## Revenue Category Descriptions

**Tuition and Fees:**
Tuition from undergraduate, graduate, professional, continuing education and non-credit programs. Also includes fees directly assessed to students.

**Financial Aid:**
Reduction to Tuition and Fees for aid and stipends provided to students.

**Grants and Contracts – Direct:**
Revenue received from external granting agencies for direct expenditures on grants and contracts.

**Grants and Contracts – Indirect:**
Direct expense on certain grants and contracts is subject to an indirect cost recovery rate. This line shows the revenue from the application of the rate.

**Endowment Distribution:**
Total distribution from the merged endowment pool. Includes the distribution that supports investment management fees including management expenses. Excludes the distribution to funds outside the All-Funds framework.

**Other Investment Income:**
Income from internal loans, parking proceeds on the Chicago campus, working capital gains, and other miscellaneous income.

**Gifts:**
Restricted and unrestricted gifts to the University.

**Sales and Services:**
Significant sources include patent royalties (including revenue redistributed to inventors), athletics TV rights, tickets and other sales, Northwestern Medicine inter-entity transfers, Housing room and board, student health insurance and fees, Kellogg Allen Center and Chicago Conferences, Center for Talent Development programs, Kellogg overseas executive education, rental and parking income, Center for Public Safety revenues, Feinberg and Law School continuing education income, and University Press sales. Other miscellaneous income includes administrative allowances on student loan programs, bookstore sales, vending machines, bad debt, lab fees, library fines, and id cards. *Intra-university revenue associated with internal service units has been removed from the presentation and an equal amount was removed on a pro-rata basis from the appropriate expense categories.*
Expense Category Descriptions

Academic Salaries:  Wages paid to full, part time, and temporary faculty for teaching, research, administration, and other duties. Includes compensation provided to teaching assistants and research assistants.

Staff / Student Salaries:  Includes wages, overtime, and additional pay provided to exempt, non-exempt, part-time, temporary, technical staff. Also includes student wages.

Employee Benefits:  The cost borne by the University to provide statutory and elective benefits to all benefits-eligible staff. This line includes health and dental insurance, retirement, social security, tuition remission, and other benefits. Also includes any allowance for cumulative prior year benefit pool performance.

Services and Professional Fees:  The cost of general service items, such as insurance, postage, technical and general consulting, merchandise resale, space rental, insurance, professional services, theatrical productions and other expenses.

Maint., Utilities, Equip.:  Utility expenses (gas, water, steam, electricity), operating maintenance, and non-capital equipment.

Other:  Expenses for supplies, library materials, travel, prizes and awards, grant matching funds, and other miscellaneous expenses.

Transfers To / (From) Capital Projects, Debt Service, and Endowments:  Movement of funds from one unit to another within the same or different fund categories, or movement of funds within a unit from unrestricted funds to restricted funds, including transfers to funds outside the all-funds framework (such as endowment principal, gift holding, capital projects, and renewal and replacement activities.)