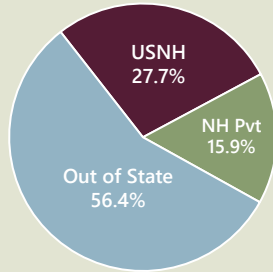


USNH Quarterly Status Report for the State of New Hampshire | September 2021

PERFORMANCE

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

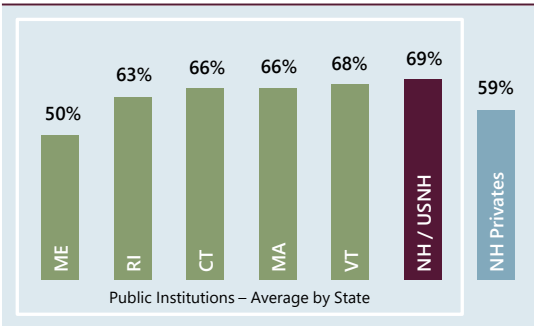
U.S. Dept. of Education, National Center for Education Statistics, IPEDS. Fall 2020 preliminary, most recent available.

Enrollment

	Fall FTE		12-Month Headcount	
	2020	2021	FY20	FY21
NH Resident	12,067	11,469	16,575	16,074
Nonresident	11,506	11,355	13,831	13,460
Total	23,573	22,823	30,406	29,534
NH % of Total	51.2%	50.2%	54.5%	54.4%

Headcount unduplicated by campus. Fall 2021 preliminary.

Bachelor's 6-Year Graduation Rate



U.S. Dept. of Education, National Center for Education Statistics, IPEDS. FY20 provisional data, most recent available.

Student Loan Default Rate

NH Private 4Yr	8.4%
U.S. All Sectors	7.0%
U.S. Public 4Yr	5.5%
Northeast Public 4Yr	4.5%
New Engl Public 4Yr	4.5%
NH / USNH	3.8%

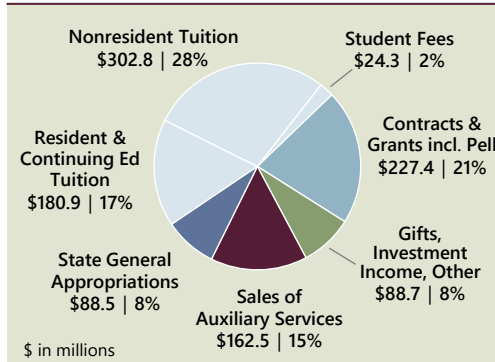
National Student Loan Data System, official 3-year default rates released 09/2021 on borrowers entering repayment in 2018. New England and Northeast averages exclude NH/USNH.

FINANCE

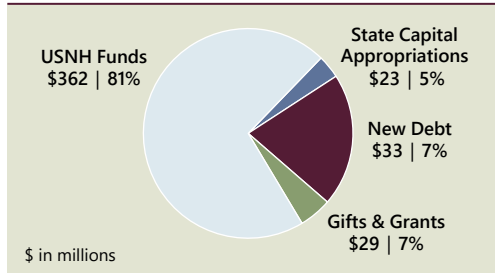
Operating Margin and UFR to Debt

\$ in millions	Actual FY21	Budget FY22
Total Operating Revenues	\$867.8	\$853.6
Total Operating Expenses	\$912.2	\$854.8
Total Operating Margin	(\$44.4)	(\$1.2)
Operating Margin	-5.1%	-0.1%
UFR:Debt	80%	82%

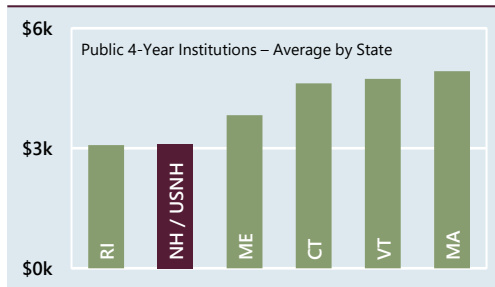
UFR = unrestricted financial resources. FY21 includes approx. \$47M net expense related to Early Retirement Programs as a result of COVID-19.

Revenue Sources FY21
Total = \$1 Billion+

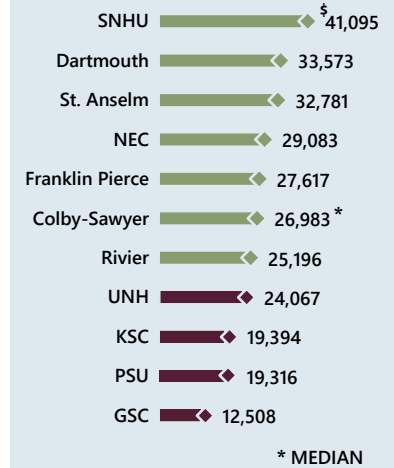
Operating and nonoperating revenues. Excludes capital additions. Gross tuition and fees, not netted for financial aid.

Capital Funding Sources 2016-2021
Total = \$447 Million

Administrative Expense per Student



U.S. Dept. of Education, National Center for Education Statistics, IPEDS. FY18-20, 3-year average. Institutional support expense per 12-month FTE. FY20 preliminary, most recent available.

Average Net Price of Attendance
NH Undergrads

U.S. Dept. of Education, College Scorecard, 12/2021. FY19, 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 Planning
- Biosciences Workforce Ecosystem
- Business Partnership Development
- Expanded Nursing Capacity
- Student Services Collaboration
- Systemwide Process Centralization & Optimization
 - Finance
 - Information Technology
 - Planning for New Enterprise Resource Planning Technology
 - Procurement
- USNH / CCSNH Collaboration
- USNH Online including GSC-UNH Integration

RISK AREAS

Monitored by Board of Trustees

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