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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Fiscal Years 2008^09 through 2012^13** | | | | | | | | | | | | | | |
| **Income and Expenses** | | |  | **2008^09** |  | **2009^10** |  | **2010^11** |  | **2011^12** |  | **2012^13** |  | **Total 09^13** |
| Number of Students | |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Cohort 1 |  |  | 25 |  | 22 |  |  |  |  |  |  |  |  |
|  | Cohort 2 |  |  |  |  | 28 |  | 25 |  |  |  |  |  |  |
|  | Cohort 3 |  |  |  |  |  |  | 28 |  | 25 |  |  |  |  |
|  | Cohort 4 |  |  |  |  |  |  |  |  | 28 |  | 25 |  |  |
|  | Cohort 5 |  |  |  |  |  |  |  |  |  |  | 28 |  |  |
|  | Total Enrollment |  |  | 25 |  | 50 |  | 53 |  | 53 |  | 53 |  |  |
|  | # of Credit Units |  |  | 21 |  | 36 |  | 36 |  | 36 |  | 36 |  |  |
|  | Fee per Unit |  |  | $ 595.00 |  | $ 595.00 |  | $ 595.00 |  | $ 595.00 |  | $ 595.00 |  |  |
| **Income from Students** | |  |  | $ 312,375 |  | $ 1,071,000 |  | $1,135,260 |  | $ 1,135,260 |  | $ 1,135,260 |  | $4,789,155 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Personnel** | |  |  | $ 155,010 |  | $ 436,904 |  | $ 455,129 |  | $ 455,129 |  | $ 455,129 |  | $1,957,301 |
|  | *(Instructional cost, administrative staff, support staff)* | |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Operations** | |  |  | $ 31,418 |  | $ 96,333 |  | $ 102,059 |  | $ 102,059 |  | $ 102,059 |  | $ 433,926 |
|  | *(General Office expenses, phone, mailings, data services, memberships, travel, conference fees, etc.)* | |  |  |  |  |  |  |  |  |  |  |  |  |
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| **Equipment and Materials** | |  |  | $ 22,266 |  | $ 58,125 |  | $ 61,163 |  | $ 61,163 |  | $ 61,163 |  | $ 263,878 |
|  | *(Computer refresh, furniture refresh, library materials, Instructional equipment)* | |  |  |  |  |  |  |  |  |  |  |  |  |
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|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **CSUN & Chancellor Overhead** | | |  | $ 39,047 |  | $ 133,875 |  | $ 141,908 |  | $ 141,908 |  | $ 141,908 |  | $ 598,644 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Total Expenses** | |  |  | $ 247,740 |  | $ 725,237 |  | $ 760,258 |  | $ 760,258 |  | $ 760,258 |  | $3,253,749 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Net Cash Flow** | |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Initial Investment |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Cash Flow from Program |  |  | $ 64,635 |  | $ 345,763 |  | $ 375,003 |  | $ 375,003 |  | $ 375,003 |  |  |
|  | **Net Return** |  |  | $ 64,635 |  | $ 410,398 |  | $ 785,401 |  | $ 1,160,403 |  | $ 1,535,406 |  | $1,535,406 |
| Note: Estimated upfront costs (costs incurred before the launch of the first cohort) are $252,000 which will be recovered from net over first six cohorts.) | | | | | | | | | | | | | | |