12 Credit Hrs	\$ 3,648	\$ 7,296	\$ 7,515	\$ 7,661	\$ 7,807
+3 Credit Hours	\$ 150	\$ 300	\$ 309	\$ 315	\$ 321
Total Tuition	\$ 3,798	\$ 7,596	\$ 7,824	\$ 7,976	\$ 8,128
Institutional Aid					
Discount Rate*	-27.2%	-27.2%	-27.2%	-27.2%	-27.2%
Discount Value	\$ (1,033)	\$ (2,066)	\$ (2,128)	\$ (2,169)	\$ (2,211)
Net Tuition	\$ 2,765	\$ 5,530	\$ 5,696	\$ 5,806	\$ 5,917
<b>Avg Tuition Impact Per Yr - Before Discount:</b>			<b>\$ 228</b>	<b>\$ 380</b>	<b>\$ 532</b>
<b>Avg Tuition Impact Per Yr - After Discount:</b>			<b>\$ 166</b>	<b>\$ 276</b>	<b>\$ 387</b>

\* Average FY21 Discount for Resident, Full-time, Main-campus, Degree-seeking, Undergraduate students

# Undergraduate Tuition

## UG Tuition Rates - FTE Average per CH

	FY21	3%	5%	7%
<b>Resident</b>	\$ 253.20	\$ 260.80	\$ 265.86	\$ 270.92
<b>Non-Resident / International</b>	\$ 661.80	\$ 681.65	\$ 694.89	\$ 708.13
<b>WUE</b>	\$ 490.80	\$ 505.52	\$ 515.34	\$ 525.16
<b>Extended Campus (Average)</b>	\$ 378.81	\$ 390.17	\$ 397.75	\$ 405.33

## UG Tuition - Academic Year per FTE

	FY21	3%	5%	7%
<b>Resident</b>	\$ 7,596	\$ 7,824	\$ 7,976	\$ 8,128
<b>Non-Resident / International</b>	\$ 19,854	\$ 20,450	\$ 20,847	\$ 21,244
<b>WUE</b>	\$ 14,724	\$ 15,166	\$ 15,460	\$ 15,755
<b>Extended Campus (Average)</b>	\$ 11,364	\$ 11,705	\$ 11,933	\$ 12,160

# Undergraduate Tuition

## Undergraduate Resident Tuition Rates

	FY21	3%	5%	7%
<b>FTE Average per Credit Hour</b>	\$ 253	\$ 261	\$ 266	\$ 271
<b>FTE Average per Academic Yr</b>	\$ 7,596	\$ 7,824	\$ 7,976	\$ 8,128
<b>FTE Average after Discount</b>	\$ 5,530	\$ 5,696	\$ 5,806	\$ 5,917
<b>Net Rate Change Impact</b>		\$ 166	\$ 276	\$ 387

- ~30% of UG-Res students pay \$0 in Tuition and Fees after all Grants & Scholarships

# Undergraduate Tuition

## Undergraduate Tuition Revenue

	FY21 Fcst	
	Fall '20 HC	Tuition Revenue
Resident	6,626	\$ 47.4
Non-Resident / International	426	\$ 8.4
WUE	513	\$ 7.7
Extended Campus	570	\$ 4.8
<b>Total</b>	<b>8,135</b>	<b>\$ 68.3</b>

	FY22 Estimate without Rate Change	
	Fall '21 HC	Tuition Revenue
Resident	6,345	\$ 45.3
Non-Resident / International	487	\$ 8.0
WUE	515	\$ 7.3
Extended Campus	503	\$ 4.7
<b>Total</b>	<b>7,850</b>	<b>\$ 65.3</b>

# Undergraduate Tuition

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Extended Campus	503	\$ 4.7
<b>Total</b>	<b>7,850</b>	<b>\$ 65.3</b>

	3%	5%	7%
Resident	\$ 46.7	\$ 47.6	\$ 48.5
Non-Resident / International	\$ 8.2	\$ 8.4	\$ 8.6
WUE	\$ 7.5	\$ 7.7	\$ 7.8
Extended Campus	\$ 4.8	\$ 4.9	\$ 5.0
<b>Total</b>	<b>\$ 67.3</b>	<b>\$ 68.6</b>	<b>\$ 69.9</b>

Total Impact Before Discount:	\$ 2.0	\$ 3.3	\$ 4.6
Discount (FY21 UG Avg):	\$ (0.5)	\$ (0.8)	\$ (1.2)
<b>Total Impact After Discount:</b>	<b>\$ 1.4</b>	<b>\$ 2.4</b>	<b>\$ 3.4</b>

# FY22 UG Competitive Comparisons

Total Tuition & Fees	FY21 T&F	FY22 T&F	UNC with 5% Tuition Inc.	UNC with 7% Tuition Inc.
Colorado School of Mines	\$ 19,100	\$ 19,673		
University of Colorado-Boulder	\$ 12,505	\$ 12,881		
Colorado State University	\$ 12,119	\$ 12,482		
University of Colorado-Denver	\$ 10,983	\$ 11,312		
Western State University	\$ 10,896	\$ 11,223		
Colorado State University-Pueblo	\$ 10,664	\$ 10,984		
University of Colorado-Colorado Springs	\$ 10,480	\$ 10,794		
<b>University of Northern Colorado</b>	<b>\$ 10,062</b>	<b>\$ 10,363</b>	<b>\$ 10,515</b>	<b>\$ 10,667</b>
Adams State University	\$ 9,560	\$ 9,846		
Colorado Mesa University	\$ 9,306	\$ 9,585		
Metropolitan State University of Denver	\$ 9,073	\$ 9,345		
Fort Lewis College	\$ 8,895	\$ 9,162		



# Differential Tuition

Differential Tuition	FY21 Rate per CH	FY21 Tuition per FTE
<b>Program</b>		<b>18 CH</b>
Science/SES/Art	\$ 18.00	\$ 324.00
Business	\$ 40.00	\$ 720.00
Music/Theatre/Dance	\$ 36.00	\$ 648.00
Nursing	\$ 64.00	\$ 1,152.00

Differential Tuition Rate Change Example - PVA	Rate per CH	Tuition per FTE	Impact per CH	Impact per FTE
<b>Program</b>	<b>6% Increase</b>	<b>18 CH</b>		
Music/Theatre/Dance	\$ 38.16	\$ 686.88	\$ 2.16	\$ 38.88

- School of Music average T & F = \$12,000/yr with differential and fees (UG/Res/FTE)
  - That is about \$2,000 more per year than other students, or 20% higher
- Avg cost of instruction per credit for School of Music is 200% higher than UG average.

# Graduate Tuition

Main Campus Graduate Tuition per FTE (24 CH)	FY21		3% Increase Impact per FTE	
	Resident Tuition Per FTE	Non- Resident Tuition Per FTE	Resident	Non- Resident
<b>Master's</b>				
MA Tier 1	\$ 13,440	\$ 26,688	\$ 403	\$ 801
MA Tier 2	\$ 14,640	\$ 21,984	\$ 439	\$ 660
MA Tier 3	\$ 14,760	\$ 27,600	\$ 443	\$ 828
MA Tier 4	\$ 15,120	\$ 28,368	\$ 454	\$ 851
MBA	\$ 14,328	\$ 14,328	\$ 430	\$ 430
<b>Doctoral</b>				
Doc Tier 1	\$ 14,400	\$ 29,184	\$ 432	\$ 876
Doc Tier 2	\$ 15,960	\$ 30,192	\$ 479	\$ 906

# Student Fees

	UG FY21 Fees per Year per FTE		GR FY21 Fees per Year per FTE	
	30 CH	3%	24 CH	3%
Student Services	\$ 997	\$ 1,027	\$ 997	\$ 1,027
LEAF	20	21	20	21
Capital	937	966	937	966
Technology	361	372	289	297
Library	150	155	150	155
<b>Total Fees</b>	<b>\$ 2,466</b>	<b>\$ 2,540</b>	<b>\$ 2,393</b>	<b>\$ 2,465</b>
Institutional Aid				
Discount Rate*	-26.0%	-26.0%	0.0%	0.0%
Discount Value	\$ (641)	\$ (660)	\$ -	\$ -
<b>Net Fees</b>	<b>\$ 1,825</b>	<b>\$ 1,879</b>	<b>\$ 2,393</b>	<b>\$ 2,465</b>
<b>Average Fees Impact Per Year:</b>		<b>\$ 55</b>		<b>\$ 72</b>

\*For UG: FY21 Avg Discount Rate.

\*For GR: GA/TA with Tuition Waivers have up to 5 CH of Student Services and LEAF fees waived.

# Student Fee Simplification

	FY21 per Year
<b>Undergraduate</b>	
Student Services Fee	\$ 997
LEAF	20
Capital Fee	937
Technology Fee	361
Library Fee	150
<b>Total</b>	<b>\$ 2,466</b>

3% Increase	Other Changes	FY22 Proposed	% Chg
\$ 1,027	\$ 155	\$ 1,182	19%
21		21	3%
966		966	3%
372		372	3%
155	(155)	-	-100%
<b>\$ 2,540</b>	<b>\$ -</b>	<b>\$ 2,540</b>	<b>3%</b>

# FY22 Revenue Implications

	FY22 Revenue	3%	5%	7%
UG Tuition	\$ 65.4	\$ 67.4	\$ 68.7	\$ 70.0
UG Student Fees	\$ 16.6	\$ 17.1		

<b>UG Tuition &amp; Fees Impact after Discount</b>	<b>\$ 1.8</b>	<b>\$ 2.8</b>	<b>\$ 3.8</b>
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	FY22 Revenue	3%
GR Tuition & Fees	\$ 33.5	\$ 34.5

<b>GR Tuition &amp; Fees Impact after Waivers</b>	<b>\$ 0.9</b>
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<b>Net Tuition &amp; Fees Impact</b>	<b>\$ 2.7</b>	<b>\$ 3.7</b>	<b>\$ 4.6</b>
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# Academic Fees

1. **Course Fees:** costs of consumable supplies/equipment for a laboratory or classroom
2. **Supervision Fees:** faculty travel and related expenses for clinical rotations and student teaching
3. **Participation Fees:** pass-thru costs for tickets, admission, travel, etc.
4. **Assessment Fees:** pass-thru costs for tests, evaluations, and assessments including safety and skills performance
5. **Program Fees:** incremental costs for specific programs (e.g. NHS, PVA)
6. **Private Lesson Fees:** individual music lessons

	FY17	FY18	FY19	FY20	Avg per Year
<b>Academic Fee Revenue</b>	\$ 1.7	\$ 1.8	\$ 1.8	\$ 1.8	\$ 1.8
<b>Expenses (as % of Rev)</b>	68%	115%	94%	69%	87%

# Academic Fees

## **Discussion point: Board of Trustees role in approval of Academic Fees**

Current approval process for Academic Fees:

- Course fee needs determined and submitted by faculty/department
- Dean/Director review and approval
- Provost review and approval
  - Typically implemented in Fall semester
  - Occasionally implemented in Spring semester

# Next Steps



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# Next Steps

- 2021-22 Pricing
  - Refine scenarios as state funding picture evolves
  - Additional campus conversations
  - May: Options and recommendations
  - June: Board action
- Future Pricing Discussions

**Thank you!**



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