

# UF Online Business Model Adjustments

As the second full academic year of UF Online nears completion, we are evaluating the original business plan and developing revisions which allow us to incorporate changes to the landscape and lessons learned. The list below contains some of the elements which have prompted these revisions:

1. Termination of the contract with Pearson.
2. Challenges attracting qualified out of state students.
3. Significant growth with in-state students.
4. Students are taking more credit hours per semester than expected.
5. Greater impact of tuition waiver than anticipated.
6. Growth of the PaCE program.

The table and chart below contains a summary of these revisions.

Academic Year	Headcount		Tuition	
	Original Model	Actual	Original Model	Actual
2014	209	684	\$273,960	\$977,918
2015	1,304	1,319	\$2,758,410	\$2,587,963
	Original Model	Projected	Original Model	Projected
2016	3,698	2,150	\$10,406,838	\$5,498,670
	Original Model	Goals	Original Model	Goals
2017	6,029	3,900	\$17,730,215	\$9,936,600
2018	9,548	5,420	\$28,739,625	\$14,563,669
2019	13,622	7,700	\$41,228,220	\$20,711,137
2020	18,426	10,350	\$55,609,686	\$27,828,154
2021	19,716	13,480	\$59,502,364	\$36,220,435
2022	21,096	14,320	\$63,667,529	\$38,473,983
2023	22,572	15,210	\$68,124,257	\$40,884,755
2024	24,152	16,170	\$72,892,955	\$43,463,233

