Measure: Net Revenue from University Space Rental (Goal 6)

General Definition:
Under Student Affairs, Northeastern regularly rents out university space for conferences and events. This KPI tracks the net revenue collected from rental space.

Frame of Reference:
Frame of reference is based on past performance. When possible, targets are based on an average percent increase over past performance. When past performance is not available, varies, or shows a decline, institutional knowledge is used.

The long term target for the life of Northeastern’s Strategic Plan is $90,000. The short term target ($75,000) is reviewed annually and revised.

Frequency of Measurement
This KPI is measured annually at the end of each Fiscal Year.

Note: Net revenue for FY19 included a unique one-time revenue stream. Therefore, short term target is only increased to $70,000.