



CONTINUING DISCLOSURE CERTIFICATE

OF

SETON HILL UNIVERSITY

FOR THE FISCAL YEAR ENDED

JUNE 30, 2024

RELATING TO:

\$42,065,000

LATROBE INDUSTRIAL DEVELOPMENT AUTHORITY

UNIVERSITY REVENUE BONDS, SERIES OF 2021

(SETON HILL UNIVERSITY)

DISCLAIMER: Readers of the continuing disclosure statement should also read the University's financial statements for the years ended June 30, 2023, 2022, 2021 and 2020 in their entirety for more complete information regarding the University's financial position, change in net assets and cash flows.

Student Applications and Enrollment

The following table, based on fall enrollments, shows actual enrollment by head count and on a full-time equivalent basis for the past five academic years. The University defines an undergraduate full time student (“FTE”) as one who is enrolled for 15 semester credits in a given semester and an FTE graduate student as one who is enrolled for 9 semester credits.

Approximate fall enrollment

Fall	Undergraduate	Graduate	Full Time	Part Time	FTE	FTE %Δ
2020	1737	344	1842	239	2013	1.3
2021	1640	355	1772	230	1975	-1.9
2022	1616	359	1768	207	1966	0.0
2023	1581	383	1756	208	1998	1.6
2024	1501	426	1738	189	1932	-3.3

Student Admissions

The tables that follow set forth the total number of applications received and accepted, and the number of students enrolled at the University for the Fall semester of the academic years indicated:

First Year Undergraduate Admissions Funnel

Fall	Applied	Accepted	Acceptance %	Enrolled	Enrolled %
2020	3,044	2,348	77.1%	398	17.0%
2021	2,931	2,170	74.0%	355	16.4%
2022	2,969	2,300	74.5%	384	16.7%
2023	2,579	1,911	74.1%	319	16.7%
2024	3,135	2,480	79.1%	330	13.3%

Adult Degree Program Admissions Funnel

Fall	Applied	Accepted	Acceptance %	Enrolled	Enrolled %
2020	215	92	42.8%	40	43.5%
2021	151	57	37.7%	41	71.9%
2022	190	80	42.1%	54	67.5%
2023	204	84	41.2%	67	79.8%
2024	179	74	41.3%	55	74.3%

Undergraduate Transfer Admissions Funnel

Fall	Applied	Accepted	Acceptance %	Enrolled	Enrolled %
2020	299	147	49.2%	55	37.4%
2021	263	133	50.6%	48	36.1%
2022	273	148	54.2%	40	27.0%
2023	316	185	58.6%	61	33.0%
2024	203	130	64.0%	52	40.0%

Graduate Admissions Funnel

Fall	Applied	Accepted	Acceptance %	Enrolled	Enrolled %
2020	223	146	65.5%	86	58.9%
2021	291	203	69.8%	129	63.5%
2022	240	202	84.1%	119	58.9%
2023	254	197	77.6%	113	57.4%
2024	292	198	67.8%	129	65.2%

Tuition, Room and Board Fees

Annual tuition for a full-time undergraduate student, plus room and board, for the past five years is as follows:

	2024-25	2023-24	2022-23	2021-22	2020-21
Tuition*	\$42,294	\$40,864	\$39,674	\$38,518	\$37,396
Room and Board	14,222	13,780	13,350	12,670	12,300
Mandatory Fees	650	550	550	550	550
Total	\$57,166	\$55,194	\$53,574	\$51,738	\$50,246
% total increase	3.58%	3.03%	3.55%	2.97%	2.40%

* Tuition for students enrolled in 12 to 17 credits per semester (12 to 18 credits per semester beginning Fall 2021).

Student Financial Aid

The following table shows the aggregate amount of financial aid for undergraduate students at the University for the last five fiscal years:

Financial aid by type						
Academic Year	Financial Aid for Undergraduates					
	Need Based			Non-need Based		
	Scholarship/Grants	Self-Help	Other	Scholarship/Grants	Self-Help	Other
2019/20	\$27,349,816	\$9,750,774	\$4,261,654	\$6,453,704	\$5,048,939	\$3,830,224
2020/21	\$34,526,058	\$9,784,842	\$3,787,294	\$9,029,637	\$5,580,507	\$3,498,022
2021/22	\$28,654,930	\$9,253,843	\$3,684,758	\$6,951,761	\$5,311,293	\$3,342,752
2022/23	\$29,655,179	\$8,481,653	\$3,212,599	\$7,726,614	\$5,545,872	\$3,047,429
2023/24	\$30,926,756	\$8,058,661	\$3,009,521	\$7,942,330	\$5,791,002	\$3,586,957

FINANCIAL INFORMATION

The following summaries and discussions of financial matters should be read in conjunction with the financial statements of the University, related notes, and the independent auditors' report for the fiscal years then ended. The University operates on a fiscal year basis, ending June 30.

Statement of Activities

The table below presents the Unrestricted Statement of Activities for the most recent five fiscal years.

<u>Unrestricted Statement of Activities</u>					
<u>Revenues:</u>	<u>2024</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2020</u>
Tuition and fees, net	\$35,317,844	\$33,786,010	\$30,864,655	\$31,584,035	\$32,561,499
Auxiliary enterprises	11,253,883	11,391,183	11,197,043	10,753,018	9,277,258
Federal and state grants	3,373,764	3,348,661	8,637,492	6,193,740	2,441,121
Private gifts and grants	446,435	393,443	401,402	404,732	433,430
Interest and dividend income	470,123	448,236	272,728	186,651	185,079
Other	6,365,917	4,822,133	4,520,674	4,594,602	4,299,457
Net assets released from restriction	<u>6,649,664</u>	<u>6,091,824</u>	<u>4,441,469</u>	<u>4,277,627</u>	<u>3,483,016</u>
Total revenues	<u>63,877,630</u>	<u>60,281,490</u>	<u>60,335,463</u>	<u>57,994,405</u>	<u>52,680,860</u>
<u>Expenses:</u>					
Instruction	24,913,216	22,936,225	23,054,324	20,977,067	21,212,725
Public service	42,168	36,945	32,212	27,285	70,576
Academic support	3,723,729	3,339,068	3,128,903	2,985,672	3,047,214
Student services	11,577,718	10,448,761	9,444,232	7,793,927	8,325,023
Auxiliary enterprises	7,290,843	7,167,609	7,071,670	6,636,085	5,922,910
Management and general	<u>15,962,645</u>	<u>15,458,607</u>	<u>16,567,536</u>	<u>14,970,056</u>	<u>13,764,570</u>
Total expenses	63,510,319	59,387,215	59,298,877	53,390,092	52,343,018
Total revenue less expenses	367,311	894,275	1,036,586	4,604,313	337,842
<u>Other activities:</u>					
Loss on impairment	-	-	-	-	-
Unrealized and realized gains (losses) on investments, net	1,461,549	810,216	(1,844,800)	2,213,658	(452,828)
Change in net assets	1,828,860	1,704,491	(808,214)	6,817,971	(114,986)
Net assets, beginning of the year	<u>90,864,253</u>	<u>89,159,762</u>	<u>89,967,976</u>	<u>83,150,005</u>	<u>83,264,991</u>
Net assets, end of the year	<u>\$92,693,113</u>	<u>\$90,864,253</u>	<u>\$89,159,762</u>	<u>\$89,967,976</u>	<u>\$83,150,005</u>

Management's Discussion of Financial Performance

For the fiscal year ended June 30, 2019, the University adopted ASU 2014-06 Not-for-Profit Entities (Topic 958): *Presentation of Financial Statements of Not-for-Profit Entities*. The statements for the fiscal year ended June 30, 2018 were restated in accordance with the standard. This guidance is intended to improve the net asset classification requirements and the information presented in the financial statements and notes about a not-for-profit entity's liquidity, financial performance and cash flows. Main

provisions of this guidance include: presentation of two classes of net assets versus the previously required three; recognition of capital gifts for construction as a net asset without donor restrictions when the associated long-lived asset is placed in service; and recognition of underwater endowment funds as a reduction in net assets with donor restrictions.

A recap of the net asset classifications driven by the adoption of ASU 2016-14 as of June 30, 2018 follows:

	ASU 2016-14 Classifications		
	Without Donor Restrictions	With Donor Restrictions	Total Net Assets
As previously presented:			
Unrestricted	\$36,693,469	-	\$36,693,469
Temporarily Restricted	-	\$59,727,496	59,727,496
Permanently Restricted	-	22,624,082	22,624,082
Net Assets as previously presented	<u>36,693,469</u>	<u>82,351,578</u>	<u>119,045,047</u>
Restatement to implement ASU 2016-14			
Use of buildings	<u>44,495,221</u>	<u>(44,495,221)</u>	<u>-</u>
Net assets, as reclassified	<u>\$81,188,690</u>	<u>\$37,856,357</u>	<u>\$119,045,047</u>

Statement of Financial Position

The table below presents the Statement of Financial Position for the University as of the June 30 fiscal year-end date for the most recent five years.

	<u>Statement of Financial Position</u>				
<u>Assets:</u>	<u>2024</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2020</u>
Cash and cash equivalents	\$25,481	\$16,396	\$29,952	\$109,504	\$422,562
Restricted cash	-	1,398,398	5,008,997	5,006,032	-
Short-term investments	-	-	-	-	-
Receivables, net of allowance:					
Student accounts	1,880,743	1,137,009	1,106,657	2,527,320	2,983,020
Grants					
Contributions	2,221,909	1,288,462	1,563,285	1,547,137	1,280,867
Notes	329,957	419,722	785,455	896,811	1,068,406
Other	4,508,299	4,634,869	3,716,540	3,686,925	3,606,808
Prepaid expenses and other assets	2,672,193	2,752,781	2,089,337	1,437,466	2,080,998
Investments	74,720,414	68,005,556	62,962,472	65,132,262	45,777,683
Property and equipment,					
Less accumulated depreciation	<u>112,662,338</u>	<u>114,980,514</u>	<u>115,487,039</u>	<u>113,916,623</u>	<u>116,861,530</u>
Total Assets	<u>199,021,334</u>	<u>194,633,707</u>	<u>192,749,734</u>	<u>194,260,080</u>	<u>174,081,874</u>
<u>Liabilities:</u>					
Accounts payable	1,348,303	1,194,628	2,232,451	1,233,950	453,010
Line of credit borrowings	-	-	-	-	-
Construction contracts payable	-	-	-	-	-
Accrued liabilities	1,538,378	2,083,323	2,997,231	2,721,273	2,647,651
Student deposits	473,346	485,827	512,280	484,598	494,459
Deferred revenue	5,193,478	4,788,885	4,968,469	4,553,547	5,996,522
Notes and capital lease payable, net	47,002,265	48,551,941	48,321,418	46,018,426	42,654,162
Advances from federal government for student loans	326,119	340,549	707,971	719,314	730,118
Land lease from Sisters of Charity	=	=	=	=	=
Total Liabilities	<u>55,882,890</u>	<u>57,445,153</u>	<u>59,739,766</u>	<u>55,731,108</u>	<u>52,975,922</u>
<u>Net Assets:</u>					
Unrestricted/without restriction	92,693,113	90,864,253	89,159,762	89,967,976	83,150,005
With restriction	50,445,331	46,324,301	43,850,206	48,560,996	37,955,947
Temporarily Restricted	-	-	-	-	-
Permanently Restricted	=	=	=	=	=
Total net assets	<u>143,138,444</u>	<u>137,188,554</u>	<u>133,009,968</u>	<u>138,528,972</u>	<u>121,105,952</u>
Total liabilities and net assets	<u>\$199,021,334</u>	<u>\$194,633,707</u>	<u>\$192,749,734</u>	<u>\$194,260,080</u>	<u>\$174,081,874</u>

Investments and Endowment

Investments by asset class as of the June 30 fiscal year-end for the most recent five years are presented in the following table.

	<u>Investments by Asset Class</u>				
	<u>2024</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2020</u>
Fixed-income securities	\$13,188,764	\$12,029,344	\$11,256,657	\$11,203,351	\$8,726,743
Equities	34,632,787	30,852,528	26,839,878	30,517,266	22,598,217
Money market accounts	14,555,778	14,926,766	18,766,388	16,612,017	4,934,956
Short term investments	-	-	-	-	-
Exchange traded funds	10,621,288	9,569,474	7,908,951	8,088,232	7,093,785
Perpetual trusts	-	-	-	-	-
Planned gift annuities	-	-	-	-	-
Life insurance	153,943	186,206	173,244	159,336	146,504
Other investments	186,661	165,904	151,180	145,287	134,954
Hedge funds					
Private equity	<u>2,614,378</u>	<u>2,922,096</u>	<u>2,875,171</u>	<u>3,412,805</u>	<u>2,142,524</u>
Total	<u>\$75,953,599</u>	<u>\$70,652,318</u>	<u>\$67,971,469</u>	<u>\$70,138,294</u>	<u>\$45,777,683</u>

The following table presents the University's endowment by net asset classification as of the June 30 fiscal year-end date for the most recent five years.

	<u>University Endowment Funds by Net Asset Classification</u>				
	<u>2024</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2020</u>
Donor-restricted endowment funds	\$42,078,096	\$39,227,059	\$36,771,040	\$42,046,661	\$32,498,980
Board-designated endowment funds					
Unrestricted	<u>20,837,556</u>	<u>17,094,654</u>	<u>13,804,807</u>	<u>13,484,265</u>	<u>9,646,814</u>
Total	<u>\$62,915,652</u>	<u>\$56,321,713</u>	<u>\$50,575,847</u>	<u>\$55,530,926</u>	<u>\$42,145,794</u>

Gifts, Grants, and Bequests

The following table summarizes contributions received by Seton Hill University for the most recent five fiscal years:

	<u>Gifts, Grants and Bequests</u>				
	<u>2024</u>	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2020</u>
Without Donor Restrictions	\$461,990	\$487,723	\$401,403	\$404,732	\$433,430
With Donor Restrictions					
Scholarships, buildings and operational support	3,502,887	2,368,866	1,965,008	2,449,933	650,581
Endowment	<u>1,332,183</u>	<u>2,444,273</u>	<u>2,222,908</u>	<u>2,254,373</u>	<u>1,291,355</u>
Total Contributions	<u>\$5,297,060</u>	<u>\$5,300,862</u>	<u>\$4,589,319</u>	<u>\$5,109,038</u>	<u>\$2,375,277</u>
Bequest Intentions & Planned Gifts	<u>\$1,550,063</u>	<u>\$1,661,042</u>	<u>\$1,121,000</u>	<u>\$30,000</u>	<u>\$771,000</u>