

Tuition Per Unit	\$ 1,165.00
Target Number Participants	20
Minimum Acceptable	20

Student Costs		
Summer 2012	\$	7,002
Total*	\$	7,002

		FY 13/14		
	# Participants	20		
Total Revenue	\$ 1,165	\$ 139,800	Student Tuition	
	Total Units	6		
Expenses				
Variable:	per class			
Printed materials	\$ -	\$ -		
Total Variable Expenses	\$ -	\$ -		
Gross Margin		\$ 139,800		
Direct Expenses:				
Faculty Payments		\$ 18,000	Faculty Salary	Payments @ \$3,000/unit (20 student minimum)
Cultural Experience		\$ 2,000		
Textbooks		\$ 4,000		
Ground Transportation		\$ 3,000		
Food/Hospitality		\$ 15,540		
Program Administration		\$ 2,000	40 hours @ \$50/hour	
Lodging		\$ 13,965		
To CoBA Administration		\$ 5,000		
ALCI		\$ 5,000		
		\$ -		
	Direct Expenses	\$ 68,505		
	Total Program Expenses	\$ 68,505		
	CSUSM/CO Charges (11% of Rev.)	\$ 15,378		
	CoBA (5% of Rev)	\$ 6,990		
	FAS (6% of Exp)	\$ 4,110		
	IITS (~1.5% of Rev)	\$ 2,097		
	SubTotal Reimbursements	\$ 28,575		
	Total Expenses w/o EL Overhead	\$ 97,080		
	Subtotal--Net position before EL O/H	\$ 42,720		
	EL Overhead (25% of Rev)	\$ 34,950		
	TOTAL EXPENSES with EL Overhead	\$ 132,030		
	Variance	\$ 7,770		

Extended Learning assumes the financial risk for the program agreement. If the projected participant number falls below the projected 20 students, EL will coordinate with CoBA to cancel the program and/or to review options with CoBA to prepare alternative budget solutions/scenarios to hold the program with less than 20 students. EL retains 100% of the program variance to support CSUSM program development and initiatives.

Signatures:

 Dean, Extended Learning

 Provost, Academic Affairs VP

 Dean, College of Business Administration

 Director Procurement, Contracts and Support Serv.