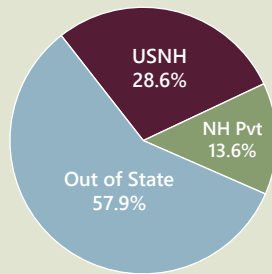


USNH Quarterly Status Report for the State of New Hampshire | March 2021

PERFORMANCE

Enrollment of 4-Year College-Going
NH Recent High School Grads

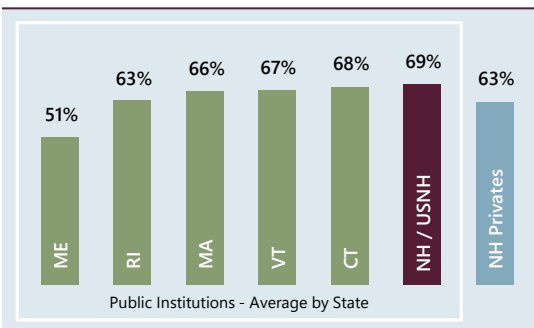
U.S. Dept. of Education, National Center for Education Statistics, IPEDS. Fall 2018, most recent available.

Enrollment

	Fall FTE		12-Month Headcount	
	2019	2020	FY19	FY20
NH Resident	12,413	12,067	16,980	16,575
Nonresident	12,015	11,506	14,267	13,831
Total	24,428	23,573	31,247	30,406
NH % of Total	50.8%	51.2%	54.3%	54.5%

Headcount unduplicated by campus.

Bachelor's 6-Year Graduation Rate



U.S. Dept. of Education, National Center for Education Statistics, IPEDS. FY19 provisional data, most recent available.

Student Loan Default Rate

NH Private 4Yr	11.9%
U.S. All Sectors	9.7%
U.S. Public 4Yr	7.1%
Northeast Public 4Yr	5.8%
New England Public 4Yr	5.7%
NH / USNH	4.3%

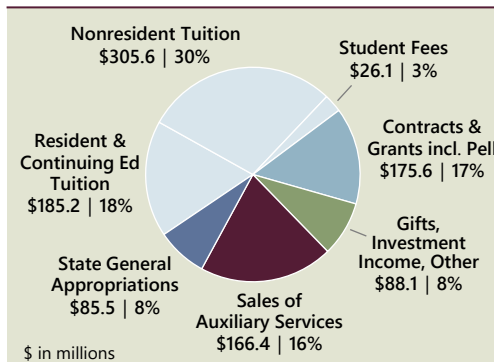
National Student Loan Data System, official 3-year default rates released 09/2020 on borrowers entering repayment in 2017. New England and Northeast averages exclude NH/USNH.

FINANCE

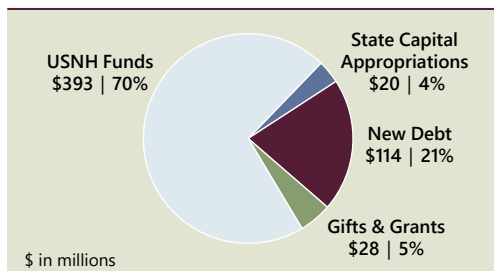
Operating Margin and UFR to Debt

\$ in millions	Actual FY20	Projection FY21
Total Operating Revenues	\$828.4	\$818.4
Total Operating Expenses	\$832.0	\$903.1
Total Operating Margin	(\$3.6)	(\$84.7)
Operating Margin	-0.4%	-10.4%
UFR:Debt	66%	44%

UFR = unrestricted financial resources. FY20 includes approx. \$40M in student refunds related to COVID-19. FY21 Projection includes approx. \$70M of estimated COVID-19 costs/impacts.

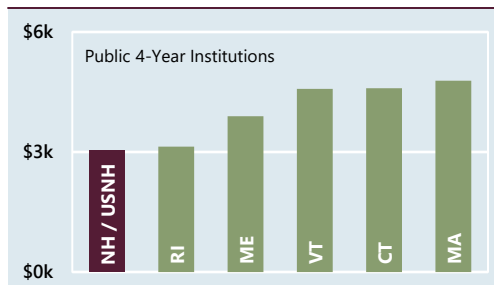
Revenue Sources FY20
Total = \$1 Billion+

Operating and nonoperating revenues. Excludes capital additions. Gross tuition and fees, not netted for financial aid.

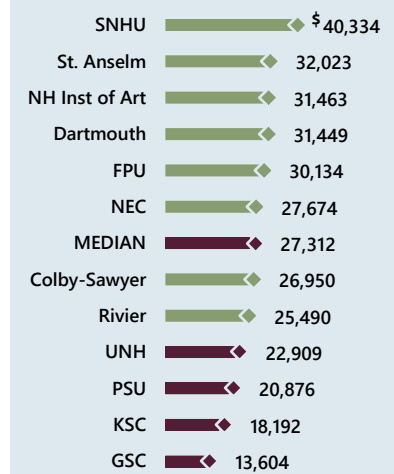
Capital Funding Sources 2015-2020
Total = \$555 Million

\$ in millions

Administrative Expense per Student



U.S. Dept. of Education, National Center for Education Statistics, IPEDS. FY17-19, 3-year average. Institutional support expense per 12-month FTE. FY19 provisional data, most recent available.

Average Net Price of Attendance
NH Undergrads

U.S. Dept. of Education, College Scorecard, 6/2021. FY18 most recent available. Average total annual price after all grant and scholarship aid for first-year, full-time, in-state students receiving federal aid.

CURRENT INITIATIVES

- COVID-19 Response and Return-to-Campus Planning
- Biosciences Workforce Ecosystem
- Business Partnership Development
- Enrollment Collaboration
- Expanded Nursing Capacity
- NH Online
- Systemwide Process Centralization & Optimization
 - Finance
 - Information Technology
 - Procurement
- USNH / CCSNH Collaboration

RISK AREAS

Monitored by Board of Trustees

- Academic Programs
- Campus Safety & Health
- Change Management
- Communications
- Compliance
- Enrollment
- Financial Health
- IT & Security
- Talent Management