

## WEATHERHEAD SCHOOL OF MANAGEMENT

(\$'000 Omitted)

	2003-04 Actual	2004-05 Actual	2005-06 Budget	2005-06 Forecast	2006-07 Budget	% over FY06 Forecast
<b>REVENUE:</b>						
<b>TUITION:</b>						
Undergraduate	5,000	5,498	5,983	5,985	6,538	9.2%
Summer	2,179	1,925	2,015	2,475	2,121	-14.3%
Professional	18,964	17,694	18,293	18,581	18,365	-1.2%
Graduate	1,209	1,169	788	872	685	-21.4%
Fees	87	55	324	243	282	16.0%
<b>Total Tuition</b>	<b>27,439</b>	<b>26,341</b>	<b>27,403</b>	<b>28,156</b>	<b>27,991</b>	<b>-0.6%</b>
<b>ENDOWMENT</b>						
Restricted	2,735	2,581	2,296	2,137	2,580	20.7%
Unrestricted	2,016	1,918	1,909	1,908	1,926	0.9%
<b>Total Endowment</b>	<b>4,751</b>	<b>4,499</b>	<b>4,205</b>	<b>4,045</b>	<b>4,506</b>	<b>11.4%</b>
Research & Training	1,165	811	715	715	784	9.7%
Restricted Gifts	2,669	1,883	1,258	682	593	-13.0%
Overhead Recovery	180	222	247	122	137	12.3%
Unrestricted Gifts	551	318	550	262	328	25.2%
State Support	0	0	0	0	0	
Organized Activities	2,498	2,839	3,073	2,973	3,952	32.9%
Other Income	345	195	195	122	165	35.2%
Auxiliaries	0	0	0	0		
University Support	0	0	0	0	600	
<b>TOTAL REVENUE</b>	<b>39,598</b>	<b>37,108</b>	<b>37,646</b>	<b>37,077</b>	<b>39,056</b>	<b>5.3%</b>
<b>EXPENSE:</b>						
<b>DIRECT</b>						
Faculty Salaries	11,625	11,694	10,711	10,867	10,006	-7.9%
Other Salaries	5,671	4,952	5,168	4,963	4,252	-14.3%
<b>Total Salaries</b>	<b>17,296</b>	<b>16,646</b>	<b>15,879</b>	<b>15,830</b>	<b>14,258</b>	<b>-9.9%</b>
Fringe	4,410	4,406	4,359	4,353	4,129	-5.1%
Student Salaries	1,548	1,662	1,591	1,755	1,204	-31.4%
Student Aid	4,201	4,026	4,018	3,928	3,462	-11.9%
Non-salary	7,413	5,911	6,591	5,900	6,456	9.4%
<b>Total Direct Expense</b>	<b>34,868</b>	<b>32,651</b>	<b>32,438</b>	<b>31,766</b>	<b>29,509</b>	<b>-7.1%</b>
Total Restricted	6,569	5,275	4,269	3,534	3,957	12.0%
Total Unrestricted	28,299	27,376	28,169	28,232	25,552	-9.5%
<b>INDIRECT</b>						
Library	306	309	764	764	764	0.0%
Student Services	678	701	1,321	1,321	1,361	3.0%
Plant	2,731	2,611	2,890	2,890	3,189	10.3%
Info. Tech. Services	1,853	1,725	1,886	1,886	1,886	0.0%
University Services	3,138	3,433	2,347	2,347	2,347	0.0%
Auxiliaries	0	0	0	0	0	
<b>Total Indirect</b>	<b>8,707</b>	<b>8,779</b>	<b>9,208</b>	<b>9,208</b>	<b>9,547</b>	<b>3.7%</b>
<b>TOTAL EXPENSE</b>	<b>43,575</b>	<b>41,430</b>	<b>41,646</b>	<b>40,974</b>	<b>39,056</b>	<b>-4.7%</b>
Contingency & Transfers	(2,241)	0	0	0	0	
Vision Working Capital	0	0	(1,000)	(1,198)		
Surplus/(Deficit)	(1,736)	(4,322)	(3,000)	(2,699)	0	