



Vermont State
University



Tuition Setting

Finance & Facilities
August 22, 2022

Current Sticker Price: Varies By Institution

2022-2023 Tuition	In State			Out-of-State		
	CU	NVU	VTC	CU	NVU	VTC
Undergraduate	11,832	11,592	14,712	28,800	25,680	28,128
Nursing (BSN, RN)	15,456		15,432	28,800		35,592
Dental Hygiene			18,432			28,824
Nursing LPN - 3 term			21,219			44,814
Para medicine - 3 term			21,219			44,814
Radiologic Science			26,464			52,960
Graduate	11,916	11,106	13,410	11,916	16,488	25,650

Full-Time Enrollment Fall 2022

Full-Time Equivalent	In State			Out-of-State			Total		
	CU	NVU	VTC	CU	NVU	VTC	CU	NVU	VTC
Undergraduate	891	798	544	654	452	99	1,545	1,250	643
Nursing (BSN, RN)	172		173	54		18	225		190
Dental Hygiene			45			19			64
Nursing LPN - 3 term			155			14			169
Para Medicine - 3 term			21			1			22
Radiologic Science			30			1			31
Graduate	63	134	3	47	23		110	157	3
	1,126	932	971	755	475	151	1,881	1,407	1,122

Tuition Discounting

VERMONT STATE UNIVERSITY

	2018	2019	2020	2021	2022	2023B
Tuition & Fees	91,570	94,705	96,742	86,068	83,321	78,520
<u>Auxiliary Enterprises</u>	23,738	24,126	18,989	12,253	19,410	18,754
Gross Student Revenue	115,309	118,831	115,732	98,321	102,731	97,274
Scholarship Allowance (Waivers)	(3,889)	(4,175)	(4,844)	(3,150)	(2,896)	(2,157)
<u>Scholarships & Fellowships (Aid)</u>	(12,425)	(17,174)	(19,040)	(16,976)	(19,188)	(19,196)
Total Scholarships & Discounts	(16,314)	(21,349)	(23,884)	(20,126)	(22,084)	(21,353)
Student Revenue Net of Discounts	98,994	97,482	91,848	78,195	80,648	75,921
Discount %	14%	18%	21%	20%	21%	22%

Conceptual Models

Three approaches to tuition:

Baseline

- Set one in-state tuition rate
- Standardize program fees
- Set one out-of-state tuition rate (x2)

Modestly Lower for All Students

- Same as baseline, plus
- slightly lower tuition

Lowest Price for New Students

- Returning students, same as baseline or slightly lower
- New students, substantially lower

Tuition Scenarios By Conceptual Model

<i>Level/Conceptual Model</i>	In State			Out-of-State		
	Baseline	Lower	Lowest	Baseline	Lower	Lowest
Graduate	11,916	11,106	11,000	11,916	11,106	11,000
Undergraduate	11,832	11,592	9,840	23,664	23,184	19,680
Special Undergrad Programs						
Technology, Engineering	14,712	14,472	12,720	26,544	26,064	22,560
Nursing (BN, RN)	15,456	15,216	13,464	27,288	26,808	23,304
Dental Hygiene	18,432	18,192	16,440	30,264	29,784	26,280
Nursing LPN - 3 term	21,219	20,859	18,231	38,967	38,247	32,991
Para Medicine - 3 term	21,219	20,859	18,231	38,967	38,247	32,991
Radiologic Science	26,464	26,224	24,472	38,296	37,816	34,312

Tuition Setting Principles

- Easy to understand, efficient to implement
- Consistent, yet allows differentiation through fees
- Affordable for students & fiscally sustainable for VTSU
- Positive impact on enrollment
- Aid is used strategically
- Out-of-state normalized to reduce discounting



Vermont State University

Next Steps

Financial Analysis

- Net student revenue
- Enrollment patterns
- Break-even analysis

Develop Proposal

- Market Analysis
- Price Review

Board Review

- September Retreat

Financial Analysis

Develop Proposal

Board Review

