

**ACC Summer Session Document 1**  
**Summer Session 2009 Recommendations**

Recommendation 1:

Summer school enrollment strategies and marketing efforts will focus on increasing summer school enrollments and student retention.

Recommendation 2:

The 2009 Summer School schedule will be completed and available for students to see by November 3, 2008.

Recommendation 3:

Registration for 2009 Summer School will commence on February 9, 2009.

Recommendation 4:

The last day to cancel a class for Summer Session 2009 will be April 13, 2009. After that date, no class can be cancelled.

Recommendation 5:

Continuing faculty pay will be 2.53% of base academic year salary for each credit taught.

Recommendation 6:

Faculty salaries for continuing faculty will be computed using a salary scale in increments of \$1,000. The scale to be used for the faculty member is the next highest \$1,000 increment, i.e. an academic year salary of \$53,200 will be paid at \$54,000.

Recommendation 7:

Summer school salaries for part-time faculty will not change. The pay scales for part-time faculty used in 2008 will be used in 2009. Units which currently pay more than the standard scale during the academic year may continue to pay that scale during summer.

Recommendation 8:

Minimum class sizes will be implemented and enforced. The minimum class size will be 12 for an undergraduate class and 10 for a graduate class. Exceptions to this policy must be granted by the Dean.

Classes which are limited to less students than the minimum because of space or accreditation issues (field trip courses and nursing practicums are examples) may be scheduled and taught with fewer than the established minimums. The minimum enrollment for field courses is \_\_\_\_\_ and the minimum enrollment for a nursing practicum is \_\_\_\_\_.

Recommendation 9:

A 70% guarantee of full faculty salary will be implemented in conjunction with the minimum class size. Faculty are guaranteed at least 70% of full pay so long as the class meets the minimum class size. If the class size is allowed to go below the appropriate

minimum enrollment, faculty pay will be calculated using the pro rata methodology explained in Recommendation 10 below.

**Recommendation 10:**

Faculty will be paid full salary for classes in which enrollment meets or exceeds the breakeven point (Computed using full salary and 60% of tuition as the revenue amount), For enrollments between breakeven and the minimum enrollment, faculty pay will be reduced by \$154 per student credit hour for undergraduate courses and by \$167 per student credit hour for graduate courses for each student credit hour below breakeven. This translates to \$462 and \$616 per student for three and four-credit undergraduate courses and \$500 and \$667 per student for three and four-credit graduate courses.

**Recommendation 11:**

Breakeven may be calculated using a profit margin at the discretion of the Dean.

**Approved:**

Provost's Academic Leadership Team – September 3, 2008

Faculty Senate – September 8, 2008

## ACC Summer Session Document 2

Deans and Associate Deans:

Following this cover page is a 25-page analysis of the summer session enrollments for 2005-2006-2007-2008. The enrollments shown are course enrollments. The information does not identify who offered the course, where it was taught, the mode in which it was taught or the number of sections offered. There is a substantial amount of information which can be gleaned from this report and I will provide some insights later in this message.

The information is presented as follows.

Page 3 are the enrollments in the 12-week sessions. As is evident, there have been very few courses taught in this session over the past 4 years. Courses which were taught on a 12-week basis as well as in another session in the same summer are identified below the courses.

Pages 4 through 9 contain the enrollments in the 10-week and 3-week sessions. The 10-week data is on the left and the 3-week data is on the right. Courses which were taught during a ten or three-week session as well as in a five week session in the same summer are identified below the courses.

Pages 10 through 25 contain the enrollments in the first and second five-week sessions. The first five-week session is on the left and the second five week session is on the right.

The courses are presented in alphabetical order by college. The colleges are in alphabetical order as follows: CAL, CEFNS, COE, FCB, HHS, SBS and GRAD.

Courses identified with an asterick\* are courses which were dynamically dated during a session. A dynamically dated course is one which has meeting dates different than the standard meeting dates for that session. It can have a different start or end date or both the start and end date can be different.

Courses which were only offered one time over the past four years are not listed unless they were offered in 2008. There are a few exceptions to this rule where I wanted to show an effort to offer a course which was unsuccessful.

Below are examples of some information that can be gleaned from this report. There is much more information that can be very useful in determining which courses should be offered and when and how they should be offered.

Example 1:

MUS 333 and MUS 360 should only be offered during one session in any one summer. MUS 333 was offered twice during the three-week session (page 4) and six times during the five week sessions (page 11) resulting in a total enrollment of 110 or an average of 14 per class. Five of the eight times it was offered the enrollments were 10 or less. In 2007 and 2008 it was offered in three of the sessions – three-week, first five-week and second five-week. The highest enrollment in any of these classes was 15; the total enrollment for these six offerings was 44. Only in 2005 and 2006 where it was only offered in the first five-week session did it have appropriate enrollments of 40 and 26.

MUS 360 was offered four times during the three-week session (page 4) and six times during the five week sessions (page 11) resulting in a total enrollment of 197 or an average of 20 per class. Five of the ten times it was offered the enrollments were 14 or less. In 2007 and 2008 it was offered in three of the sessions – three-week, first five-week and second five-week. The highest enrollment in any of these classes was 20; the total enrollment for these six offerings was 64.

Example 2:

ADM 515 – (Pages 9 and 25) from the Master’s of Administration program was offered more times than needed. It was offered 7 times during 2007 and 2008. It was offered in the 07-08 three-week session , 07-08 first five-week session (2 sections in 07) and 07-08 second five-week session. Total enrollment was 96 for an average of 14 per class. During the first five-week session of 2007, the standard dated section had 8 students and the dynamically dated section had 10. Why were two sections of the course offered during the same session when only one was needed?

Example 3:

BME 631 was offered 21 different ways during the four year period (Pages 5 and 14). It was offered each year in the ten-week, three-week , first five-week and second five-week sessions using standard dating. It was also offered three times using dynamic dating during the first five –week sessions and twice using dynamic dating during the second five-week sessions. Seven of these offerings had enrollments of 8 or less. Why were dynamically dated sections offered during the same session as standard dated sessions when enrollments were not sufficient for both sections?

Example 4:

STA 270 was offered the first five-week and second five-week sessions during 05-06-07 (Page 14) with enrollments under 20 each time it was offered. It was only offered during the second five-week session in 2008 with an enrollment of 35. Clearly this course should only be offered during one of these sessions, not both.

There are many other examples of questionable scheduling as well as good scheduling. FCB and SBS appear to do the best job of scheduling their classes to maximize enrollments. However, there are instances in both college when too many classes of the same course was scheduled.

I welcome your questions and comments on this report.

**Summer Sessions Enrollments**  
2005 - 2006 – 2007 - 2008

**Twelve Week Session**

| <b>Course</b> | <b>2005</b> | <b>2006</b> | <b>2007</b> | <b>2008</b> |
|---------------|-------------|-------------|-------------|-------------|
| <b>CAL</b>    |             |             |             |             |
| ARH 347       |             |             | 8           |             |
| ART 301       |             |             | 17          | 13          |
| <b>CEFNS</b>  |             |             |             |             |
| BIO 320       | 28          | 37          | 40          | 35          |
| <b>COE</b>    |             |             |             |             |
| EPS 591       |             | 21          |             | 12          |
| 595           |             | 24          |             | 15          |
| 694           | 13          | 22          | 11          | 3           |
| <b>FCB</b>    |             |             |             |             |
| HA 100        | 23          | 18          | 16          |             |
| 210           | 20          | 19          | 21          | 11          |
| 240           | 20          | 16          | 20          | 13          |
| 260           | 14          | 9           | 9           | 13          |
| 270           | 19          | 21          | 14          | 16          |
| 315W          | 20          | 7           | 11          | 13          |
| 335           | 21          | 21          | 17          | 20          |
| 345           | 26          | 20          | 19          | 25          |
| 355           | 19          | 5           | 13          | 15          |
| 365           | 25          | 34          | 34          | 29          |
| 390           | 25          | 24          | 33          | 29          |
| 400           | 21          | 19          | 12          | 20          |
| 490C          |             | 23          | 33          | 27          |
| <b>HHS</b>    |             |             |             |             |
| HS 305W       |             | 6           | 14          | 12          |
| SHP 300W      |             |             | 28          | 51          |
| <b>GRAD</b>   |             |             |             |             |
| ADM 689       |             | 5           |             |             |

The following courses were also offered during another summer session in the same year:  
 EPS 591 – ten week session and first five-week session  
 EPS 694 – first five-week session



**CEFNS**

|            |      |    |    |    |    |    |    |    |    |
|------------|------|----|----|----|----|----|----|----|----|
| AST        | 498  | 10 | 8  | 8  | 5  |    |    |    |    |
| BIO        | 300  |    | 66 |    |    |    |    |    |    |
|            | 322  |    |    |    | 8  |    |    |    |    |
|            | 498* |    |    |    |    |    | 8  |    | 7  |
|            | 571* |    |    |    |    |    | 5  |    |    |
|            | 680  |    |    |    | 22 |    |    |    |    |
|            | 698* |    |    |    |    |    | 2  |    | 1  |
| CM         | 302W |    |    |    | 12 |    |    |    |    |
|            | 690  |    |    |    | 6  |    |    |    |    |
| EE         | 188  |    |    |    | 22 |    |    |    |    |
| GLG        | 100  | 28 |    | 24 | 25 |    |    |    |    |
|            | 100L | 23 |    | 23 | 24 |    |    |    |    |
|            | 112  |    |    |    | 25 |    |    |    |    |
|            | 112L |    |    |    | 23 |    |    |    |    |
|            | 201  |    |    |    |    | 12 | 8  | 11 | 6  |
| MAT        | 125  | 30 | 18 | 14 | 31 |    |    |    |    |
|            | 136  | 11 | 13 | 27 | 27 |    |    |    |    |
|            | 137  | 15 | 19 | 10 | 20 |    |    |    |    |
|            | 238  | 15 | 19 | 15 | 21 |    |    |    |    |
| <b>COE</b> |      |    |    |    |    |    |    |    |    |
| BME        | 420  |    |    | 18 | 37 | 14 | 17 | 11 | 12 |
|            | 430  | 31 | 50 | 90 | 50 |    |    |    |    |
|            | 530  | 9  |    |    | 27 |    |    |    |    |
|            | 531  |    |    |    |    | 20 | 3  |    |    |
|            | 539  |    |    |    |    |    |    |    | 13 |
|            | 593* |    |    |    |    |    | 6  |    |    |
|            | 631  | 62 | 36 | 80 | 88 | 7  | 7  | 19 | 8  |
|            | 637  |    |    |    | 25 |    |    |    |    |
| CC         | 680  |    |    |    |    |    |    | 11 | 20 |
| ECI        | 300  |    |    |    | 22 |    | 30 |    | 11 |
|            | 307  |    |    |    | 8  | 8  | 10 | 8  | 10 |
|            | 309  |    |    | 13 |    |    |    |    |    |
|            | 312  |    |    |    | 10 |    |    |    |    |
|            | 313  |    |    | 10 |    |    |    |    |    |
|            | 316  |    |    | 10 |    |    |    |    |    |
|            | 321* |    |    |    |    |    | 3  |    | 15 |
|            | 322  |    |    |    | 7  |    |    |    |    |

|     |      |    |    |    |    |    |    |    |    |
|-----|------|----|----|----|----|----|----|----|----|
|     | 323  |    |    |    |    | 11 | 9  | 6  |    |
|     | 526  |    |    |    |    |    | 13 | 6  | 9  |
|     | 531* |    |    |    |    |    | 6  |    |    |
|     | 570  |    | 12 | 8  | 13 |    |    |    |    |
|     | 573  | 24 | 52 |    |    |    |    |    |    |
|     | 575  | 18 | 4  | 6  |    |    |    |    |    |
|     | 593  |    |    |    |    |    | 7  |    | 7  |
|     | 593* |    |    |    |    |    |    | 7  |    |
|     | 675  |    |    |    |    | 14 | 19 |    |    |
|     | 698* |    |    |    |    |    |    |    | 11 |
| EDF | 301W |    | 20 | 16 | 14 |    |    |    |    |
|     | 630  |    |    |    |    | 25 | 33 | 25 | 20 |
|     | 671  | 22 | 22 |    |    |    |    |    |    |
| EDL | 600  |    |    |    |    | 33 | 29 | 29 | 15 |
|     | 650  | 41 | 10 |    |    | 27 | 29 |    |    |
|     | 660  |    |    |    |    | 23 | 24 | 17 |    |
|     | 672  |    |    |    |    |    |    |    | 14 |
|     | 724  | 7  | 3  |    |    |    |    |    |    |
|     | 735* |    |    |    |    |    | 9  |    |    |
|     | 770  | 22 | 18 | 21 | 19 |    |    |    |    |
|     | 788  | 17 | 18 | 21 | 19 |    |    |    |    |
|     | 789  | 13 | 14 | 16 | 20 |    |    |    |    |
| EDR | 610  | 44 | 28 | 63 | 54 | 29 | 24 | 28 | 30 |
|     | 725  | 19 |    | 20 | 34 |    |    |    |    |
| EPS | 525  |    | 11 | 8  |    |    |    |    |    |
|     | 580  |    |    | 25 | 26 | 15 |    |    | 7  |
|     | 590  |    |    |    |    | 20 | 4  | 6  | 3  |
|     | 591  |    | 7  | 21 |    |    |    |    |    |
|     | 595  | 11 |    | 25 |    |    |    |    |    |
|     | 605  | 14 | 26 | 20 | 58 | 39 |    | 5  |    |
|     | 610  |    |    |    |    | 4  | 16 |    |    |
|     | 620  | 25 | 52 | 40 | 54 |    |    |    |    |
|     | 621  |    |    |    |    |    |    |    | 9  |
|     | 661  |    |    |    |    | 13 | 12 |    |    |
| ESE | 380  |    |    | 12 |    |    | 19 |    | 23 |
|     | 434  |    |    | 19 |    |    |    |    |    |
|     | 548  |    |    | 34 | 30 |    |    |    |    |
|     | 548* |    |    |    |    |    | 9  |    |    |
|     | 625  | 21 |    | 23 |    |    |    |    |    |
|     | 656  |    |    |    |    | 7  |    | 13 |    |

|            |      |    |    |    |    |    |    |    |    |
|------------|------|----|----|----|----|----|----|----|----|
| ETC        | 547  | 28 | 22 | 18 |    |    |    |    |    |
|            | 567  | 22 | 18 | 16 |    |    |    |    |    |
| <b>FCB</b> |      |    |    |    |    |    |    |    |    |
| CIS        | 360  | 34 | 35 | 38 | 39 |    |    |    |    |
| <b>HHS</b> |      |    |    |    |    |    |    |    |    |
| AT         | 200  |    |    |    |    | 8  | 5  | 8  | 10 |
|            | 368  |    |    |    |    | 12 | 15 | 9  | 13 |
| CSD        | 602  | 27 | 31 | 30 | 21 |    |    |    |    |
| CTE        | 591  |    |    |    |    |    | 19 | 17 | 18 |
| DH         | 450  | 6  | 24 | 7  | 6  |    |    |    |    |
| HS         | 301  |    |    | 14 | 7  |    |    |    |    |
|            | 303  |    | 18 | 18 | 40 |    |    |    |    |
|            | 307  |    | 5  | 8  | 11 |    |    |    |    |
|            | 405  |    |    |    |    |    | 5  | 12 |    |
|            | 405* |    |    |    |    |    |    |    | 6  |
|            | 455  |    |    |    | 12 |    |    |    |    |
|            | 471  |    |    | 9  | 5  |    |    |    |    |
|            | 570  |    | 6  | 7  |    |    |    |    |    |
|            | 590  |    | 10 | 4  |    |    |    |    |    |
| NUR        | 190  | 54 | 60 | 54 |    |    |    |    |    |
|            | 195  | 27 | 37 | 30 |    |    |    |    |    |
|            | 205  |    |    |    | 28 |    |    |    |    |
|            | 214  |    |    |    |    |    |    |    | 36 |
|            | 215  |    |    |    | 14 |    |    |    |    |
|            | 216  |    |    |    | 52 |    |    |    |    |
|            | 302  | 5  | 4  | 7  | 6  |    |    |    |    |
|            | 304  |    |    |    | 12 |    |    |    |    |
|            | 307  | 15 | 26 | 20 | 14 | 52 | 60 | 54 |    |
|            | 320  |    |    |    | 16 |    |    |    |    |
|            | 325  |    |    |    | 11 |    |    |    |    |
|            | 390  | 34 | 43 | 38 | 26 |    |    |    |    |
|            | 426  |    |    | 58 |    |    |    |    |    |
|            | 444  |    |    |    | 8  |    |    |    |    |
|            | 560  |    |    | 7  | 10 |    |    |    |    |
|            | 650  | 6  | 8  |    |    |    |    |    |    |
|            | 651  | 6  | 8  |    |    |    |    |    |    |
| PT         | 601  | 37 | 41 | 41 |    |    |    |    |    |
|            | 670  | 56 | 20 | 19 |    |    |    |    |    |

|             |      |    |    |    |    |    |    |    |
|-------------|------|----|----|----|----|----|----|----|
|             | 670* |    |    |    |    | 20 | 22 | 23 |
|             | 687* |    |    |    |    | 20 | 22 | 23 |
|             | 720* |    |    |    |    | 7  | 16 | 11 |
|             | 735* |    |    |    |    | 9  | 11 | 8  |
| SHP         | 310  |    | 25 | 24 | 24 |    |    |    |
| <b>SBS</b>  |      |    |    |    |    |    |    |    |
| ANT         | 253  |    | 16 | 13 |    |    |    |    |
|             | 303  |    |    | 12 | 16 |    |    |    |
| CJ          | 101  | 49 | 25 | 30 | 17 |    |    |    |
|             | 250  | 26 | 24 |    |    |    |    |    |
|             | 355  |    |    | 25 |    |    |    |    |
|             | 480  | 29 | 34 | 35 | 18 |    |    |    |
| COM         | 382* |    |    |    |    |    |    | 6  |
|             | 400  |    |    |    |    | 18 | 29 | 23 |
|             |      |    |    |    |    |    |    | 15 |
| DIS         | 521  |    |    | 15 | 23 |    |    |    |
|             | 525  |    |    | 24 | 15 |    |    |    |
|             | 528  |    |    |    | 6  |    |    |    |
|             | 529  |    |    | 26 | 9  |    |    |    |
|             | 539  |    |    |    | 11 |    |    |    |
| GGR         | 248  |    |    |    |    | 31 | 56 | 37 |
|             | 480C |    |    |    |    | 10 |    | 5  |
|             |      |    |    |    |    |    |    | 38 |
|             |      |    |    |    |    |    |    | 10 |
| PAS         | 355  |    |    |    | 12 |    |    |    |
| PL          | 201  |    |    |    |    | 14 | 12 | 14 |
| POS         | 543  |    |    |    |    |    |    | 10 |
|             | 644  | 41 | 16 | 22 |    |    |    |    |
| PRM         | 214* |    |    |    |    |    |    | 2  |
|             | 360  |    |    | 26 | 32 |    |    |    |
| PSY         | 320  |    |    | 27 | 15 |    |    |    |
| SC          | 314  |    |    |    |    |    | 7  |    |
|             | 424  |    |    |    |    |    |    | 21 |
| SOC         | 301  | 7  | 23 | 10 |    |    |    |    |
| <b>GRAD</b> |      |    |    |    |    |    |    |    |

|     |     |    |    |    |    |    |
|-----|-----|----|----|----|----|----|
| ADM | 515 |    |    |    | 23 | 10 |
|     | 689 |    | 13 | 16 |    |    |
| PM  | 681 | 33 | 10 | 9  |    |    |
|     | 683 |    | 21 | 23 |    |    |

The following courses were also offered during a five-week summer session in the same year:

ART 142-161-181  
 ENG 305W  
 HUM 381-382  
 MUS 333-360  
 REL 150  
 BIO 680  
 GLG 100-100L-112-112L  
 BME 420-430-539-593-631-637  
 ECI 307-321-322-526-531-593-675-698  
 EDF 301W-630-671  
 EDL 600-650-660-724-735  
 EDR 610  
 EPS 525-580-590-591-595-605-610-620-661  
 ESE 380-548-656  
 ETC 547  
 CIS 360  
 HS 301  
 PT 670-687-720-735  
 CJ 101  
 POS 644  
 SC 424  
 SOC 301  
 ADM 515

| <b>First Five Week Session</b> |             |             |             |             | <b>Second Five Week Session</b> |             |             |             |
|--------------------------------|-------------|-------------|-------------|-------------|---------------------------------|-------------|-------------|-------------|
| <b>Course</b>                  | <b>2005</b> | <b>2006</b> | <b>2007</b> | <b>2008</b> | <b>2005</b>                     | <b>2006</b> | <b>2007</b> | <b>2008</b> |
| <b>CAL</b>                     |             |             |             |             |                                 |             |             |             |
| ARH 141                        |             |             |             | 11          |                                 |             |             |             |
| 142                            |             |             |             | 13          |                                 |             |             |             |
| 352*                           |             | 15          |             |             |                                 |             |             |             |
| <b>ART</b>                     |             |             |             |             |                                 |             |             |             |
| 100                            |             |             | 19          | 15          | 19                              | 18          | 21          | 16          |
| 135                            | 12          |             | 7           | 7           | 8                               | 14          |             | 16          |
| 136                            |             |             |             |             |                                 | 5           | 5           | 8           |
| 142                            |             | 12          | 10          | 7           |                                 |             |             |             |
| 150                            | 5           | 9           |             | 14          | 6                               |             | 9           |             |
| 161                            | 19          | 15          | 12          | 8           |                                 |             |             |             |
| 171                            | 25          | 31          | 19          | 11          |                                 |             |             |             |
| 181                            | 5           | 4           | 8           |             | 10                              | 9           |             |             |
| 262                            |             |             |             |             | 25                              | 14          | 9           | 13          |
| 375*                           |             |             |             |             |                                 | 2           |             |             |
| <b>ENG</b>                     |             |             |             |             |                                 |             |             |             |
| 70X                            |             |             |             |             | 9                               | 27          |             |             |
| 110                            | 101         | 136         | 153         | 159         |                                 |             |             |             |
| 245                            |             |             |             |             |                                 |             |             | 50          |
| 247                            |             |             |             | 13          |                                 |             |             |             |
| 270                            |             | 12          | 11          | 16          |                                 |             |             |             |
| 271                            |             |             |             |             |                                 | 10          |             | 13          |
| 302W                           |             | 21          | 13          |             |                                 |             |             |             |
| 305W                           | 14          | 40          | 6           |             |                                 |             |             |             |
| 308                            | 13          | 10          |             |             |                                 |             |             |             |
| 321                            |             |             |             |             | 9                               | 27          |             |             |
| 403                            |             |             |             |             | 7                               | 7           |             |             |
| 517                            |             |             |             |             | 17                              | 30          |             | 30          |
| 518                            |             | 9           |             | 6           |                                 |             |             | 15          |
| 522                            |             |             |             |             |                                 |             |             | 20          |
| 523                            |             |             |             |             |                                 |             |             | 20          |
| 528                            |             |             |             |             | 9                               | 7           |             | 5           |
| 547*                           |             |             |             | 18          |                                 |             |             |             |
| 548                            | 10          | 7           | 5           |             |                                 |             |             |             |
| 559                            |             |             |             |             | 3                               | 3           | 4           |             |
| 576                            | 18          |             |             |             |                                 |             |             |             |
| 576*                           |             | 23          |             |             |                                 |             | 9           |             |
| 583                            | 5           | 2           |             |             | 7                               | 8           |             |             |
| 672*                           |             |             | 3           |             |                                 | 3           |             |             |
| <b>FRE</b>                     |             |             |             |             |                                 |             |             |             |
| 101                            |             | 11          | 7           |             |                                 |             |             |             |
| 102                            |             |             |             |             | 13                              | 9           | 4           |             |

|      |      |     |    |    |    |    |    |    |    |  |
|------|------|-----|----|----|----|----|----|----|----|--|
| HIS  | 200  |     |    |    | 6  |    |    |    |    |  |
|      | 241  |     | 28 |    | 23 |    |    | 32 |    |  |
|      | 300W | 13  | 13 | 13 | 13 |    |    |    |    |  |
|      | 308  |     |    |    |    |    | 18 |    |    |  |
|      | 344  |     | 24 |    | 31 | 21 |    | 36 |    |  |
|      | 394  |     |    |    |    | 27 | 14 |    |    |  |
|      | 430  | 4   | 9  |    |    |    |    |    |    |  |
|      | 430* |     |    | 3  |    |    |    |    |    |  |
|      | 451  |     |    |    |    | 9  | 6  | 13 | 19 |  |
|      | 487  |     |    |    |    | 32 |    |    |    |  |
|      | 488* |     | 9  |    |    |    |    |    |    |  |
|      | 530* |     |    |    | 3  |    |    |    |    |  |
|      | HUM  | 101 |    | 18 | 31 | 31 | 19 | 24 | 21 |  |
| 120  |      |     |    |    | 23 |    |    |    |    |  |
| 281  |      |     |    | 18 | 22 |    |    |    |    |  |
| 345W |      |     |    |    | 17 |    |    |    |    |  |
| 371  |      |     | 19 | 34 | 30 | 8  | 21 | 32 |    |  |
| 373  |      | 21  | 19 | 23 | 18 | 19 | 11 | 19 | 24 |  |
| 381  |      |     |    |    | 17 |    | 24 | 22 | 34 |  |
| 382  |      |     |    |    |    |    |    |    | 27 |  |
| 102  |      |     |    |    |    | 7  | 9  |    |    |  |
| LAT  | 101  | 15  | 13 | 11 | 2  |    |    |    |    |  |
|      | 102  |     |    |    |    | 13 | 14 | 11 | 3  |  |
| MUP  | 101  | 1   | 2  |    |    |    |    |    |    |  |
|      | 102  | 5   | 2  |    |    |    |    |    |    |  |
|      | 201  | 1   | 1  |    |    |    |    |    |    |  |
| MUS  | 122  | 6   | 9  | 11 | 12 |    |    |    |    |  |
|      | 132  | 6   | 8  | 9  | 10 |    |    |    |    |  |
|      | 333  | 40  | 26 | 15 | 5  |    |    | 6  | 10 |  |
|      | 360  | 29  | 26 | 20 | 14 |    |    | 11 | 12 |  |
|      | 603  |     |    |    |    |    | 19 |    |    |  |
|      | 619  | 18  |    | 8  |    |    |    |    |    |  |
|      | 642  |     |    |    |    | 19 |    |    |    |  |
|      | 646  |     |    |    |    |    | 18 |    |    |  |
|      | 670  | 16  | 22 |    |    |    |    | 7  |    |  |
|      | 698  |     |    |    |    | 50 |    |    |    |  |
|      | 698* |     | 2  | 14 |    |    |    | 8  |    |  |
| PHI  | 101  |     |    |    |    |    |    | 20 | 20 |  |
|      | 103  | 19  | 19 |    | 20 |    | 23 |    | 23 |  |

|              |      |    |    |    |    |    |    |    |    |  |
|--------------|------|----|----|----|----|----|----|----|----|--|
|              | 105  | 21 | 17 | 25 | 25 |    | 19 |    |    |  |
|              | 223  | 6  |    | 22 |    |    |    |    |    |  |
|              | 322W | 12 |    | 22 |    |    |    |    |    |  |
|              | 352  |    |    |    |    |    |    | 5  |    |  |
|              | 382  |    |    |    | 16 |    |    |    |    |  |
| REL          | 150  | 6  |    |    | 27 |    |    |    |    |  |
|              | 351  |    |    |    |    | 18 | 37 | 65 |    |  |
| SPA          | 101  | 13 | 19 | 16 | 36 | 19 | 15 | 13 | 16 |  |
|              | 102  |    |    |    |    | 9  | 10 | 13 | 38 |  |
|              | 201  | 16 | 12 | 13 | 18 |    |    |    |    |  |
|              | 202  |    |    |    |    | 12 | 11 | 11 | 17 |  |
|              | 301  |    |    |    | 9  |    |    |    |    |  |
|              | 353  |    |    |    |    | 19 |    |    | 4  |  |
|              | 404  |    |    |    |    |    |    | 10 |    |  |
|              | 524  |    |    |    |    |    | 6  |    |    |  |
| <b>CEFNS</b> |      |    |    |    |    |    |    |    |    |  |
| AST          | 201* |    |    | 18 |    |    |    |    |    |  |
| BIO          | 100  | 9  | 15 | 18 |    |    |    |    |    |  |
|              | 100L | 8  | 11 | 16 | 7  |    |    |    |    |  |
|              | 100* |    |    |    | 11 |    |    |    |    |  |
|              | 181  | 23 | 18 | 22 | 19 |    |    |    |    |  |
|              | 181L | 23 | 13 | 19 | 11 |    |    |    |    |  |
|              | 182  | 38 | 48 | 42 | 66 |    |    |    |    |  |
|              | 201  | 76 | 58 | 56 |    |    |    |    |    |  |
|              | 201* |    |    |    | 46 |    |    |    |    |  |
|              | 202  |    |    |    |    | 86 | 58 | 40 | 60 |  |
|              | 205  |    | 32 |    | 36 |    |    |    |    |  |
|              | 300  | 12 |    |    | 11 |    |    | 21 |    |  |
|              | 300* |    |    | 14 |    |    |    |    |    |  |
|              | 305W |    | 6  |    | 13 |    |    |    |    |  |
|              | 322* |    |    |    |    |    | 12 |    |    |  |
|              | 326  | 5  |    |    | 7  |    |    |    |    |  |
|              | 340  | 27 | 9  | 12 | 21 |    |    |    |    |  |
|              | 366  | 13 | 13 | 8  | 10 |    |    |    |    |  |
|              | 571  |    |    |    |    | 10 | 12 |    | 11 |  |
|              | 571* |    |    |    | 10 |    | 19 | 33 |    |  |
|              | 680* |    |    | 23 | 4  |    |    |    |    |  |
|              | 683  | 13 | 42 |    | 41 |    |    |    |    |  |
|              | 683* |    | 27 | 93 |    |    |    |    |    |  |

|      |      |    |    |    |    |    |    |    |    |
|------|------|----|----|----|----|----|----|----|----|
| CHM  | 151  | 34 | 23 | 34 | 25 |    |    |    |    |
|      | 151L | 19 | 24 | 23 | 25 |    |    |    |    |
|      | 152  |    |    |    |    | 27 | 34 | 25 | 39 |
|      | 152I |    |    |    |    | 19 | 18 | 22 | 24 |
|      | 235  | 19 | 22 | 20 | 19 |    |    |    |    |
|      | 235L | 18 | 8  | 10 | 10 |    |    |    |    |
|      | 238  |    |    |    |    | 13 | 14 | 9  | 14 |
|      | 360  | 31 | 33 | 34 |    |    |    |    | 47 |
| CS   | 122  |    |    |    | 17 |    |    |    |    |
| EGR  | 101  |    |    | 20 |    |    |    |    |    |
|      | 101* |    |    |    | 23 |    |    |    |    |
| EXS  | 150  | 22 | 25 | 23 | 12 |    |    |    | 13 |
| FOR  | 101  |    |    | 11 | 15 |    |    |    |    |
|      | 211  |    |    |    |    | 14 |    |    |    |
|      | 211* |    |    |    |    |    |    |    | 2  |
|      | 222  | 11 | 10 | 11 | 17 |    |    |    |    |
| GLG  | 100  |    |    |    | 19 |    |    | 12 |    |
|      | 100L |    |    |    | 18 |    |    | 13 |    |
|      | 112  |    |    |    |    |    |    |    | 9  |
|      | 112L |    |    |    |    |    |    |    | 8  |
|      | 602  |    | 18 |    |    |    |    |    |    |
|      | 602* |    | 12 |    |    |    | 24 | 11 |    |
| MAT  | 114  | 18 | 24 | 24 | 35 | 18 | 22 | 32 |    |
|      | 114* |    | 16 |    |    |    |    |    |    |
|      | 119  | 10 | 13 | 8  |    | 8  | 20 | 21 | 24 |
|      | 150  | 4  | 8  |    |    |    |    |    |    |
|      | 155  |    |    |    |    | 9  | 12 | 11 | 18 |
|      | 226  | 12 | 6  | 11 |    |    |    |    |    |
|      | 239  |    |    | 16 | 21 | 16 | 19 |    |    |
|      | 411C |    |    |    |    | 11 | 5  |    |    |
|      | 431C | 11 | 6  |    |    |    |    |    |    |
|      | 502* |    |    |    |    |    | 28 |    | 26 |
| 593* |      | 35 |    |    |    | 29 | 19 |    |    |
| PHY  | 111  | 16 | 15 | 14 | 19 |    |    |    |    |
|      | 111L | 16 | 15 | 13 | 19 |    |    |    |    |
|      | 112  |    |    |    |    | 15 | 22 | 17 | 18 |
|      | 112L |    |    |    |    | 15 | 22 | 17 | 18 |

|            |      |    |    |    |    |    |    |    |    |
|------------|------|----|----|----|----|----|----|----|----|
| STA        | 270  | 19 | 11 | 11 |    | 14 | 15 | 14 | 35 |
| SCI        | 611* |    |    | 13 |    |    |    |    |    |
| <b>COE</b> |      |    |    |    |    |    |    |    |    |
| BME        | 310  | 3  |    |    | 5  | 8  |    | 8  | 11 |
|            | 310* |    |    |    | 10 |    |    |    |    |
|            | 420  |    |    |    |    | 8  | 22 |    | 18 |
|            | 420* |    |    |    |    |    |    | 5  | 11 |
|            | 430  | 31 | 31 | 30 | 45 | 15 | 30 | 8  |    |
|            | 437  |    |    |    | 14 |    |    |    |    |
|            | 450  |    | 9  | 9  | 10 |    |    |    |    |
|            | 480* |    | 20 |    |    |    | 8  |    | 3  |
|            | 530  | 31 | 14 | 32 |    |    |    |    |    |
|            | 530* |    |    |    |    |    |    | 5  |    |
|            | 531  | 13 |    |    | 4  |    |    |    |    |
|            | 533  |    |    |    |    | 12 | 14 |    |    |
|            | 533* |    |    |    | 3  |    | 6  |    |    |
|            | 537* |    |    |    |    |    |    | 12 | 12 |
|            | 538  | 55 | 35 | 8  |    |    |    | 19 | 7  |
|            | 538* |    |    |    |    |    | 19 | 2  | 4  |
|            | 539  |    |    |    |    | 6  | 7  | 15 | 4  |
|            | 593* |    | 23 |    |    |    | 6  |    |    |
|            | 631  | 6  | 17 | 82 | 36 | 28 | 34 | 77 | 8  |
|            | 631* |    | 41 | 5  | 26 |    | 17 |    | 3  |
|            | 634  | 26 | 12 | 9  | 11 | 15 | 8  | 9  | 16 |
|            | 634* |    |    | 15 |    |    |    |    |    |
|            | 637  | 35 | 20 | 7  | 6  | 23 |    |    | 6  |
|            | 698  |    |    |    |    |    |    |    | 11 |
| CC         | 580  | 47 | 47 | 32 | 17 |    |    |    |    |
|            | 580* |    |    |    |    |    |    |    | 6  |
|            | 589  |    |    |    |    | 19 | 16 | 23 | 7  |
|            | 590  | 15 | 7  | 15 |    |    | 11 | 16 | 1  |
|            | 590* |    |    |    |    |    |    | 3  | 7  |
|            | 620  |    |    |    |    | 14 |    | 13 |    |
|            | 640  |    |    |    |    | 10 | 9  | 29 | 13 |
|            | 640* |    |    |    | 18 |    | 5  |    |    |
|            | 670* |    |    |    | 5  |    |    |    | 2  |
|            | 688  |    |    |    |    |    | 9  | 19 |    |
|            | 688* |    |    |    |    |    |    |    | 7  |
| CTE        | 300* |    | 10 | 3  | 11 |    |    |    |    |
|            | 301  |    |    |    |    | 14 | 23 | 11 | 9  |
|            | 301* |    | 9  |    |    |    |    | 14 |    |
|            | 330  |    | 25 |    | 7  |    |    |    |    |

|     |       |    |    |    |    |    |    |    |    |
|-----|-------|----|----|----|----|----|----|----|----|
|     | 340W* |    | 15 |    |    |    |    |    | 6  |
|     | 355   |    |    |    |    |    |    | 8  | 10 |
|     | 408C  |    |    |    |    | 7  | 10 |    |    |
|     | 408C* |    |    |    |    |    |    | 11 | 5  |
|     | 433*  |    |    |    | 4  |    |    | 12 | 5  |
|     | 465*  |    |    | 13 | 9  |    |    |    | 15 |
|     | 486   |    |    |    |    |    | 14 | 7  | 9  |
|     | 486*  |    |    | 8  |    |    |    |    |    |
|     | 503   |    |    |    |    | 4  | 6  | 3  | 3  |
|     | 532   |    |    |    |    |    |    |    | 15 |
|     | 608   |    |    |    |    | 12 | 6  | 8  | 1  |
|     | 670   | 14 | 15 | 15 | 18 |    |    |    |    |
|     | 674*  |    | 11 | 7  |    |    |    |    |    |
|     | 692   | 12 |    | 19 |    |    | 20 |    | 9  |
|     | 696   |    |    |    |    | 20 | 19 |    | 17 |
| ECI | 300   |    | 43 | 11 | 8  |    |    |    |    |
|     | 300*  |    |    |    | 2  |    |    |    |    |
|     | 305   | 8  | 19 | 34 | 31 |    | 27 | 37 | 30 |
|     | 306   | 32 | 46 |    | 27 | 21 | 9  | 14 | 7  |
|     | 306*  |    |    | 18 | 3  |    |    |    |    |
|     | 307   | 54 |    | 43 |    |    |    |    |    |
|     | 307*  |    |    |    |    |    | 3  |    |    |
|     | 309   |    |    |    |    |    |    | 22 | 19 |
|     | 310   |    |    |    |    | 8  | 4  | 19 |    |
|     | 310*  |    |    |    |    |    |    |    | 15 |
|     | 312   |    |    |    |    |    |    |    | 19 |
|     | 312*  |    |    |    |    |    |    |    | 5  |
|     | 313*  |    |    |    |    |    |    |    | 21 |
|     | 316*  |    |    |    |    |    |    |    | 10 |
|     | 320   | 5  | 23 | 30 |    |    |    |    | 20 |
|     | 320*  |    | 6  |    |    |    |    |    |    |
|     | 321   | 8  | 14 |    | 7  |    |    |    |    |
|     | 321*  |    |    |    | 17 |    |    |    |    |
|     | 322   | 14 | 15 | 12 |    |    |    |    | 22 |
|     | 330   | 19 | 26 | 7  |    |    |    |    |    |
|     | 450   |    |    |    |    | 9  | 10 |    |    |
|     | 465   |    |    |    |    | 6  | 10 | 7  | 5  |
|     | 521   | 28 | 6  | 9  |    |    |    |    |    |
|     | 522   | 5  | 6  | 4  |    |    |    |    |    |
|     | 524   | 9  | 7  | 12 |    | 37 |    | 10 |    |
|     | 524*  |    |    |    | 9  |    |    |    |    |
|     | 526   | 47 | 23 | 28 | 30 |    | 6  |    | 14 |
|     | 531   | 49 | 77 | 87 | 52 | 31 | 45 | 5  | 25 |
|     | 531*  |    | 19 | 4  | 9  |    | 14 |    |    |
|     | 540   | 3  |    | 3  |    |    |    |    |    |

|      |    |    |    |    |    |    |    |    |   |
|------|----|----|----|----|----|----|----|----|---|
| 540* |    |    |    |    |    |    |    |    | 7 |
| 541  | 82 | 71 | 47 | 19 | 19 | 25 | 36 | 35 |   |
| 541* |    |    | 17 | 5  |    |    | 7  | 16 |   |
| 551  |    |    |    |    | 19 | 12 | 11 | 4  |   |
| 551* |    | 14 |    |    |    |    |    |    |   |
| 565  |    |    |    |    | 2  | 3  | 4  | 3  |   |
| 571  |    |    |    |    | 9  | 6  | 1  |    |   |
| 572  |    |    |    |    | 8  | 6  | 1  |    |   |
| 573  |    |    |    |    |    |    | 16 | 11 |   |
| 573* |    |    |    |    |    |    | 12 | 16 |   |
| 575  |    |    |    |    |    |    |    | 10 |   |
| 593  |    |    |    |    | 1  | 1  | 3  |    |   |
| 593* |    |    |    | 18 |    |    |    |    |   |
| 602  |    |    |    |    | 28 | 19 | 37 | 36 |   |
| 602* |    |    |    |    |    | 9  | 8  | 12 |   |
| 603  |    |    |    |    |    |    | 17 | 21 |   |
| 620  |    |    |    |    |    | 3  | 2  | 30 |   |
| 620* |    |    | 7  | 21 |    |    |    | 1  |   |
| 621  |    |    |    |    |    |    | 31 | 29 |   |
| 621* |    |    |    |    |    |    | 10 |    |   |
| 622  |    |    |    |    | 4  |    |    | 7  |   |
| 625  | 12 |    |    | 26 | 19 | 24 | 5  |    |   |
| 642  |    |    |    |    |    | 12 |    |    |   |
| 642* |    | 19 |    | 6  |    |    |    |    |   |
| 643  |    |    |    |    | 21 | 25 | 30 | 20 |   |
| 644* |    |    |    | 18 |    |    |    |    |   |
| 645* |    | 16 |    | 13 |    |    |    |    |   |
| 647  |    |    |    |    |    | 3  | 2  |    |   |
| 647* |    |    |    | 22 |    |    |    |    |   |
| 648* |    |    |    |    |    |    | 19 | 10 |   |
| 649  |    |    |    |    | 5  |    | 14 | 16 |   |
| 649* |    | 20 |    | 20 |    |    |    | 1  |   |
| 650  |    |    |    |    |    | 1  | 5  |    |   |
| 651  |    |    |    |    | 24 | 24 |    | 25 |   |
| 652  |    |    |    |    |    |    | 21 | 15 |   |
| 659  |    |    |    |    | 23 | 11 | 22 | 23 |   |
| 661  |    |    |    |    | 46 | 47 | 62 | 63 |   |
| 661* |    |    |    | 15 |    |    | 4  | 8  |   |
| 666* |    | 19 | 35 | 15 |    |    |    |    |   |
| 671  |    |    |    |    | 23 | 47 | 27 | 2  |   |
| 671* |    | 19 |    | 29 |    |    |    |    |   |
| 672* |    |    |    |    |    | 6  |    |    |   |
| 674* |    | 1  |    |    |    |    |    |    |   |
| 675  |    |    |    |    | 40 | 28 | 28 | 22 |   |
| 675* |    |    |    | 24 |    |    |    | 3  |   |
| 696  |    |    |    |    | 28 | 44 | 45 | 24 |   |

|     |      |    |    |    |    |    |    |     |     |
|-----|------|----|----|----|----|----|----|-----|-----|
|     | 696* |    | 19 |    |    |    |    | 11  | 6   |
|     | 698  |    |    |    |    | 35 | 20 | 52  | 34  |
|     | 698* | 23 | 12 | 7  |    |    |    |     | 9   |
|     | 730  |    |    |    |    |    | 7  | 2   | 4   |
|     | 760  |    |    |    |    | 3  | 19 | 8   |     |
|     | 761  |    |    |    |    | 3  | 14 |     |     |
| ECT | 551  | 33 | 43 | 48 | 65 |    |    |     |     |
|     | 573  | 42 | 26 | 6  | 12 |    |    |     |     |
|     | 575  |    | 4  | 11 | 9  |    |    |     |     |
|     | 593  | 1  |    | 25 |    |    |    |     |     |
|     | 602  | 71 | 51 | 46 | 30 |    |    |     |     |
|     | 620  | 51 | 75 | 41 | 33 |    |    |     |     |
|     | 621  | 21 | 34 |    | 15 |    |    |     |     |
|     | 642  | 51 | 41 | 29 | 22 |    |    |     |     |
|     | 643  | 4  | 11 |    |    |    |    |     |     |
|     | 647  |    | 23 | 10 |    |    |    |     |     |
|     | 649  | 44 | 26 | 73 | 24 |    |    |     |     |
|     | 651  | 8  | 1  | 17 |    |    |    |     |     |
|     | 659  | 28 | 19 | 9  |    |    |    |     |     |
|     | 661  | 10 | 12 | 30 | 7  |    |    |     |     |
|     | 666  | 30 | 21 | 22 | 27 |    |    |     |     |
|     | 671  | 27 |    | 12 | 29 |    |    |     |     |
|     | 675  | 57 | 30 | 32 | 30 |    |    |     |     |
|     | 696  | 68 | 30 | 32 | 38 |    |    |     |     |
|     | 740  | 9  | 19 | 9  | 4  |    |    |     |     |
| EDF | 200  |    |    |    |    | 10 | 8  | 14  | 10  |
|     | 301W | 60 | 10 | 31 | 7  | 27 | 5  | 5   | 5   |
|     | 500  |    | 32 | 59 | 28 | 44 | 25 | 4   | 75  |
|     | 500* |    |    |    |    |    |    |     | 2   |
|     | 630  | 27 |    | 25 | 21 |    |    | 17  | 20  |
|     | 670  | 14 | 6  | 33 | 14 |    |    |     |     |
|     | 670* |    | 20 | 5  | 1  |    |    |     |     |
|     | 671  | 67 | 40 | 47 | 40 | 81 | 79 | 60  | 21  |
|     | 671* |    | 19 |    |    |    |    |     | 15  |
|     | 672  | 8  | 7  |    | 8  | 21 | 4  | 25  | 9   |
|     | 673  |    | 12 | 11 | 13 | 19 |    | 5   |     |
|     | 677  | 21 | 22 | 43 | 41 | 21 | 39 | 22  | 22  |
| EDL | 593* |    |    |    |    |    | 7  |     |     |
|     | 600  | 69 | 66 | 90 | 63 | 12 | 18 |     | 44  |
|     | 600* |    |    |    | 15 |    |    |     |     |
|     | 630  | 52 | 59 | 27 | 30 | 33 | 45 | 8   | 31  |
|     | 630* |    | 2  | 10 |    |    |    |     | 10  |
|     | 650  | 85 | 77 | 27 | 37 | 27 | 34 | 103 | 100 |

|     |      |     |    |    |    |     |    |    |    |
|-----|------|-----|----|----|----|-----|----|----|----|
|     | 650* |     |    |    | 14 |     |    | 21 | 9  |
|     | 660  | 38  | 49 | 30 | 21 | 27  | 38 | 15 | 16 |
|     | 660* |     |    | 7  |    |     |    |    | 11 |
|     | 680  | 28  | 44 | 37 | 22 | 68  | 42 | 10 | 5  |
|     | 722  | 56  | 34 | 13 |    | 29  | 69 | 56 | 63 |
|     | 722* |     |    |    | 28 |     |    |    |    |
|     | 723  | 27  | 40 | 20 | 71 | 55  | 22 | 77 | 43 |
|     | 723* |     | 9  |    | 12 |     | 15 |    | 28 |
|     | 724* |     | 16 |    |    |     |    |    |    |
|     | 725  | 72  | 39 | 74 | 99 | 32  | 39 | 50 | 31 |
|     | 725* |     |    | 21 | 18 |     |    | 14 | 13 |
|     | 727  |     | 10 | 36 | 37 |     |    |    | 23 |
|     | 729  | 66  | 10 |    | 36 | 15  | 65 | 21 | 15 |
|     | 729* |     | 14 |    |    |     | 19 |    | 6  |
|     | 735  | 32  | 54 | 78 | 75 | 26  | 23 | 13 |    |
|     | 735* |     |    | 15 | 29 |     |    |    | 9  |
|     | 762  | 71  | 81 | 68 | 55 | 52  | 29 | 22 | 40 |
|     | 762* |     |    | 11 |    |     |    |    | 18 |
| EDR | 610  | 106 | 53 | 93 | 70 | 103 | 21 | 22 | 69 |
|     | 610* |     | 19 | 27 | 22 |     | 47 | 13 | 20 |
| EPS | 324  | 4   |    | 13 | 10 | 7   | 28 | 35 | 22 |
|     | 324* |     |    |    |    |     |    |    | 7  |
|     | 325  | 10  | 9  | 14 | 4  |     |    |    |    |
|     | 525  | 34  | 23 | 33 | 7  | 34  | 61 | 16 | 16 |
|     | 525* |     |    |    | 20 |     |    |    |    |
|     | 580  | 29  | 4  | 24 | 7  | 19  | 12 | 20 |    |
|     | 580* |     |    |    | 7  |     |    | 22 | 3  |
|     | 590  | 29  | 9  | 8  |    | 40  | 14 | 5  |    |
|     | 590* |     |    |    | 6  |     |    |    | 7  |
|     | 591  | 15  | 8  | 15 |    | 24  | 5  |    |    |
|     | 591* |     |    | 7  | 4  |     |    |    |    |
|     | 592* |     |    |    | 8  |     |    |    |    |
|     | 594  |     |    |    |    | 9   | 6  |    |    |
|     | 594* |     |    |    | 16 |     |    |    |    |
|     | 595  | 16  |    | 14 | 17 |     |    |    |    |
|     | 595* |     |    |    |    |     |    | 6  | 3  |
|     | 596  |     |    |    |    | 11  | 3  | 6  |    |
|     | 605  | 113 | 92 | 84 |    | 110 | 79 | 69 | 58 |
|     | 605* |     | 20 | 18 | 32 |     | 10 | 52 | 5  |
|     | 606  | 14  | 24 | 25 | 8  | 8   |    | 15 | 12 |
|     | 606* |     |    |    | 4  |     |    |    | 5  |
|     | 610  |     | 43 | 30 | 29 | 19  | 6  | 7  |    |
|     | 610* |     | 16 |    | 42 |     |    |    |    |
|     | 611  | 26  | 22 | 19 | 10 | 29  | 32 | 7  | 27 |

|     |      |    |    |    |    |    |    |    |    |
|-----|------|----|----|----|----|----|----|----|----|
|     | 611* |    |    |    |    |    |    |    | 15 |
|     | 612* |    |    |    |    |    |    |    | 3  |
|     | 620  | 29 | 34 | 10 | 14 | 9  | 8  | 12 |    |
|     | 620* |    | 18 | 11 | 24 |    |    |    | 7  |
|     | 622  |    |    |    |    | 31 | 7  | 20 | 10 |
|     | 622* |    |    | 22 |    |    | 17 | 17 | 3  |
|     | 625  |    |    |    |    | 15 | 5  | 7  | 11 |
|     | 634* |    |    | 19 |    |    |    |    |    |
|     | 660  | 18 | 19 | 15 | 9  |    |    |    |    |
|     | 661  |    |    |    |    | 11 | 12 | 15 | 12 |
|     | 661* |    |    | 10 |    |    |    |    |    |
|     | 664  | 9  |    |    | 6  | 56 | 41 | 25 | 17 |
|     | 670  | 21 |    | 16 |    | 14 | 21 | 11 | 8  |
|     | 670* |    |    |    |    |    | 20 |    | 31 |
|     | 671  |    | 16 | 34 | 6  | 14 | 8  | 13 | 20 |
|     | 671* |    |    |    | 3  |    |    |    |    |
|     | 680* |    | 9  | 8  | 11 |    |    |    | 15 |
|     | 690  | 14 | 17 | 12 | 11 |    |    |    |    |
|     | 720  |    | 10 |    | 4  |    |    |    |    |
| ESE | 380  | 50 | 24 | 28 | 25 | 12 |    |    | 22 |
|     | 380* |    | 20 |    |    |    |    |    |    |
|     | 424  | 9  |    | 7  |    | 7  | 9  |    |    |
|     | 425  |    |    |    |    |    | 11 | 22 |    |
|     | 426* |    |    |    |    |    |    |    | 17 |
|     | 434* |    |    |    | 15 |    |    |    |    |
|     | 435  |    |    | 19 |    |    |    |    |    |
|     | 450* |    |    |    |    |    |    | 18 |    |
|     | 472* |    |    |    | 15 |    |    |    |    |
|     | 502  | 12 | 7  | 7  | 8  |    |    |    |    |
|     | 503  | 21 | 6  | 4  | 22 |    |    |    |    |
|     | 503* |    | 15 | 14 |    |    |    |    |    |
|     | 504  | 24 | 16 | 13 | 15 | 2  |    | 10 | 12 |
|     | 504* |    | 18 | 7  |    |    | 4  | 2  |    |
|     | 509  | 18 | 10 | 7  | 22 | 11 |    | 14 | 9  |
|     | 509* |    | 10 | 1  |    |    | 15 | 10 |    |
|     | 510* |    |    |    |    |    |    |    | 5  |
|     | 520  | 48 | 5  | 22 |    |    | 46 | 11 | 26 |
|     | 548  | 48 | 69 | 61 | 23 | 45 | 36 | 17 | 39 |
|     | 548* |    |    | 29 | 15 |    | 20 |    |    |
|     | 590* |    |    |    | 25 |    |    |    |    |
|     | 593* |    | 1  |    |    |    |    |    |    |
|     | 625  |    |    |    |    | 10 |    |    |    |
|     | 649  | 19 |    | 8  |    |    |    |    |    |
|     | 649* |    | 7  |    |    |    |    |    |    |
|     | 650  |    | 7  | 3  | 2  |    | 7  | 3  |    |

|            |       |    |    |    |    |    |    |    |    |
|------------|-------|----|----|----|----|----|----|----|----|
|            | 650*  |    |    |    |    |    |    |    | 4  |
|            | 655   | 7  | 8  | 15 | 8  |    |    |    |    |
|            | 656   | 14 | 22 |    |    |    |    |    |    |
|            | 656*  | 14 |    |    |    |    |    |    |    |
|            | 698*  |    | 10 |    | 12 |    | 10 |    |    |
| ETC        | 447   | 42 | 15 | 18 | 7  | 12 | 13 |    |    |
|            | 545   | 17 | 20 | 18 | 14 | 36 | 34 | 20 | 23 |
|            | 547*  |    | 7  |    |    |    |    |    |    |
|            | 548   |    |    | 10 | 17 |    |    |    |    |
|            | 557   | 42 | 15 |    |    |    |    |    |    |
|            | 593   | 24 | 3  | 25 | 24 | 1  | 15 |    |    |
|            | 677   | 20 | 16 | 10 | 20 |    |    |    |    |
| <b>FCB</b> |       |    |    |    |    |    |    |    |    |
| ACC        | 205   |    |    | 12 | 23 |    |    |    |    |
|            | 255   | 20 | 39 | 28 | 34 |    |    |    |    |
|            | 256   |    |    |    |    | 33 | 24 | 26 | 42 |
|            | 305   |    |    | 13 |    |    |    |    |    |
|            | 405   |    |    |    | 19 |    |    |    |    |
| BA         | 301   | 34 |    |    |    |    |    |    |    |
|            | 503   |    |    |    |    |    | 12 | 9  |    |
|            | 504   |    | 16 | 10 |    |    |    |    |    |
|            | 587   |    |    |    |    | 12 | 11 | 15 |    |
|            | 587*  |    |    |    |    |    |    |    | 12 |
|            | 650   |    |    |    |    | 12 | 11 |    |    |
|            | 650*  |    |    |    |    |    |    | 16 | 12 |
|            | 653   |    |    |    |    | 12 | 11 | 15 |    |
|            | 653*  |    |    |    |    |    |    |    | 4  |
|            | 687   |    |    |    |    | 12 | 11 |    |    |
|            | 687*  |    |    |    |    |    |    | 15 | 11 |
| BBA        | 300   |    |    |    |    |    |    |    | 9  |
|            | 305W* |    |    |    | 19 |    |    |    |    |
| CIS        | 120   |    |    |    |    | 12 | 26 | 30 | 29 |
|            | 120L  |    |    |    |    | 9  | 26 | 26 |    |
|            | 360   | 13 | 13 | 17 | 22 |    |    |    |    |
| ECO        | 201   | 14 | 25 | 14 | 23 |    |    |    |    |
|            | 284   | 20 | 18 | 24 |    |    |    |    | 35 |
|            | 285   |    |    |    | 37 | 28 | 18 | 27 |    |

|            |      |    |    |    |    |    |    |    |    |
|------------|------|----|----|----|----|----|----|----|----|
| FIN        | 311  | 20 | 26 | 26 | 41 |    |    |    |    |
|            | 303  |    |    |    |    |    |    | 31 | 33 |
|            | 340  |    |    |    |    |    |    | 31 | 35 |
| MGT        | 300  | 12 | 8  | 14 | 23 |    |    |    |    |
|            | 303  |    |    | 59 | 60 |    | 30 | 32 |    |
|            | 350W | 18 | 21 | 23 | 25 |    |    |    |    |
|            | 405  |    |    |    |    | 14 | 25 |    |    |
|            | 490C | 30 | 20 | 25 | 23 | 26 | 39 | 22 | 22 |
| MKT        | 303  | 20 | 33 | 27 | 25 | 19 |    | 31 | 32 |
|            | 333  | 13 | 14 | 19 | 27 |    |    |    |    |
|            | 334  | 20 | 17 |    | 15 |    |    |    |    |
|            | 480  |    |    |    |    |    |    | 20 |    |
| HA         | 100  |    |    |    |    |    |    |    | 28 |
|            | 243  |    |    |    |    |    | 45 | 38 | 38 |
|            | 340  |    | 19 | 14 | 25 |    |    |    |    |
|            | 351* |    |    |    | 9  |    |    |    |    |
| <b>HHS</b> |      |    |    |    |    |    |    |    |    |
| CSD        | 510  |    |    |    |    | 22 | 22 | 30 | 27 |
|            | 531  |    |    |    |    | 38 | 36 | 37 | 30 |
|            | 541  |    |    |    |    | 32 | 19 | 38 | 31 |
|            | 551  | 29 | 35 | 33 | 31 |    |    |    |    |
|            | 552  |    |    |    |    | 18 | 32 | 6  | 27 |
|            | 553  | 38 | 35 | 36 |    |    |    |    | 25 |
|            | 554  | 49 | 47 | 80 | 32 |    |    |    | 21 |
|            | 555  | 31 | 5  | 7  |    |    |    |    |    |
|            | 556  | 44 | 44 | 43 | 37 |    |    |    |    |
|            | 557  |    |    |    | 32 | 40 | 37 | 36 |    |
|            | 558  | 10 | 16 | 28 | 29 |    |    |    |    |
|            | 651  |    |    |    |    | 26 | 17 | 39 | 33 |
|            | 652  |    |    | 1  | 28 |    |    |    |    |
| DH         | 100  | 24 | 11 | 9  | 12 |    |    |    |    |
|            | 101  |    |    |    |    | 22 | 9  | 7  | 8  |
|            | 340  | 30 | 33 | 30 | 38 |    |    |    |    |
|            | 350  | 11 |    | 10 | 14 |    |    |    |    |
|            | 440  | 9  |    | 9  |    |    |    |    |    |
|            | 460  |    |    |    | 6  | 2  | 5  | 11 |    |
| HS         | 200* |    |    |    |    |    |    | 26 | 17 |
|            | 229* |    |    | 5  |    |    |    |    |    |
|            | 300* |    |    |    |    |    |    | 14 | 14 |
|            | 301* |    |    |    | 19 |    |    |    |    |
|            | 333* |    |    |    | 20 |    |    |    |    |

|            |      |    |    |    |    |    |    |    |    |
|------------|------|----|----|----|----|----|----|----|----|
|            | 590* |    |    |    | 8  |    |    |    |    |
| NTS        | 135  | 23 | 15 |    |    | 28 | 21 |    | 6  |
|            | 256  | 17 | 13 |    |    |    |    |    |    |
| NUR        | 324  |    |    |    |    |    |    |    | 28 |
|            | 329  |    |    |    | 28 |    |    |    |    |
|            | 426  | 36 | 52 |    |    |    |    |    |    |
|            | 444  | 1  |    | 8  |    | 7  | 11 | 2  |    |
| PES        | 100  | 36 | 42 | 14 | 23 | 20 | 31 | 18 | 4  |
| PT         | 670* |    | 11 | 27 |    |    |    |    | 39 |
|            | 672* |    | 31 |    | 26 |    |    | 14 |    |
|            | 687* |    |    |    |    |    |    | 20 | 23 |
|            | 720  |    |    |    |    |    |    | 9  |    |
|            | 720* |    |    | 29 | 40 |    | 46 | 12 | 15 |
|            | 730* |    | 11 |    |    |    |    |    |    |
|            | 735* |    | 22 | 9  | 19 |    |    |    |    |
| SST        | 191  |    |    | 29 | 35 |    |    |    |    |
| <b>SBS</b> |      |    |    |    |    |    |    |    |    |
| ADV        | 310  | 29 | 25 |    | 18 |    |    | 18 |    |
|            | 311W | 28 | 11 |    | 13 |    |    | 15 |    |
| ANT        | 101  | 27 | 17 | 27 | 35 | 28 | 31 | 34 |    |
|            | 102  |    | 34 | 41 | 36 |    | 32 | 38 | 34 |
|            | 104  | 27 | 29 | 42 | 39 | 31 | 33 | 41 | 40 |
|            | 105  |    |    | 19 | 21 |    | 13 | 33 | 21 |
|            | 205  |    |    | 29 | 29 | 12 | 24 | 28 | 32 |
|            | 206  |    |    |    | 29 |    |    |    | 26 |
|            | 250  | 16 | 8  | 25 |    | 19 | 22 |    | 21 |
|            | 301  |    |    |    | 30 | 13 |    | 36 | 40 |
|            | 350* |    |    |    |    |    |    |    | 9  |
|            | 306  |    |    | 21 | 29 |    |    |    |    |
|            | 351  |    | 19 | 19 | 21 | 20 | 17 | 25 | 9  |
| CJ         | 101  |    |    |    | 35 |    |    |    |    |
|            | 250  |    |    | 16 | 13 |    |    | 27 | 16 |
|            | 314  |    |    |    | 26 |    |    |    |    |
|            | 355  |    |    |    | 12 |    | 24 |    |    |
|            | 380  |    |    |    |    |    |    |    | 30 |
|            | 410  |    |    |    | 29 |    |    |    |    |

|     |       |    |    |    |    |    |    |    |    |    |
|-----|-------|----|----|----|----|----|----|----|----|----|
| COM | 101   |    |    | 14 | 14 |    |    |    |    |    |
|     | 200   | 15 | 20 |    | 17 |    |    |    |    |    |
|     | 382   | 23 | 17 |    | 13 |    |    |    |    |    |
|     | 301*  |    |    |    | 11 |    |    |    |    |    |
| EMF | 121   |    |    |    |    |    |    |    | 12 |    |
| ES  | 150   |    | 18 | 20 |    |    |    |    |    |    |
|     | 160*  |    |    |    | 19 |    |    |    |    |    |
| GGR | 240   | 29 |    | 18 | 20 |    |    |    |    |    |
|     | 241   |    |    |    |    |    |    |    |    | 37 |
|     | 250   |    | 50 | 58 | 36 |    |    |    |    |    |
|     | 346   |    |    |    | 24 | 22 | 27 | 11 |    |    |
| JLS | 130   |    |    |    |    | 7  | 13 |    |    |    |
|     | 131   |    |    |    |    |    | 7  |    |    |    |
|     | 200   |    |    |    |    |    |    |    |    | 9  |
| PAS | 326   |    |    | 20 |    |    | 27 |    |    | 30 |
|     | 411   |    |    |    | 16 |    |    |    |    |    |
|     | 415   |    |    |    | 14 |    |    |    |    |    |
| PHO | 181   | 19 | 7  |    |    |    |    |    |    |    |
|     | 281   |    | 6  |    | 14 |    |    |    |    |    |
| POS | 110   | 37 | 20 | 22 |    |    |    | 20 | 37 |    |
|     | 120   | 29 | 24 | 26 | 27 |    | 30 | 26 | 21 |    |
|     | 201   |    |    |    | 21 |    |    |    |    |    |
|     | 241   |    | 16 | 9  |    | 7  |    |    |    |    |
|     | 254   | 22 |    | 15 |    |    | 19 |    |    |    |
|     | 303   |    | 9  | 15 | 22 |    |    |    |    |    |
|     | 325   |    | 27 | 24 | 22 |    |    |    |    |    |
|     | 326   |    |    |    |    |    |    | 25 |    |    |
|     | 327   |    |    |    |    |    |    | 8  |    |    |
|     | 355   |    |    |    | 24 |    |    | 22 |    |    |
|     | 356   |    |    |    | 33 |    |    |    |    |    |
|     | 357   |    |    |    |    |    |    |    |    | 34 |
|     | 357*  |    |    |    |    |    |    | 8  | 8  |    |
|     | 359   |    |    |    |    |    | 28 | 20 |    | 31 |
|     | 421C  |    |    |    |    |    |    | 13 |    |    |
|     | 421C* |    |    |    | 15 |    |    |    | 19 |    |
| 428 |       |    |    |    |    |    |    | 14 | 15 |    |
| 501 |       |    |    |    | 14 |    |    |    |    |    |
| 527 |       |    |    |    | 18 |    |    |    |    |    |

|     |      |     |     |     |     |    |    |    |    |
|-----|------|-----|-----|-----|-----|----|----|----|----|
|     | 541  |     |     |     |     |    |    |    | 17 |
|     | 543  |     |     | 7   | 14  |    |    |    |    |
|     | 543* |     |     |     |     |    |    |    | 8  |
|     | 581  |     |     |     |     | 15 | 22 |    | 40 |
|     | 644* |     | 21  |     | 15  |    |    |    |    |
| PR  | 371  | 12  |     |     | 20  |    |    |    |    |
| PRM | 220  | 19  | 18  | 23  | 17  |    |    |    |    |
|     | 300  |     |     | 23  | 22  |    |    |    |    |
|     | 308  | 22  | 24  | 25  | 21  |    |    |    |    |
|     | 326  | 20  | 17  | 22  | 12  |    |    |    |    |
|     | 346W | 18  | 13  | 18  | 24  |    |    |    |    |
|     | 447  | 12  | 22  | 20  | 19  |    |    |    |    |
| PSY | 101  | 40  | 33  | 39  | 32  | 48 | 44 | 36 | 37 |
|     | 227  |     |     |     | 35  |    |    |    |    |
|     | 230  | 23  | 24  | 28  | 24  |    |    |    |    |
|     | 240  |     | 45  | 50  | 29  | 46 |    |    |    |
|     | 302W |     |     |     |     |    |    | 17 | 24 |
|     | 340  |     |     |     |     | 40 | 39 | 43 | 15 |
|     | 346  | 18  |     | 18  | 20  |    |    |    |    |
|     | 346* |     | 11  |     |     |    |    |    |    |
|     | 350  |     |     |     |     |    |    |    | 33 |
|     | 365  |     |     |     |     |    |    |    | 28 |
|     | 378  |     |     |     |     |    |    |    | 27 |
|     | 381  |     |     |     | 23  |    |    |    |    |
|     | 415  |     |     |     |     |    | 17 |    |    |
|     | 432  |     |     |     |     |    |    |    | 21 |
|     | 575  |     |     |     |     |    | 6  |    |    |
|     | 575* |     |     | 9   | 8   |    | 9  |    |    |
| SC  | 111  | 108 | 136 | 156 | 176 |    |    |    |    |
|     | 312* |     |     |     | 20  |    |    |    |    |
|     | 314  |     |     |     |     |    |    | 25 |    |
|     | 314* |     | 3   |     |     |    | 5  |    |    |
|     | 315* |     |     | 43  | 13  |    |    |    |    |
|     | 424  |     | 24  | 48  |     |    |    | 18 | 5  |
|     | 472  | 68  |     | 25  |     |    |    | 21 |    |
|     | 472* |     |     |     |     | 15 |    | 16 | 22 |
|     | 475  |     |     |     |     |    |    |    | 18 |
|     | 477* |     |     |     |     |    |    | 14 | 7  |
|     | 572  | 16  |     | 16  |     |    |    |    |    |
|     | 577  |     | 14  |     | 18  |    |    |    |    |
| SOC | 101  | 11  | 19  | 21  |     |    |    |    |    |

|             |      |    |    |    |    |    |    |    |
|-------------|------|----|----|----|----|----|----|----|
| 101*        |      |    |    | 19 |    |    |    |    |
| 203         |      |    |    | 27 |    |    |    |    |
| 294         |      |    |    |    | 27 |    |    | 13 |
| 210         | 19   | 22 | 28 |    | 46 | 21 | 27 | 19 |
| 215         |      | 38 | 39 | 35 | 25 | 40 | 41 | 35 |
| 216         |      | 10 |    | 31 |    | 10 | 5  |    |
| 217         |      |    |    |    |    |    |    | 29 |
| 301         | 89   | 43 | 40 | 26 | 71 | 63 | 53 | 23 |
| 315         |      |    |    |    |    |    | 26 |    |
| 316         | 13   |    |    | 32 |    | 13 | 9  | 33 |
| 330         |      |    |    |    |    |    |    | 5  |
| 334*        |      |    |    |    |    |    |    | 5  |
| 339         | 32   | 33 | 34 | 22 | 37 | 32 | 34 | 20 |
| 360         | 25   | 15 | 22 | 13 | 23 | 20 | 26 | 7  |
| 417         |      |    |    |    |    |    |    | 21 |
| 441         | 49   | 28 | 29 | 10 |    |    |    | 17 |
| VC          | 251  |    |    | 6  |    |    |    |    |
| WST         | 150  |    |    |    |    |    |    | 19 |
|             | 191  |    | 43 | 27 |    |    |    | 30 |
|             | 360  |    |    |    |    |    |    | 9  |
| <b>GRAD</b> |      |    |    |    |    |    |    |    |
| ADM         | 515  |    | 8  | 11 |    |    | 21 | 13 |
|             | 515* |    | 10 |    |    |    |    |    |
|             | 525  |    |    |    |    |    | 13 |    |
|             | 540  |    |    | 19 |    |    |    |    |
|             | 540* |    |    | 15 |    |    |    |    |
|             | 645* |    |    | 12 |    |    |    | 10 |
|             | 655* |    | 9  | 13 |    |    |    |    |
|             | 675  |    |    | 11 |    |    |    | 8  |

\* Dynamically Dated Class within the session

**ACC Summer Session Document 3**  
**SUMMER 2009**

For the 2009 Summer Sessions for on-campus courses, for budgeting purposes, it is to be assumed that 60% of the paid tuition will accrue to the academic units and 40% of the paid tuition will be reserved to cover university overhead for those classes scheduled and under the control of the academic units. The university overhead is projected to be \$2.6 million.

If sufficient revenues are generated by the academic units such that 40% of the revenues exceed the amount needed for university overhead, the additional amount will be made available to the Provost to use at her discretion. If revenues are insufficient to cover university overhead charges, the amount needed to cover the deficiency will be taken out of the 60% accruing to the academic units using a ratio based on net student credit hours by college unit.

**Summer School 2009 - Pertinent Information**

Tuition:

Undergraduate:     \$257 per credit hour  
Graduate:            \$278 per credit hour

Tuition for Three-credit Course:

Undergraduate:     \$771 – 60% = \$462  
Graduate:            \$834 – 60% = \$500

Tuition for four-credit course

Undergraduate     \$1,028 – 60% = \$616  
Graduate            \$1,112 – 60% = \$667

Faculty salaries are computed at 2.53% of base academic year salary for each credit taught. Thus, a three-unit course is 7.59% and a four-unit course is 10.12%.  
ERE is computed at 14% of salary

Minimum class size enrollments are:

Undergraduate – 10 or 14 students  
Graduate        - 8 or 10 students

Proposal is that once course reaches breakeven enrollment, faculty are paid full salary for the course. For each student less than breakeven, down to minimum enrollment, faculty pay is reduced by

\$462 for 3-credit undergraduate course -  
\$500 for 3-credit graduate course  
\$616 for 4-credit undergraduate course  
\$667 for 4-credit graduate course

\$154 per SCH for undergraduate course  
 \$167 per SCH for graduate course

Guarantee to faculty is that minimum pay will be 70% of full pay for undergraduate course and 70% or 65% of full pay for graduate course.

### Salaries and Breakeven Enrollments – Three credit Courses

| Academic Year | Summer Salary (000) | Summer Salary and ERE (7.59% + 14%) | Breakeven Undergraduate (\$462) | Breakeven Graduate (\$500) |
|---------------|---------------------|-------------------------------------|---------------------------------|----------------------------|
| 40            | \$3,036             | \$3,461                             | 8                               | 7                          |
| 41            | 3,112               | 3,548                               |                                 | 8                          |
| 42            | 3,188               | 3,634                               |                                 |                            |
| 43            | 3,264               | 3,721                               | 9                               |                            |
| 44            | 3,340               | 3,807                               |                                 |                            |
| 45            | 3,416               | 3,894                               |                                 |                            |
| 46            | 3,492               | 3,980                               |                                 |                            |
| 47            | 3,568               | 4,067                               |                                 | 9                          |
| 48            | 3,644               | 4,153                               |                                 |                            |
| 49            | 3,720               | 4,240                               | 10                              |                            |
| 50            | 3,796               | 4,326                               |                                 |                            |
| 51            | 3,871               | 4,413                               |                                 |                            |
| 52            | 3,947               | 4,499                               |                                 |                            |
| 53            | 4,023               | 4,586                               |                                 | 10                         |
| 54            | 4,099               | 4,672                               | 11                              |                            |
| 55            | 4,175               | 4,759                               |                                 |                            |
| 56            | 4,251               | 4,845                               |                                 |                            |
| 57            | 4,327               | 4,932                               |                                 |                            |
| 58            | 4,403               | 5,018                               |                                 | 11                         |
| 59            | 4,479               | 5,105                               | 12                              |                            |
| 60            | 4,555               | 5,191                               |                                 |                            |
| 61            | 4,630               | 5,278                               |                                 |                            |
| 62            | 4,706               | 5,365                               |                                 |                            |
| 63            | 4,782               | 5,452                               |                                 |                            |
| 64            | 4,858               | 5,538                               |                                 | 12                         |
| 65            | 4,934               | 5,625                               | 13                              |                            |
| 66            | 5,010               | 5,711                               |                                 |                            |
| 67            | 5,086               | 5,798                               |                                 |                            |
| 68            | 5,162               | 5,884                               |                                 |                            |
| 69            | 5,238               | 5,971                               |                                 |                            |
| 70            | 5,314               | 6,057                               | 14                              | 13                         |
| 71            | 5,389               | 6,144                               |                                 |                            |
| 72            | 5,465               | 6,230                               |                                 |                            |

| 73            | 5,541  | 6,317         | Breakeven     |          |
|---------------|--------|---------------|---------------|----------|
| Academic Year | Summer | Summer Salary | Undergraduate | Graduate |
| Salary        | Salary | and ERE       | (\$462)       | (\$500)  |
| (000)         | 7.59%  | 7.59% + 14%   |               |          |
| 74            | 5,617  | 6,403         |               |          |
| 75            | 5,693  | 6,490         | 15            |          |
| 76            | 5,769  | 6,576         |               | 14       |
| 77            | 5,845  | 6,663         |               |          |
| 78            | 5,921  | 6,749         |               |          |
| 79            | 5,987  | 6,836         |               |          |
| 80            | 6,073  | 6,922         |               |          |
| 81            | 6,148  | 7,009         | 16            | 15       |
| 82            | 6,224  | 7,095         |               |          |
| 83            | 6,300  | 7,182         |               |          |
| 84            | 6,376  | 7,268         |               |          |
| 85            | 6,452  | 7,355         |               |          |
| 86            | 6, 528 | 7,441         | 17            |          |
| 87            | 6,604  | 7,528         |               | 16       |
| 88            | 6,680  | 7,614         |               |          |
| 89            | 6,756  | 7,801         |               |          |
| 90            | 6,832  | 7,787         |               |          |
| 91            | 6,907  | 7,874         | 18            |          |
| 92            | 6,983  | 7,960         |               |          |
| 93            | 7,059  | 8,047         |               | 17       |
| 94            | 7,135  | 8,133         |               |          |
| 95            | 7,211  | 8,220         |               |          |
| 96            | 7,287  | 8,306         | 19            |          |
| 97            | 7,363  | 8,393         |               |          |
| 98            | 7,439  | 8,479         |               |          |
| 99            | 7,515  | 8,566         |               | 18       |
| 100           | 7,590  | 8,652         |               |          |
| 101           | 7,666  | 8,739         |               |          |
| 102           | 7,742  | 8,826         | 20            |          |
| 103           | 7,818  | 8,912         |               |          |
| 104           | 7,894  | 8,999         |               |          |
| 105           | 7,970  | 9,085         |               | 19       |
| 106           | 8,045  | 9,172         |               |          |
| 107           | 8,121  | 9,259         | 21            |          |
| 108           | 8,197  | 9,345         |               |          |
| 109           | 8,273  | 9,431         |               |          |
| 110           | 8,349  | 9,518         |               | 20       |

## Salaries and Breakeven Enrollments – Four credit Courses

| Academic Year<br>Salary | Summer           | Summer Salary           | Breakeven                |                     |
|-------------------------|------------------|-------------------------|--------------------------|---------------------|
|                         | Salary<br>10.12% | and ERE<br>10.12% + 14% | Undergraduate<br>(\$616) | Graduate<br>(\$667) |
| 40                      | \$4,048          | \$4,615                 | 8                        | 7                   |
| 41                      | 4,149            | 4,730                   |                          | 8                   |
| 42                      | 4,250            | 4,845                   |                          |                     |
| 43                      | 4,351            | 4,960                   | 9                        |                     |
| 44                      | 4,452            | 5,076                   |                          |                     |
| 45                      | 4,554            | 5,191                   |                          |                     |
| 46                      | 4,655            | 5,306                   |                          |                     |
| 47                      | 4,756            | 5,421                   |                          | 9                   |
| 48                      | 4,857            | 5,537                   |                          |                     |
| 49                      | 4,958            | 5,653                   | 10                       |                     |
| 50                      | 5,060            | 5,768                   |                          |                     |
| 51                      | 5,161            | 5,883                   |                          |                     |
| 52                      | 5,262            | 5,998                   |                          |                     |
| 53                      | 5,363            | 6,114                   |                          | 10                  |
| 54                      | 5,464            | 6,229                   | 11                       |                     |
| 55                      | 5,566            | 6,344                   |                          |                     |
| 56                      | 5,667            | 6,459                   |                          |                     |
| 57                      | 5,768            | 6,575                   |                          |                     |
| 58                      | 5,869            | 6,690                   |                          | 11                  |
| 59                      | 5,970            | 6,806                   | 12                       |                     |
| 60                      | 6,072            | 6,922                   |                          |                     |
| 61                      | 6,173            | 7,038                   |                          |                     |
| 62                      | 6,274            | 7,154                   |                          |                     |
| 63                      | 6,375            | 7,269                   |                          |                     |
| 64                      | 6,476            | 7,384                   | 13                       | 12                  |
| 65                      | 6,578            | 7,499                   |                          |                     |
| 66                      | 6,679            | 7,614                   |                          |                     |
| 67                      | 6,780            | 7,729                   |                          |                     |
| 68                      | 6,881            | 7,844                   |                          |                     |
| 69                      | 6,982            | 7,959                   |                          |                     |
| 70                      | 7,084            | 8,075                   | 14                       | 13                  |
| 71                      | 7,185            | 8,191                   |                          |                     |
| 72                      | 7,286            | 8,306                   |                          |                     |
| 73                      | 7,387            | 8,421                   |                          |                     |
| 74                      | 7,488            | 8,536                   |                          |                     |
| 75                      | 7,590            | 8,562                   | 15                       |                     |
| 76                      | 7,691            | 8,767                   |                          | 14                  |
| 77                      | 7,792            | 8,883                   |                          |                     |
| 78                      | 7,893            | 9,000                   |                          |                     |
| 79                      | 7,994            | 9,114                   |                          |                     |
| 80                      | 8,096            | 9,229                   |                          |                     |

| Academic Year<br>Salary | Summer           | Summer Salary           | Breakeven                |                     |
|-------------------------|------------------|-------------------------|--------------------------|---------------------|
|                         | Salary<br>10.12% | and ERE<br>10.12% + 14% | Undergraduate<br>(\$616) | Graduate<br>(\$667) |
| 81                      | 8,197            | 9,344                   | 16                       | 15                  |
| 82                      | 8,298            | 9,459                   |                          |                     |
| 83                      | 8,399            | 9,575                   |                          |                     |
| 84                      | 8,500            | 9,690                   |                          |                     |
| 85                      | 8,602            | 9,806                   |                          |                     |
| 86                      | 8,703            | 9,921                   | 17                       |                     |
| 87                      | 8,804            | 10,036                  |                          | 16                  |
| 88                      | 8,905            | 10,151                  |                          |                     |
| 89                      | 9,006            | 10,267                  |                          |                     |
| 90                      | 9,108            | 10,383                  |                          |                     |
| 91                      | 9,209            | 10,499                  | 18                       |                     |
| 92                      | 9,310            | 10,614                  |                          |                     |
| 93                      | 9,411            | 10,729                  |                          | 17                  |
| 94                      | 9,512            | 10,844                  |                          |                     |
| 95                      | 9,614            | 10,960                  |                          |                     |
| 96                      | 9,715            | 11,075                  |                          |                     |
| 97                      | 9,816            | 11,190                  | 19                       |                     |
| 98                      | 9,917            | 11,305                  |                          |                     |
| 99                      | 10,018           | 11,421                  |                          | 18                  |
| 100                     | 10,120           | 11,536                  |                          |                     |
| 101                     | 10,221           | 11,652                  |                          |                     |
| 102                     | 10,322           | 11,768                  | 20                       |                     |
| 103                     | 10,424           | 11,883                  |                          |                     |
| 104                     | 10,525           | 11,998                  |                          |                     |
| 105                     | 10,626           | 12,114                  |                          | 19                  |
| 106                     | 10,727           | 12,229                  |                          |                     |
| 107                     | 10,828           | 12,344                  | 21                       |                     |
| 108                     | 10,930           | 12,460                  |                          |                     |
| 109                     | 11,031           | 12,575                  |                          |                     |
| 110                     | 11,132           | 12,690                  |                          | 20                  |

## Salaries and Breakeven Enrollments - Part-time Faculty

### Three credit Courses

| Fiscal Salary<br>Amount | Summer<br>Salary<br>7.9% | Summer Salary<br>and ERE<br>7.59% + 14% | Breakeven                |                     |
|-------------------------|--------------------------|---|--------------------------|---------------------|
|                         |                          |   | Undergraduate<br>(\$462) | Graduate<br>(\$500) |
| I. \$26,100             | \$1,981                  | \$2,258                                 | 5                        | 5                   |
| II. \$33,000            | \$2,505                  | \$2,856                                 | 7                        | 6                   |
| III. \$38,000           | \$2,884                  | \$3,288                                 | 8                        | 7                   |
| IV. \$48,000            | \$3,644                  | \$4,153                                 | 9                        | 9                   |

### Four credit Courses

| Fiscal Salary<br>Amount | Summer<br>Salary<br>10.12% | Summer Salary<br>and ERE<br>10.12% + 14% | Breakeven                |                     |
|-------------------------|----------------------------|--|--------------------------|---------------------|
|                         |                            |  | Undergraduate<br>(\$616) | Graduate<br>(\$667) |
| I. \$26,100             | \$2,642                    | \$3,011                                  | 5                        | 5                   |
| II. \$33,000            | \$3,340                    | \$3,807                                  | 7                        | 6                   |
| III. \$38,000           | \$3,846                    | \$4,384                                  | 8                        | 7                   |
| IV. \$48,000            | \$4,857                    | \$5,537                                  | 9                        | 9                   |

**ACC Summer Session Document 4**  
**MINIMUM PAY GUARANTEES**

**UNDERGRADUATE THREE-CREDIT COURSES**  
**Minimum Enrollments of 12**

**\$60,000 Academic Year Pay**

| Students | SCH | Pay     | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|---------|--------------|------------------|------------------------|
| 12       | 36  | \$4,555 | \$5,191      | \$5,544          | \$363                  |

**\$70,000 Academic Year Pay**

| Students | SCH | Pay     | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|---------|--------------|------------------|------------------------|
| 14       | 42  | \$5,314 | \$6,057      | \$6,468          | \$411                  |
| 13       | 39  | 4,852   | 5,531        | 6,006            | 475                    |
| 12       | 36  | 4,390   | 5,004        | 5,544            | 540                    |

**\$80,000 Academic Year Pay**

| Students | SCH | Pay     | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|---------|--------------|------------------|------------------------|
| 15       | 45  | \$6,073 | \$6,922      | \$6,930          | \$ 8                   |
| 14       | 42  | 5,611   | 6,397        | 6,468            | 71                     |
| 13       | 39  | 5,149   | 5,870        | 6,006            | 136                    |
| 12       | 36  | 4,687   | 5,343        | 5,544            | 201                    |

**\$90,000 Academic Year Pay**

| Students | SCH | Pay     | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|---------|--------------|------------------|------------------------|
| 17       | 51  | \$6,832 | \$7,787      | \$7,854          | \$ 77                  |
| 16       | 48  | 6,370   | 7,262        | 7,392            | 130                    |
| 15       | 45  | 5,908   | 6,735        | 6,930            | 195                    |
| 14       | 42  | 5,446   | 6,208        | 6,468            | 260                    |
| 13       | 39  | 4,984   | 5,682        | 6,006            | 324                    |
| 12**     | 36  | 4,522   | 5,155        | 5,544            | 389                    |

**Guarantee**

|                     |         |             |         |
|---------------------|---------|-------------|---------|
| 70% Of full pay     | \$4,782 | Pay and ERE | \$5,452 |
| Contribution Margin | 92      |             |         |

**\$100,000 Academic Year Pay**

| Students | SCH | Pay     | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|---------|--------------|------------------|------------------------|
| 19       | 57  | \$7,590 | \$8,652      | \$8,778          | \$126                  |
| 18       | 54  | 7,128   | 8,126        | 8,316            | 190                    |
| 17       | 51  | 6,666   | 7,599        | 7,854            | 255                    |
| 16       | 48  | 6,204   | 7,072        | 7,392            | 320                    |
| 15       | 45  | 5,742   | 6,546        | 6,930            | 384                    |
| 14**     | 42  | 5,280   | 6,019        | 6,468            | 449                    |
| 13**     | 39  | 4,818   | 5,492        | 6,006            | 514                    |
| 12**     | 36  | 4,356   | 4,966        | 5,544            | 578                    |

**Guarantee**

|                     |         |             |         |
|---------------------|---------|-------------|---------|
| 70% of full pay     | \$5,313 | Pay and ERE | \$6,057 |
| Contribution Margin | (513)   |             |         |

**\$110,000 Academic Year Pay**

| Students | SCH | Pay     | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|---------|--------------|------------------|------------------------|
| 21       | 63  | \$8,349 | \$9,518      | \$9,702          | \$184                  |
| 20       | 60  | 7,887   | 8,991        | 9,240            | 249                    |
| 19       | 57  | 7,425   | 8,465        | 8,778            | 313                    |
| 18       | 54  | 6,963   | 7,938        | 8,316            | 378                    |
| 17       | 51  | 6,501   | 7,441        | 7,854            | 413                    |
| 16       | 48  | 6,039   | 6,884        | 7,392            | 508                    |
| 15**     | 45  | 5,577   | 6,358        | 6,930            | 572                    |
| 14**     | 42  | 5,115   | 5,831        | 6,468            | 637                    |
| 13**     | 39  | 4,653   | 5,304        | 6,006            | 702                    |
| 12**     | 36  | 4,191   | 4,778        | 5,544            | 766                    |

**Guarantee**

|                     |         |             |         |
|---------------------|---------|-------------|---------|
| 70% of full pay     | \$5,844 | Pay and ERE | \$6,663 |
| Contribution Margin | (1,119) |             |         |

**UNDERGRADUATE FOUR-CREDIT COURSES  
Minimum Enrollments of 12**

**\$60,000 Academic Year Pay**

| Students | SCH | Pay     | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|---------|--------------|------------------|------------------------|
| 12       | 48  | \$6,072 | \$6,922      | \$7,392          | \$470                  |

**\$70,000 Academic Year Pay**

| Students | SCH | Pay     | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|---------|--------------|------------------|------------------------|
| 14       | 56  | \$7,084 | \$8,075      | \$8,624          | \$549                  |
| 13       | 52  | 6,460   | 7,364        | 8,000            | 636                    |
| 12       | 48  | 5,852   | 6,671        | 7,392            | 721                    |

**\$80,000 Academic Year Pay**

| Students | SCH | Pay     | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|---------|--------------|------------------|------------------------|
| 15       | 60  | \$8,096 | \$9,229      | \$9,240          | \$ 11                  |
| 14       | 56  | 7,480   | 8,527        | 8,624            | 97                     |
| 13       | 52  | 6,864   | 7,825        | 8,000            | 175                    |
| 12       | 48  | 6,248   | 7,123        | 7,392            | 269                    |

**\$90,000 Academic Year Pay**

| Students | SCH | Pay     | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|---------|--------------|------------------|------------------------|
| 17       | 68  | \$9,108 | \$10,383     | \$10,472         | \$ 89                  |
| 16       | 64  | 8,492   | 9,680        | 9,856            | 176                    |
| 15       | 60  | 7,876   | 8,979        | 9,240            | 261                    |
| 14       | 56  | 7,260   | 8,276        | 8,624            | 348                    |
| 13       | 52  | 6,644   | 7,574        | 8,000            | 426                    |
| 12**     | 48  | 6,028   | 6,872        | 7,392            | 520                    |

**Guarantee**

|                     |         |             |         |
|---------------------|---------|-------------|---------|
| 70% Of full pay     | \$6,376 | Pay and ERE | \$7,268 |
| Contribution Margin | 124     |             |         |

**\$100,000 Academic Year Pay**

| Students | SCH | Pay      | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|----------|--------------|------------------|------------------------|
| 19       | 76  | \$10,120 | \$11,536     | \$11,702         | \$166                  |
| 18       | 72  | 9,504    | 10,835       | 11,088           | 253                    |
| 17       | 68  | 8,888    | 10,132       | 10,472           | 340                    |
| 16       | 64  | 8,272    | 9,430        | 9,856            | 426                    |
| 15       | 60  | 7,656    | 8,728        | 9,240            | 512                    |
| 14**     | 56  | 7,040    | 8,026        | 8,624            | 598                    |
| 13**     | 52  | 6,424    | 7,323        | 8,000            | 677                    |
| 12**     | 48  | 5,808    | 6,621        | 7,392            | 771                    |

**Guarantee**

|                 |         |             |         |
|-----------------|---------|-------------|---------|
| 70% of full pay | \$7,084 | Pay and ERE | \$8,076 |
|-----------------|---------|-------------|---------|

Contribution Margin (684)  
**\$110,000 Academic Year Pay**

| Students | SCH | Pay      | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|----------|--------------|------------------|------------------------|
| 21       | 84  | \$11,132 | \$12,690     | \$12,936         | \$ 246                 |
| 20       | 80  | 10,516   | 11,988       | 12,320           | 332                    |
| 19       | 76  | 9,900    | 11,286       | 11,704           | 418                    |
| 18       | 72  | 9,284    | 10,584       | 11,088           | 504                    |
| 17       | 68  | 8,668    | 9,882        | 10,472           | 590                    |
| 16       | 64  | 8,052    | 9,179        | 9,856            | 677                    |
| 15       | 60  | 7,436    | 8,477        | 9,240            | 763                    |
| 14**     | 56  | 6,820    | 7,775        | 8,624            | 849                    |
| 13**     | 52  | 6,204    | 7,073        | 8,000            | 927                    |
| 12**     | 48  | 5,588    | 6,370        | 7,392            | 1,022                  |

Guarantee

|                     |         |             |         |
|---------------------|---------|-------------|---------|
| 70% of full pay     | \$7,361 | Pay and ERE | \$8,392 |
| Contribution Margin | (1,000) |             |         |

**GRADUATE THREE-CREDIT COURSES**  
**Minimum Enrollment of 10**

**\$60,000 Academic Year Pay**

| Students | SCH | Pay     | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|---------|--------------|------------------|------------------------|
| 11       | 33  | \$4,555 | \$5,191      | \$5,500          | \$309                  |
| 10       | 30  | 4,055   | 4,623        | 5,000            | 377                    |

**\$70,000 Academic Year Pay**

| Students | SCH | Pay     | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|---------|--------------|------------------|------------------------|
| 13       | 39  | \$5,314 | \$6,057      | \$6,500          | \$443                  |
| 12       | 36  | 4,814   | 5,488        | 6,000            | 512                    |
| 11       | 33  | 4,314   | 4,918        | 5,500            | 582                    |
| 10       | 30  | 3,814   | 4,348        | 5,000            | 652                    |

**\$80,000 Academic Year Pay**

| Students | SCH | Pay     | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|---------|--------------|------------------|------------------------|
| 14       | 42  | \$6,073 | \$6,922      | \$7,000          | \$ 88                  |
| 13       | 39  | 5,573   | 6,353        | 6,500            | 147                    |
| 12       | 36  | 5,073   | 5,783        | 6,000            | 217                    |
| 11       | 33  | 4,573   | 5,213        | 5,500            | 287                    |
| 10**     | 30  | 4,073   | 4,643        | 5,000            | 357                    |

**Guarantee**

|                     |         |             |         |
|---------------------|---------|-------------|---------|
| 70% of full pay     | \$4,251 | Pay and ERE | \$4,846 |
| Contribution Margin | 154     |             |         |

**\$90,000 Academic Year Pay**

| Students | SCH | Pay     | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|---------|--------------|------------------|------------------------|
| 16       | 48  | \$6,832 | \$7,787      | \$8,000          | \$213                  |
| 15       | 45  | 6,332   | 7,218        | 7,500            | 282                    |
| 14       | 42  | 5,832   | 6,648        | 7,000            | 352                    |
| 13       | 39  | 5,332   | 6,078        | 7,500            | 422                    |
| 12       | 36  | 4,832   | 5,508        | 6,000            | 492                    |
| 11**     | 33  | 4,332   | 4,938        | 5,500            | 562                    |
| 10**     | 30  | 3,832   | 4,368        | 5,000            | 632                    |

**Guarantee**

|                     |         |             |         |
|---------------------|---------|-------------|---------|
| 70% of full pay     | \$4,782 | Pay and ERE | \$5,451 |
| Contribution Margin | (451)   |             |         |

**\$100,000 Academic Year Pay**

| Students | SCH | Pay     | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|---------|--------------|------------------|------------------------|
| 18       | 54  | \$7,590 | \$8,652      | \$9,000          | \$348                  |
| 17       | 51  | 7,090   | 8,500        | 8,500            | 417                    |
| 16       | 48  | 6,590   | 7,513        | 8,000            | 487                    |
| 15       | 45  | 6,090   | 6,943        | 7,500            | 543                    |
| 14       | 42  | 5,590   | 6,373        | 7,000            | 627                    |
| 13**     | 39  | 5,090   | 5,803        | 6,500            | 697                    |
| 12**     | 36  | 4,590   | 5,233        | 6,000            | 767                    |
| 11**     | 33  | 4,090   | 4,663        | 5,500            | 837                    |
| 10**     | 30  | 3,590   | 4,093        | 5,000            | 907                    |

**Guarantee**

|                 |         |             |         |
|-----------------|---------|-------------|---------|
| 70% of full pay | \$5,313 | Pay and ERE | \$6,057 |
|-----------------|---------|-------------|---------|

Contribution Margin (1,057)  
**\$110,000 Academic Year Pay**

| Students | SCH | Pay     | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|---------|--------------|------------------|------------------------|
| 20       | 60  | \$8,349 | \$9,518      | \$10,000         | \$ 482                 |
| 19       | 57  | 7,849   | 8,948        | 9,500            | 552                    |
| 18       | 54  | 7,349   | 8,378        | 9,000            | 622                    |
| 17       | 51  | 6,849   | 7,808        | 8,500            | 692                    |
| 16       | 48  | 6,349   | 7,238        | 8,000            | 762                    |
| 15       | 45  | 5,849   | 6,668        | 7,500            | 832                    |
| 14**     | 42  | 5,349   | 6,098        | 7,000            | 902                    |
| 13**     | 39  | 4,849   | 5,528        | 6,500            | 972                    |
| 12**     | 36  | 4,349   | 4,958        | 6,000            | 1,042                  |
| 11**     | 33  | 3,849   | 4,388        | 5,500            | 1,112                  |
| 10**     | 30  | 3,349   | 3,818        | 5,000            | 1,182                  |

Guarantee

|                     |         |             |         |
|---------------------|---------|-------------|---------|
| 70% of full pay     | \$5,844 | Pay and ERE | \$6,663 |
| Contribution Margin | (1,663) |             |         |

**GRADUATE FOUR-CREDIT COURSES**

**\$60,000 Academic Year Pay**

| Students | SCH | Pay   | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|-------|--------------|------------------|------------------------|
| 11       | 44  | 6,072 | \$6,922      | \$7,337          | \$415                  |
| 10       | 40  | 5,405 | 6,162        | 6,670            | 508                    |

**\$70,000 Academic Year Pay**

| Students | SCH | Pay     | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|---------|--------------|------------------|------------------------|
| 13       | 52  | \$7,084 | \$8,075      | \$8,671          | \$ 596                 |
| 12       | 48  | 6,417   | 7,315        | 8,004            | 689                    |
| 11       | 44  | 5,750   | 6,555        | 7,337            | 782                    |
| 10       | 40  | 5,083   | 5,995        | 6,670            | 875                    |

**\$80,000 Academic Year Pay**

| Students | SCH | Pay     | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|---------|--------------|------------------|------------------------|
| 14       | 56  | \$8,096 | \$9,229      | \$9,338          | \$109                  |
| 13       | 52  | 7,429   | 8,469        | 8,671            | 202                    |
| 12       | 48  | 6,762   | 7,709        | 8,004            | 295                    |
| 11       | 44  | 6,095   | 6,948        | 7,337            | 389                    |
| 10**     | 40  | 5,428   | 6,188        | 6,670            | 482                    |

**Guarantee**

|                     |         |             |         |
|---------------------|---------|-------------|---------|
| 70% of full pay     | \$5,667 | Pay and ERE | \$6,461 |
| Contribution Margin | 209     |             |         |

**\$90,000 Academic Year Pay**

| Students | SCH | Pay     | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|---------|--------------|------------------|------------------------|
| 16       | 64  | \$9,108 | \$10,383     | \$10,672         | \$289                  |
| 15       | 60  | 8,441   | 9,623        | 10,005           | 382                    |
| 14       | 56  | 7,774   | 8,862        | 9,338            | 476                    |
| 13       | 52  | 7,107   | 8,102        | 8,671            | 569                    |
| 12       | 48  | 6,440   | 7,342        | 8,004            | 662                    |
| 11**     | 44  | 5,773   | 6,581        | 7,337            | 756                    |
| 10**     | 40  | 5,106   | 5,821        | 6,670            | 849                    |

**Guarantee**

|                     |         |             |         |
|---------------------|---------|-------------|---------|
| 70% of full pay     | \$6,376 | Pay and ERE | \$7,269 |
| Contribution Margin | (599)   |             |         |

**\$100,000 Academic Year Pay**

| Students | SCH | Pay      | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|----------|--------------|------------------|------------------------|
| 18       | 72  | \$10,120 | \$11,536     | \$12,006         | \$ 470                 |
| 17       | 68  | 9,453    | 10,776       | 11,339           | 563                    |
| 16       | 64  | 8,786    | 10,016       | 10,672           | 656                    |
| 15       | 60  | 8,119    | 9,256        | 10,005           | 749                    |
| 14       | 56  | 7,452    | 8,495        | 9,338            | 843                    |
| 13**     | 52  | 6,785    | 7,735        | 8,671            | 936                    |
| 12**     | 48  | 6,118    | 6,975        | 8,004            | 1,029                  |
| 11**     | 44  | 5,451    | 6,214        | 7,337            | 1,123                  |
| 10**     | 40  | 4,784    | 5,454        | 6,670            | 1,216                  |

**Guarantee**

|                     |         |             |         |
|---------------------|---------|-------------|---------|
| 70% of full pay     | \$7,084 | Pay and ERE | \$8,076 |
| Contribution Margin | (1,406) |             |         |

**\$110,000 Academic Year Pay**

| Students | SCH | Pay      | Pay &<br>ERE | Total<br>Revenue | Contribution<br>Margin |
|----------|-----|----------|--------------|------------------|------------------------|
| 20       | 80  | \$11,132 | \$12,690     | \$13,340         | \$ 650                 |
| 19       | 76  | 10,465   | 11,930       | 12,673           | 743                    |
| 18       | 72  | 9,798    | 11,170       | 12,006           | 836                    |
| 17       | 68  | 9,131    | 10,409       | 11,339           | 930                    |
| 16       | 64  | 8,464    | 9,649        | 10,672           | 1,023                  |
| 15       | 60  | 7,797    | 8,889        | 10,005           | 1,116                  |
| 14**     | 56  | 7,130    | 8,128        | 9,338            | 1,210                  |
| 13**     | 52  | 6,463    | 7,368        | 8,671            | 1,303                  |
| 12**     | 48  | 5,796    | 6,607        | 8,004            | 1,397                  |
| 11**     | 44  | 5,129    | 5,847        | 7,337            | 1,490                  |
| 10**     | 40  | 4,462    | 5,087        | 6,670            | 1,583                  |

**Guarantee**

|                     |         |             |         |
|---------------------|---------|-------------|---------|
| 70% of full pay     | \$7,792 | Pay and ERE | \$8,883 |
| Contribution Margin | (2,213) |             |         |

**ACC Summer Session Document 5**  
**Salaries and Breakeven Enrollments with Profit Margin**  
**Three credit Courses**  
**Profit Margin – \$1,000**

| Academic<br>Year<br>Salary | Summer<br>Salary<br>7.59% | Summer Salary<br>and ERE<br>7.59% + 14% | Breakeven                |                     |
|----------------------------|---------------------------|---|--------------------------|---------------------|
|                            |                           |   | Undergraduate<br>(\$462) | Graduate<br>(\$500) |
| \$40,000                   | \$3,036                   | \$3,461                                 | 10                       | 9                   |
| 41                         | 3,112                     | 3,548                                   |                          | 10                  |
| 42                         | 3,188                     | 3,634                                   | 11                       |                     |
| 43                         | 3,264                     | 3,721                                   |                          |                     |
| 44                         | 3,340                     | 3,807                                   |                          |                     |
| 45                         | 3,416                     | 3,894                                   |                          |                     |
| 46                         | 3,492                     | 3,980                                   |                          |                     |
| 47                         | 3,568                     | 4,067                                   |                          | 11                  |
| 48                         | 3,644                     | 4,153                                   | 12                       |                     |
| 49                         | 3,720                     | 4,240                                   |                          |                     |
| 50                         | 3,796                     | 4,326                                   |                          |                     |
| 51                         | 3,871                     | 4,413                                   |                          |                     |
| 52                         | 3,947                     | 4,499                                   |                          |                     |
| 53                         | 4,023                     | 4,586                                   | 13                       | 12                  |
| 54                         | 4,099                     | 4,672                                   |                          |                     |
| 55                         | 4,175                     | 4,759                                   |                          |                     |
| 56                         | 4,251                     | 4,845                                   |                          |                     |
| 57                         | 4,327                     | 4,932                                   |                          |                     |
| 58                         | 4,403                     | 5,018                                   | 14                       | 13                  |
| 59                         | 4,479                     | 5,105                                   |                          |                     |
| 60                         | 4,555                     | 5,191                                   |                          |                     |
| 61                         | 4,630                     | 5,278                                   |                          |                     |
| 62                         | 4,706                     | 5,365                                   |                          |                     |
| 63                         | 4,782                     | 5,452                                   |                          |                     |
| 64                         | 4,858                     | 5,538                                   | 15                       | 14                  |
| 65                         | 4,934                     | 5,625                                   |                          |                     |
| 66                         | 5,010                     | 5,711                                   |                          |                     |
| 67                         | 5,086                     | 5,798                                   |                          |                     |
| 68                         | 5,162                     | 5,884                                   |                          |                     |
| 69                         | 5,238                     | 5,971                                   | 16                       |                     |
| 70                         | 5,314                     | 6,057                                   |                          | 15                  |
| 71                         | 5,389                     | 6,144                                   |                          |                     |
| 72                         | 5,465                     | 6,230                                   |                          |                     |
| 73                         | 5,541                     | 6,317                                   |                          |                     |
| 74                         | 5,617                     | 6,403                                   | 17                       |                     |
| 75                         | 5,693                     | 6,490                                   |                          |                     |
| 76                         | 5,769                     | 6,576                                   |                          | 16                  |
| 77                         | 5,845                     | 6,663                                   |                          |                     |

78                    5,921                    6,749

| Academic<br>Year<br>Salary | Summer<br>Salary<br>7.59% | Summer Salary<br>and ERE<br>7.59% + 14% | Breakeven                |                     |
|----------------------------|---------------------------|---|--------------------------|---------------------|
|                            |                           |   | Undergraduate<br>(\$462) | Graduate<br>(\$500) |
| 79                         | 5,987                     | 6,836                                   |                          |                     |
| 80                         | 6,073                     | 6,922                                   | 18                       |                     |
| 81                         | 6,148                     | 7,009                                   |                          | 17                  |
| 82                         | 6,224                     | 7,095                                   |                          |                     |
| 83                         | 6,300                     | 7,182                                   |                          |                     |
| 84                         | 6,376                     | 7,268                                   |                          |                     |
| 85                         | 6,452                     | 7,355                                   | 19                       |                     |
| 86                         | 6,528                     | 7,441                                   |                          |                     |
| 87                         | 6,604                     | 7,528                                   |                          | 18                  |
| 88                         | 6,680                     | 7,614                                   |                          |                     |
| 89                         | 6,756                     | 7,801                                   |                          |                     |
| 90                         | 6,832                     | 7,787                                   | 20                       |                     |
| 91                         | 6,907                     | 7,874                                   |                          |                     |
| 92                         | 6,983                     | 7,960                                   |                          |                     |
| 93                         | 7,059                     | 8,047                                   |                          | 19                  |
| 94                         | 7,135                     | 8,133                                   |                          |                     |
| 95                         | 7,211                     | 8,220                                   |                          |                     |
| 96                         | 7,287                     | 8,306                                   | 21                       |                     |
| 97                         | 7,363                     | 8,393                                   |                          |                     |
| 98                         | 7,439                     | 8,479                                   |                          |                     |
| 99                         | 7,515                     | 8,566                                   |                          | 20                  |
| 100                        | 7,590                     | 8,652                                   |                          |                     |
| 101                        | 7,666                     | 8,739                                   | 22                       |                     |
| 102                        | 7,742                     | 8,826                                   |                          |                     |
| 103                        | 7,818                     | 8,912                                   |                          |                     |
| 104                        | 7,894                     | 8,999                                   |                          |                     |
| 105                        | 7,970                     | 9,085                                   |                          | 21                  |
| 106                        | 8,045                     | 9,172                                   | 23                       |                     |
| 107                        | 8,121                     | 9,259                                   |                          |                     |
| 108                        | 8,197                     | 9,345                                   |                          |                     |
| 109                        | 8,273                     | 9,431                                   |                          |                     |
| 110                        | 8,349                     | 9,518                                   |                          | 22                  |

Salaries and Breakeven Enrollments  
 Four credit Courses  
 Profit Margin - \$1,000

| Academic<br>Year<br>Salary | Summer<br>Salary<br>10.12% | Summer Salary<br>and ERE<br>10.12% + 14% | Breakeven                |                     |
|----------------------------|----------------------------|--|--------------------------|---------------------|
|                            |                            |  | Undergraduate<br>(\$616) | Graduate<br>(\$667) |
| \$40,000                   | \$4,048                    | \$4,615                                  | 10                       | 9                   |
| 41                         | 4,149                      | 4,730                                    |                          |                     |
| 42                         | 4,250                      | 4,845                                    |                          |                     |
| 43                         | 4,351                      | 4,960                                    |                          |                     |
| 44                         | 4,452                      | 5,076                                    |                          | 10                  |
| 45                         | 4,554                      | 5,191                                    | 11                       |                     |
| 46                         | 4,655                      | 5,306                                    |                          |                     |
| 47                         | 4,756                      | 5,421                                    |                          |                     |
| 48                         | 4,857                      | 5,537                                    |                          |                     |
| 49                         | 4,958                      | 5,653                                    |                          |                     |
| 50                         | 5,060                      | 5,768                                    |                          | 11                  |
| 51                         | 5,161                      | 5,883                                    | 12                       |                     |
| 52                         | 5,262                      | 5,998                                    |                          |                     |
| 53                         | 5,363                      | 6,114                                    |                          |                     |
| 54                         | 5,464                      | 6,229                                    |                          |                     |
| 55                         | 5,566                      | 6,344                                    |                          | 12                  |
| 56                         | 5,667                      | 6,459                                    | 13                       |                     |
| 57                         | 5,768                      | 6,575                                    |                          |                     |
| 58                         | 5,869                      | 6,690                                    |                          |                     |
| 59                         | 5,970                      | 6,806                                    |                          |                     |
| 60                         | 6,072                      | 6,922                                    |                          |                     |
| 61                         | 6,173                      | 7,038                                    | 14                       | 13                  |
| 62                         | 6,274                      | 7,154                                    |                          |                     |
| 63                         | 6,375                      | 7,269                                    |                          |                     |
| 64                         | 6,476                      | 7,384                                    |                          |                     |
| 65                         | 6,578                      | 7,499                                    |                          |                     |
| 66                         | 6,679                      | 7,614                                    |                          |                     |
| 67                         | 6,780                      | 7,729                                    | 15                       | 14                  |
| 68                         | 6,881                      | 7,844                                    |                          |                     |
| 69                         | 6,982                      | 7,959                                    |                          |                     |
| 70                         | 7,084                      | 8,075                                    |                          |                     |
| 71                         | 7,185                      | 8,191                                    |                          |                     |
| 72                         | 7,286                      | 8,306                                    | 16                       |                     |
| 73                         | 7,387                      | 8,421                                    |                          | 15                  |
| 74                         | 7,488                      | 8,536                                    |                          |                     |
| 75                         | 7,590                      | 8,562                                    |                          |                     |
| 76                         | 7,691                      | 8,767                                    |                          |                     |
| 77                         | 7,792                      | 8,883                                    | 17                       |                     |

| 78       | 7,893  | 9,000         | Breakeven     |          |
|----------|--------|---------------|---------------|----------|
| Academic | Summer | Summer Salary | Undergraduate | Graduate |
| Year     | Salary | and ERE       |               |          |
| Salary   | 10.12% | 10.12% + 14%  | (\$616)       | (\$667)  |
| 79       | 7,994  | 9,114         |               | 16       |
| 80       | 8,096  | 9,229         |               |          |
| 81       | 8,197  | 9,344         |               |          |
| 82       | 8,298  | 9,459         |               |          |
| 83       | 8,399  | 9,575         | 18            |          |
| 84       | 8,500  | 9,690         |               | 17       |
| 85       | 8,602  | 9,806         |               |          |
| 86       | 8,703  | 9,921         |               |          |
| 87       | 8,804  | 10,036        |               |          |
| 88       | 8,905  | 10,151        | 19            |          |
| 89       | 9,006  | 10,267        |               |          |
| 90       | 9,108  | 10,383        |               | 18       |
| 91       | 9,209  | 10,499        |               |          |
| 92       | 9,310  | 10,614        |               |          |
| 93       | 9,411  | 10,729        | 20            |          |
| 94       | 9,512  | 10,844        |               |          |
| 95       | 9,614  | 10,960        |               |          |
| 96       | 9,715  | 11,075        |               | 19       |
| 97       | 9,816  | 11,190        |               |          |
| 98       | 9,917  | 11,305        |               |          |
| 99       | 10,018 | 11,421        | 21            |          |
| 100      | 10,120 | 11,536        |               |          |
| 101      | 10,221 | 11,652        |               |          |
| 102      | 10,332 | 11,768        |               | 20       |
| 103      | 10,424 | 11,883        |               |          |
| 104      | 10,525 | 11,998        | 22            |          |
| 105      | 10,626 | 12,114        |               |          |
| 106      | 10,727 | 12,229        |               |          |
| 107      | 10,828 | 12,344        |               | 21       |
| 108      | 10,930 | 12,460        |               |          |
| 109      | 11,031 | 12,575        | 23            |          |
| 110      | 11,132 | 12,690        |               |          |

Salaries and Breakeven Enrollments with Profit Margin  
 Three credit Courses  
 Profit Margin – \$2,000

| Academic<br>Year<br>Salary | Summer<br>Salary<br>7.59% | Summer Salary<br>and ERE<br>7.59% + 14% | Breakeven                |                     |
|----------------------------|---------------------------|---|--------------------------|---------------------|
|                            |                           |   | Undergraduate<br>(\$462) | Graduate<br>(\$500) |
| \$40,000                   | \$3,036                   | \$3,461                                 | 12                       | 11                  |
| 41                         | 3,112                     | 3,548                                   | 13                       | 12                  |
| 42                         | 3,188                     | 3,634                                   |                          |                     |
| 43                         | 3,264                     | 3,721                                   |                          |                     |
| 44                         | 3,340                     | 3,807                                   |                          |                     |
| 45                         | 3,416                     | 3,894                                   |                          |                     |
| 46                         | 3,492                     | 3,980                                   |                          |                     |
| 47                         | 3,568                     | 4,067                                   | 14                       | 13                  |
| 48                         | 3,644                     | 4,153                                   |                          |                     |
| 49                         | 3,720                     | 4,240                                   |                          |                     |
| 50                         | 3,796                     | 4,326                                   |                          |                     |
| 51                         | 3,871                     | 4,413                                   |                          |                     |
| 52                         | 3,947                     | 4,499                                   | 15                       |                     |
| 53                         | 4,023                     | 4,586                                   |                          | 14                  |
| 54                         | 4,099                     | 4,672                                   |                          |                     |
| 55                         | 4,175                     | 4,759                                   |                          |                     |
| 56                         | 4,251                     | 4,845                                   |                          |                     |
| 57                         | 4,327                     | 4,932                                   | 16                       |                     |
| 58                         | 4,403                     | 5,018                                   |                          | 15                  |
| 59                         | 4,479                     | 5,105                                   |                          |                     |
| 60                         | 4,555                     | 5,191                                   |                          |                     |
| 61                         | 4,630                     | 5,278                                   |                          |                     |
| 62                         | 4,706                     | 5,365                                   |                          |                     |
| 63                         | 4,782                     | 5,452                                   | 17                       |                     |
| 64                         | 4,858                     | 5,538                                   |                          | 16                  |
| 65                         | 4,934                     | 5,625                                   |                          |                     |
| 66                         | 5,010                     | 5,711                                   |                          |                     |
| 67                         | 5,086                     | 5,798                                   |                          |                     |
| 68                         | 5,162                     | 5,884                                   | 18                       |                     |
| 69                         | 5,238                     | 5,971                                   |                          |                     |
| 70                         | 5,314                     | 6,057                                   |                          | 17                  |
| 71                         | 5,389                     | 6,144                                   |                          |                     |
| 72                         | 5,465                     | 6,230                                   |                          |                     |
| 73                         | 5,541                     | 6,317                                   | 19                       |                     |
| 74                         | 5,617                     | 6,403                                   |                          |                     |
| 75                         | 5,693                     | 6,490                                   |                          |                     |
| 76                         | 5,769                     | 6,576                                   |                          | 18                  |
| 77                         | 5,845                     | 6,663                                   |                          |                     |

| 78       | 5,921  | 6,749         | Breakeven     |          |
|----------|--------|---------------|---------------|----------|
| Academic | Summer | Summer Salary | Undergraduate | Graduate |
| Year     | Salary | and ERE       |               |          |
| Salary   | 7.59%  | 7.59% + 14%   | (\$462)       | (\$500)  |
| 79       | 5,987  | 6,836         | 20            |          |
| 80       | 6,073  | 6,922         |               |          |
| 81       | 6,148  | 7,009         |               | 19       |
| 82       | 6,224  | 7,095         |               |          |
| 83       | 6,300  | 7,182         |               |          |
| 84       | 6,376  | 7,268         | 21            |          |
| 85       | 6,452  | 7,355         |               |          |
| 86       | 6,528  | 7,441         |               |          |
| 87       | 6,604  | 7,528         |               | 20       |
| 88       | 6,680  | 7,614         |               |          |
| 89       | 6,756  | 7,801         | 22            |          |
| 90       | 6,832  | 7,787         |               |          |
| 91       | 6,907  | 7,874         |               |          |
| 92       | 6,983  | 7,960         |               |          |
| 93       | 7,059  | 8,047         |               | 21       |
| 94       | 7,135  | 8,133         |               |          |
| 95       | 7,211  | 8,220         | 23            |          |
| 96       | 7,287  | 8,306         |               |          |
| 97       | 7,363  | 8,393         |               |          |
| 98       | 7,439  | 8,479         |               |          |
| 99       | 7,515  | 8,566         |               | 22       |
| 100      | 7,590  | 8,652         | 24            |          |
| 101      | 7,666  | 8,739         |               |          |
| 102      | 7,742  | 8,826         |               |          |
| 103      | 7,818  | 8,912         |               |          |
| 104      | 7,894  | 8,999         |               |          |
| 105      | 7,970  | 9,085         | 25            | 23       |
| 106      | 8,045  | 9,172         |               |          |
| 107      | 8,121  | 9,259         |               |          |
| 108      | 8,197  | 9,345         |               |          |
| 109      | 8,273  | 9,431         |               |          |
| 110      | 8,349  | 9,518         |               | 24       |

Salaries and Breakeven Enrollments  
 Four credit Courses  
 Profit Margin - \$2,000

| Academic<br>Year<br>Salary | Summer<br>Salary<br>10.12% | Summer Salary<br>and ERE<br>10.12% + 14% | Breakeven                |                     |
|----------------------------|----------------------------|--|--------------------------|---------------------|
|                            |                            |  | Undergraduate<br>(\$616) | Graduate<br>(\$667) |
| \$40,000                   | \$4,048                    | \$4,615                                  | 11                       | 10                  |
| 41                         | 4,149                      | 4,730                                    |                          | 11                  |
| 42                         | 4,250                      | 4,845                                    |                          |                     |
| 43                         | 4,351                      | 4,960                                    | 12                       |                     |
| 44                         | 4,452                      | 5,076                                    |                          |                     |
| 45                         | 4,554                      | 5,191                                    |                          |                     |
| 46                         | 4,655                      | 5,306                                    |                          |                     |
| 47                         | 4,756                      | 5,421                                    | 13                       | 12                  |
| 48                         | 4,857                      | 5,537                                    |                          |                     |
| 49                         | 4,958                      | 5,653                                    |                          |                     |
| 50                         | 5,060                      | 5,768                                    |                          |                     |
| 51                         | 5,161                      | 5,883                                    |                          |                     |
| 52                         | 5,262                      | 5,998                                    |                          |                     |
| 53                         | 5,363                      | 6,114                                    | 14                       | 13                  |
| 54                         | 5,464                      | 6,229                                    |                          |                     |
| 55                         | 5,566                      | 6,344                                    |                          |                     |
| 56                         | 5,667                      | 6,459                                    |                          |                     |
| 57                         | 5,768                      | 6,575                                    |                          |                     |
| 58                         | 5,869                      | 6,690                                    | 15                       | 14                  |
| 59                         | 5,970                      | 6,806                                    |                          |                     |
| 60                         | 6,072                      | 6,922                                    |                          |                     |
| 61                         | 6,173                      | 7,038                                    |                          |                     |
| 62                         | 6,274                      | 7,154                                    |                          |                     |
| 63                         | 6,375                      | 7,269                                    | 16                       |                     |
| 64                         | 6,476                      | 7,384                                    |                          | 15                  |
| 65                         | 6,578                      | 7,499                                    |                          |                     |
| 66                         | 6,679                      | 7,614                                    |                          |                     |
| 67                         | 6,780                      | 7,729                                    |                          |                     |
| 68                         | 6,881                      | 7,844                                    |                          |                     |
| 69                         | 6,982                      | 7,959                                    | 17                       |                     |
| 70                         | 7,084                      | 8,075                                    |                          | 16                  |
| 71                         | 7,185                      | 8,191                                    |                          |                     |
| 72                         | 7,286                      | 8,306                                    |                          |                     |
| 73                         | 7,387                      | 8,421                                    |                          |                     |
| 74                         | 7,488                      | 8,536                                    | 18                       |                     |
| 75                         | 7,590                      | 8,562                                    |                          |                     |
| 76                         | 7,691                      | 8,767                                    |                          | 17                  |
| 77                         | 7,792                      | 8,883                                    |                          |                     |

| 78       | 7,893  | 9,000         | Breakeven     |          |
|----------|--------|---------------|---------------|----------|
| Academic | Summer | Summer Salary | Undergraduate | Graduate |
| Year     | Salary | and ERE       | (\$616)       | (\$667)  |
| Salary   | 10.12% | 10.12% + 14%  |               |          |
| 79       | 7,994  | 9,114         | 19            |          |
| 80       | 8,096  | 9,229         |               |          |
| 81       | 8,197  | 9,344         |               |          |
| 82       | 8,298  | 9,459         |               | 18       |
| 83       | 8,399  | 9,575         |               |          |
| 84       | 8,500  | 9,690         |               |          |
| 85       | 8,602  | 9,806         | 20            |          |
| 86       | 8,703  | 9,921         |               |          |
| 87       | 8,804  | 10,036        |               | 19       |
| 88       | 8,905  | 10,151        |               |          |
| 89       | 9,006  | 10,267        |               |          |
| 90       | 9,108  | 10,383        | 21            |          |
| 91       | 9,209  | 10,499        |               |          |
| 92       | 9,310  | 10,614        |               |          |
| 93       | 9,411  | 10,729        |               | 20       |
| 94       | 9,512  | 10,844        |               |          |
| 95       | 9,614  | 10,960        | 22            |          |
| 96       | 9,715  | 11,075        |               |          |
| 97       | 9,816  | 11,190        |               |          |
| 98       | 9,917  | 11,305        |               |          |
| 99       | 10,018 | 11,421        |               | 21       |
| 100      | 10,120 | 11,536        |               |          |
| 101      | 10,221 | 11,652        | 23            |          |
| 102      | 10,332 | 11,768        |               |          |
| 103      | 10,424 | 11,883        |               |          |
| 104      | 10,525 | 11,998        |               |          |
| 105      | 10,626 | 12,114        |               | 22       |
| 106      | 10,727 | 12,229        | 24            |          |
| 107      | 10,828 | 12,344        |               |          |
| 108      | 10,930 | 12,460        |               |          |
| 109      | 11,031 | 12,575        |               |          |
| 110      | 11,132 | 12,690        |               | 23       |

Salaries and Breakeven Enrollments with Profit Margin  
 Three credit Courses  
 Profit Margin – \$3,000

| Academic<br>Year<br>Salary | Summer<br>Salary<br>7.59% | Summer Salary<br>and ERE<br>7.59% + 14% | Breakeven                |                     |
|----------------------------|---------------------------|---|--------------------------|---------------------|
|                            |                           |   | Undergraduate<br>(\$462) | Graduate<br>(\$500) |
| \$40,000                   | \$3,036                   | \$3,461                                 | 14                       | 13                  |
| 41                         | 3,112                     | 3,548                                   | 15                       | 14                  |
| 42                         | 3,188                     | 3,634                                   |                          |                     |
| 43                         | 3,264                     | 3,721                                   |                          |                     |
| 44                         | 3,340                     | 3,807                                   |                          |                     |
| 45                         | 3,416                     | 3,894                                   |                          |                     |
| 46                         | 3,492                     | 3,980                                   | 16                       |                     |
| 47                         | 3,568                     | 4,067                                   |                          | 15                  |
| 48                         | 3,644                     | 4,153                                   |                          |                     |
| 49                         | 3,720                     | 4,240                                   |                          |                     |
| 50                         | 3,796                     | 4,326                                   |                          |                     |
| 51                         | 3,871                     | 4,413                                   | 17                       |                     |
| 52                         | 3,947                     | 4,499                                   |                          |                     |
| 53                         | 4,023                     | 4,586                                   |                          | 16                  |
| 54                         | 4,099                     | 4,672                                   |                          |                     |
| 55                         | 4,175                     | 4,759                                   |                          |                     |
| 56                         | 4,251                     | 4,845                                   | 18                       |                     |
| 57                         | 4,327                     | 4,932                                   |                          |                     |
| 58                         | 4,403                     | 5,018                                   |                          | 17                  |
| 59                         | 4,479                     | 5,105                                   |                          |                     |
| 60                         | 4,555                     | 5,191                                   |                          |                     |
| 61                         | 4,630                     | 5,278                                   |                          |                     |
| 62                         | 4,706                     | 5,365                                   | 19                       |                     |
| 63                         | 4,782                     | 5,452                                   |                          |                     |
| 64                         | 4,858                     | 5,538                                   |                          | 18                  |
| 65                         | 4,934                     | 5,625                                   |                          |                     |
| 66                         | 5,010                     | 5,711                                   |                          |                     |
| 67                         | 5,086                     | 5,798                                   | 20                       |                     |
| 68                         | 5,162                     | 5,884                                   |                          |                     |
| 69                         | 5,238                     | 5,971                                   |                          |                     |
| 70                         | 5,314                     | 6,057                                   |                          | 19                  |
| 71                         | 5,389                     | 6,144                                   |                          |                     |
| 72                         | 5,465                     | 6,230                                   |                          |                     |
| 73                         | 5,541                     | 6,317                                   | 21                       |                     |
| 74                         | 5,617                     | 6,403                                   |                          |                     |
| 75                         | 5,693                     | 6,490                                   |                          |                     |
| 76                         | 5,769                     | 6,576                                   |                          | 20                  |
| 77                         | 5,845                     | 6,663                                   |                          |                     |

| 78<br>Academic<br>Year<br>Salary | 5,921<br>Summer<br>Salary<br>7.59% | 6,749<br>Summer Salary<br>and ERE<br>7.59% + 14% | 22<br>Breakeven<br>Undergraduate<br>(\$462) | Graduate<br>(\$500) |
|----------------------------------|------------------------------------|--|---|---------------------|
| 79                               | 5,987                              | 6,836  |   |                     |
| 80                               | 6,073                              | 6,922  |   |                     |
| 81                               | 6,148                              | 7,009  |   | 21                  |
| 82                               | 6,224                              | 7,095  |   |                     |
| 83                               | 6,300                              | 7,182  | 23  |                     |
| 84                               | 6,376                              | 7,268  |   |                     |
| 85                               | 6,452                              | 7,355  |   |                     |
| 86                               | 6,528                              | 7,441  |   |                     |
| 87                               | 6,604                              | 7,528  |   | 22                  |
| 88                               | 6,680                              | 7,614  |   |                     |
| 89                               | 6,756                              | 7,801  | 24  |                     |
| 90                               | 6,832                              | 7,787  |   |                     |
| 91                               | 6,907                              | 7,874  |   |                     |
| 92                               | 6,983                              | 7,960  |   |                     |
| 93                               | 7,059                              | 8,047  |   | 23                  |
| 94                               | 7,135                              | 8,133  | 25  |                     |
| 95                               | 7,211                              | 8,220  |   |                     |
| 96                               | 7,287                              | 8,306  |   |                     |
| 97                               | 7,363                              | 8,393  |   |                     |
| 98                               | 7,439                              | 8,479  |   |                     |
| 99                               | 7,515                              | 8,566  | 26  | 24                  |
| 100                              | 7,590                              | 8,652  |   |                     |
| 101                              | 7,666                              | 8,739  |   |                     |
| 102                              | 7,742                              | 8,826  |   |                     |
| 103                              | 7,818                              | 8,912  |   |                     |
| 104                              | 7,894                              | 8,999  |   |                     |
| 105                              | 7,970                              | 9,085  | 27  | 25                  |
| 106                              | 8,045                              | 9,172  |   |                     |
| 107                              | 8,121                              | 9,259  |   |                     |
| 108                              | 8,197                              | 9,345  |   |                     |
| 109                              | 8,273                              | 9,431  |   |                     |
| 110                              | 8,349                              | 9,518  | 28  | 26                  |

Salaries and Breakeven Enrollments  
 Four credit Courses  
 Profit Margin - \$3,000

| Academic<br>Year<br>Salary | Summer<br>Salary<br>10.12% | Summer Salary<br>and ERE<br>10.12% + 14% | Breakeven                |                     |
|----------------------------|----------------------------|--|--------------------------|---------------------|
|                            |                            |  | Undergraduate<br>(\$616) | Graduate<br>(\$667) |
| \$40,000                   | \$4,048                    | \$4,615                                  | 13                       | 12                  |
| 41                         | 4,149                      | 4,730                                    |                          |                     |
| 42                         | 4,250                      | 4,845                                    |                          |                     |
| 43                         | 4,351                      | 4,960                                    |                          |                     |
| 44                         | 4,452                      | 5,076                                    | 14                       | 13                  |
| 45                         | 4,554                      | 5,191                                    |                          |                     |
| 46                         | 4,655                      | 5,306                                    |                          |                     |
| 47                         | 4,756                      | 5,421                                    |                          |                     |
| 48                         | 4,857                      | 5,537                                    |                          |                     |
| 49                         | 4,958                      | 5,653                                    | 15                       |                     |
| 50                         | 5,060                      | 5,768                                    |                          | 14                  |
| 51                         | 5,161                      | 5,883                                    |                          |                     |
| 52                         | 5,262                      | 5,998                                    |                          |                     |
| 53                         | 5,363                      | 6,114                                    |                          |                     |
| 54                         | 5,464                      | 6,229                                    |                          |                     |
| 55                         | 5,566                      | 6,344                                    | 16                       | 15                  |
| 56                         | 5,667                      | 6,459                                    |                          |                     |
| 57                         | 5,768                      | 6,575                                    |                          |                     |
| 58                         | 5,869                      | 6,690                                    |                          |                     |
| 59                         | 5,970                      | 6,806                                    |                          |                     |
| 60                         | 6,072                      | 6,922                                    | 17                       |                     |
| 61                         | 6,173                      | 7,038                                    |                          | 16                  |
| 62                         | 6,274                      | 7,154                                    |                          |                     |
| 63                         | 6,375                      | 7,269                                    |                          |                     |
| 64                         | 6,476                      | 7,384                                    |                          |                     |
| 65                         | 6,578                      | 7,499                                    | 18                       |                     |
| 66                         | 6,679                      | 7,614                                    |                          |                     |
| 67                         | 6,780                      | 7,729                                    |                          | 17                  |
| 68                         | 6,881                      | 7,844                                    |                          |                     |
| 69                         | 6,982                      | 7,959                                    |                          |                     |
| 70                         | 7,084                      | 8,075                                    |                          |                     |
| 71                         | 7,185                      | 8,191                                    | 19                       |                     |
| 72                         | 7,286                      | 8,306                                    |                          |                     |
| 73                         | 7,387                      | 8,421                                    |                          | 18                  |
| 74                         | 7,488                      | 8,536                                    |                          |                     |
| 75                         | 7,590                      | 8,562                                    |                          |                     |
| 76                         | 7,691                      | 8,767                                    | 20                       |                     |
| 77                         | 7,792                      | 8,883                                    |                          |                     |

| 78<br>Academic<br>Year<br>Salary | 7,893<br>Summer<br>Salary<br>10.12% | 9,000<br>Summer Salary<br>and ERE<br>10.12% + 14% | Breakeven                |                     |
|----------------------------------|-------------------------------------|---|--------------------------|---------------------|
|                                  |                                     |   | Undergraduate<br>(\$616) | Graduate<br>(\$667) |
| 79                               | 7,994                               | 9,114   |                          | 19                  |
| 80                               | 8,096                               | 9,229   |                          |                     |
| 81                               | 8,197                               | 9,344   | 21                       |                     |
| 82                               | 8,298                               | 9,459   |                          |                     |
| 83                               | 8,399                               | 9,575   |                          |                     |
| 84                               | 8,500                               | 9,690   |                          | 20                  |
| 85                               | 8,602                               | 9,806   |                          |                     |
| 86                               | 8,703                               | 9,921   |                          |                     |
| 87                               | 8,804                               | 10,036  | 22                       |                     |
| 88                               | 8,905                               | 10,151  |                          |                     |
| 89                               | 9,006                               | 10,267  |                          |                     |
| 90                               | 9,108                               | 10,383  |                          | 21                  |
| 91                               | 9,209                               | 10,499  |                          |                     |
| 92                               | 9,310                               | 10,614  | 23                       |                     |
| 93                               | 9,411                               | 10,729  |                          |                     |
| 94                               | 9,512                               | 10,844  |                          |                     |
| 95                               | 9,614                               | 10,960  |                          |                     |
| 96                               | 9,715                               | 11,075  |                          | 22                  |
| 97                               | 9,816                               | 11,190  | 24                       |                     |
| 98                               | 9,917                               | 11,305  |                          |                     |
| 99                               | 10,018                              | 11,421  |                          |                     |
| 100                              | 10,120                              | 11,536  |                          |                     |
| 101                              | 10,221                              | 11,652  |                          |                     |
| 102                              | 10,332                              | 11,768  |                          | 23                  |
| 103                              | 10,424                              | 11,883  | 25                       |                     |
| 104                              | 10,525                              | 11,998  |                          |                     |
| 105                              | 10,626                              | 12,114  |                          |                     |
| 106                              | 10,727                              | 12,229  |                          |                     |
| 107                              | 10,828                              | 12,344  |                          | 24                  |
| 108                              | 10,930                              | 12,460  | 26                       |                     |
| 109                              | 11,031                              | 12,575  |                          |                     |
| 110                              | 11,132                              | 12,690  |                          |                     |