

|                                                | USD Sioux Falls Campus |                  |                   |                   |                     |
|------------------------------------------------|------------------------|------------------|-------------------|-------------------|---------------------|
|                                                | FY23                   | FY24             | FY25              | FY26              | FY27<br>Projections |
| <b>Total Credits Generated<sup>1</sup></b>     | 11,269                 | 13,009           | 14,451            | 15,773            | 15,156              |
| <b>Students Served<sup>1</sup></b>             | 974                    | 1,086            | 1,222             | 1,216             | 1,111               |
| <b>REVENUES</b>                                |                        |                  |                   |                   |                     |
| <b>Campus Tuition (net of HEFF)</b>            |                        |                  |                   |                   |                     |
| USD <sup>1, 2</sup>                            | 2,877,304              | 3,291,125        | 3,758,143         | 4,151,540         | 4,326,519           |
| SDSU                                           | -                      | -                | -                 | -                 | -                   |
| DSU                                            | -                      | -                | -                 | -                 | -                   |
| <b>Total Tuition</b>                           | <b>2,877,304</b>       | <b>3,291,125</b> | <b>3,758,143</b>  | <b>4,151,540</b>  | <b>4,326,519</b>    |
| <b>Student Fees</b>                            |                        |                  |                   |                   |                     |
| USD <sup>2</sup>                               | 738,849                | 981,412          | 1,242,244         | 1,544,340         | 1,707,835           |
| SDSU                                           | -                      | -                | -                 | -                 | -                   |
| DSU                                            | -                      | -                | -                 | -                 | -                   |
| <b>Total Fees</b>                              | <b>738,849</b>         | <b>981,412</b>   | <b>1,242,244</b>  | <b>1,544,340</b>  | <b>1,707,835</b>    |
| <b>Other Revenue <sup>3</sup></b>              |                        |                  |                   |                   |                     |
| General Funds                                  | 1,806,106              | 2,016,004        | 2,073,810         | 2,149,475         | 2,193,957           |
| Extramural                                     | 1,930,274              | 2,156,274        | 2,198,960         | 1,795,033         | 1,911,924           |
| Institutional Support                          | 316,446                | 557,254          | 529,177           | 411,862           | 522,327             |
| Private                                        | 300,000                | 300,000          | 300,000           | 300,000           | 150,000             |
| Rentals                                        | 252,684                | 123,765          | 130,035           | 121,602           | 142,716             |
| Testing Services                               | 11,568                 | 16,615           | 17,638            | 11,171            | 11,171              |
| Auxiliary Operations                           | 320,569                | 223,792          | 224,050           | 170,947           | 158,289             |
| Other/Misc.                                    | -                      | 3,000            | 1,462             | 2,686             | -                   |
| <b>Total Other Revenue</b>                     | <b>4,937,647</b>       | <b>5,396,703</b> | <b>5,475,132</b>  | <b>4,962,776</b>  | <b>5,090,383</b>    |
| <b>Total Revenues</b>                          | <b>8,553,800</b>       | <b>9,669,240</b> | <b>10,475,519</b> | <b>10,658,655</b> | <b>11,124,737</b>   |
| <b>EXPENSES</b>                                |                        |                  |                   |                   |                     |
| <b>Campus Instructional Costs <sup>4</sup></b> |                        |                  |                   |                   |                     |
| USD                                            | 2,918,619              | 4,098,570        | 4,523,984         | 4,943,992         | 5,317,617           |
| SDSU                                           | -                      | -                | -                 | -                 | -                   |
| DSU                                            | -                      | -                | -                 | -                 | -                   |
| <b>Total Campus Instructional Costs</b>        | <b>2,918,619</b>       | <b>4,098,570</b> | <b>4,523,984</b>  | <b>4,943,992</b>  | <b>5,317,617</b>    |
| <b>USD SF Operating Costs <sup>5</sup></b>     |                        |                  |                   |                   |                     |
| USD                                            | 1,834,823              | 1,798,083        | 1,867,335         | 1,836,898         | 1,996,779           |
| SDSU                                           | -                      | -                | -                 | -                 | -                   |
| DSU                                            | -                      | -                | -                 | -                 | -                   |
| CCSF                                           | -                      | -                | -                 | -                 | -                   |
| <b>Total USD SF Operating Costs</b>            | <b>1,834,823</b>       | <b>1,798,083</b> | <b>1,867,335</b>  | <b>1,836,898</b>  | <b>1,996,779</b>    |
| <b>Other Expenses <sup>6</sup></b>             |                        |                  |                   |                   |                     |
| USD                                            | 3,362,687              | 2,836,543        | 3,064,966         | 2,773,216         | 2,625,562           |
| SDSU                                           | -                      | -                | -                 | -                 | -                   |
| DSU                                            | -                      | -                | -                 | -                 | -                   |
| CCSF                                           | -                      | -                | -                 | -                 | -                   |
| <b>Total Other Operating Costs</b>             | <b>3,362,687</b>       | <b>2,836,543</b> | <b>3,064,966</b>  | <b>2,773,216</b>  | <b>2,625,562</b>    |
| <b>Overhead <sup>7</sup></b>                   |                        |                  |                   |                   |                     |
| USD                                            | 806,623                | 911,809          | 987,841           | 1,005,111         | 1,049,063           |
| SDSU                                           | -                      | -                | -                 | -                 | -                   |
| DSU                                            | -                      | -                | -                 | -                 | -                   |
| <b>Total Overhead</b>                          | <b>806,623</b>         | <b>911,809</b>   | <b>987,841</b>    | <b>1,005,111</b>  | <b>1,049,063</b>    |
| <b>Total Expenses with Overhead</b>            | <b>8,922,752</b>       | <b>9,645,006</b> | <b>10,444,127</b> | <b>10,559,217</b> | <b>10,989,020</b>   |
| <b>Net Revenue after Overhead</b>              |                        |                  |                   |                   |                     |
| USD                                            | (368,952)              | 24,235           | 31,392            | 99,438            | 135,717             |
| SDSU                                           | -                      | -                | -                 | -                 | -                   |
| DSU                                            | -                      | -                | -                 | -                 | -                   |
| CCSF                                           | -                      | -                | -                 | -                 | -                   |
| <b>Total Net Revenue after Overhead</b>        | <b>(368,952)</b>       | <b>24,235</b>    | <b>31,392</b>     | <b>99,438</b>     | <b>135,717</b>      |
| Contribution Margin Before Overhead            | 5.1%                   | 9.7%             | 9.7%              | 10.4%             | 10.6%               |
| Contribution Margin After Overhead             | -4.3%                  | 0.3%             | 0.3%              | 0.9%              | 1.2%                |

#### Footnotes for FY23 Forward

- Credit Hours, Students Served and Tuition Revenues: Includes USD Associate, Undergrad Gen Ed, Biomedical Engineering (BME), Nursing SF, Masters of Social Work (MSW), Doctorate of Nurse Anesthesia (DNAP/CRNA). In District HSDC coordinated by USD SF were included FY19-FY26. For FY27 In-District HSDC coordination was shifted to Academic Affairs.*
- Tuition and Fee Revenues: FY23 forward reflects the change from self support to state support tuition and fees on.*
- Other Revenues: General funds include those allocated in BME, Nursing SF, MSW, and CPCM. Any increase in general funds year over year are the result of general funds salary policy on general funds salaries & benefits or filling of general funds vacant positions. Extramural Revenues include grants and contracts generated by BME/GEAR and CPCM. Institutional Support includes support for BME and DNAP (CRNA) ramp-up. Private support includes DNAP.*
- Campus Instructional Costs: Includes the faculty salaries and benefits related to offering the courses for credit.*
- USD SF Operating Costs: Includes direct operating expenses including salaries and benefits for USD SF VP, campus support staff, admissions & marketing, custodial & maintenance, utilities, technology infrastructure, etc.*
- Other expenses: Includes non-faculty (non-instructional) personal services and OE expenses for the programs/units based out of USD SF such as BME/GEAR, Nursing SF, MSW, DNAP (CRNA) and CPCM.*
- Overhead: previously assessed USD OH of 9.43%*