



**Variance Notes:**

- a) Tuition and Fees:
  - 3.5% tuition increase; enrollment decrease in undergraduate; enrollment increase in graduate
  
- b) Scholarship discounts and allowances
  - \$7.6 million increase in financial aid not recorded as grant/gift revenue
  - \$6.4 million increase in financial aid recorded as grant/gift revenue
  - \$1.0 million increase in third party payments
  
- c) State grants and contracts
  - \$2.3 million increase in PHEAA grants
  
- d) Sales and services
  - Reclassification of Exchange Program and Sports Camp revenues from Tuition and Fees to

