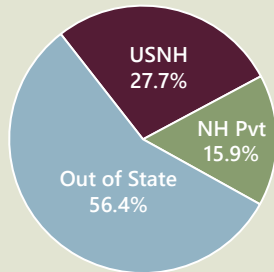


USNH Quarterly Status Report for the State of New Hampshire | June 2022

PERFORMANCE

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



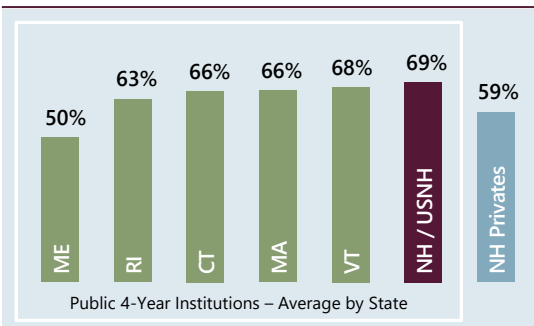
U.S. Dept. of Education, National Center for Education Statistics, IPEDS. Fall 2020, most recent available.

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 within the 12-month span.

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.

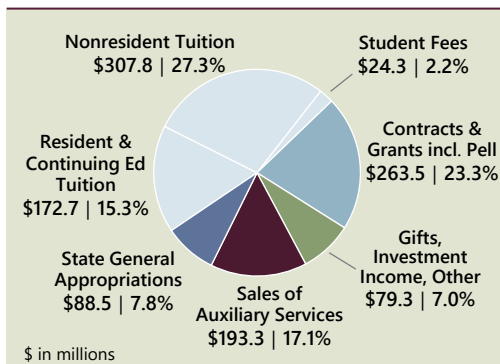
FINANCE

Operating Margin

\$ in millions	Preliminary FY22*	Budget FY23
Total Operating Revenues	\$915.3	\$879.5
Total Operating Expenses	\$883.8	\$890.9
Total Operating Margin	\$31.6	(\$11.5)
Operating Margin	3.4%	-1.3%

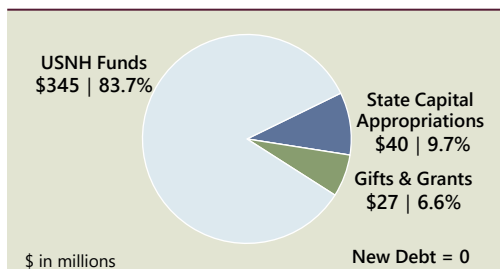
*Unaudited. FY22 OM generated by recurring activities is estimated at \$18M and OM generated from nonrecurring/one-time activities such as COVID recoveries is estimated at \$14M. FY23 includes (\$11M) in one-time strategic investments and COVID-related expenses.

Revenue Sources FY22 Total = \$1.1 Billion



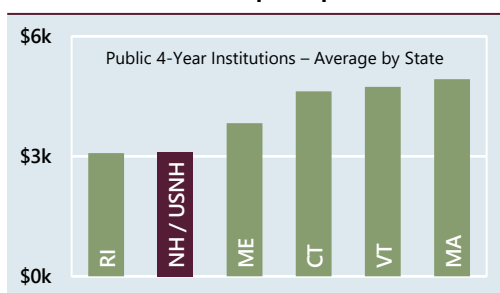
Operating and nonoperating revenues. Excludes capital additions. Gross tuition and fees, not netted for financial aid. Preliminary FY22, unaudited.

Capital Funding Sources 2017-2022 Total = \$412 Million



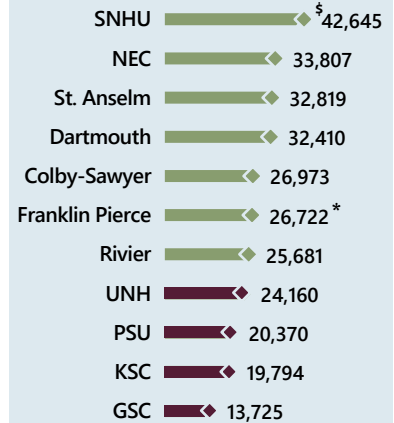
Preliminary FY22, unaudited.

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



* MEDIAN

U.S. Dept. of Education, College Scorecard, 5/2022. FY20, 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 Management, Monitoring, and Support

- Biosciences Workforce Ecosystem
- Business Partnership Development
- Enterprise Technology Modernization
- Expanded Nursing Student Capacity
- Governance Restructuring
- Strategic Planning Activities
- Systemwide Shared Services and Optimization
- USNH / CCSNH Collaboration and Partnerships
- USNH Online including GSC-UNH Integration

RISK AREAS

Monitored by Board of Trustees

- Academic Programs
- Compliance
- Enrollment and Retention
- External Forces
- Financial Health
- Governance
- GSC Integration into UNH
- IT and Security
- New ERP and Major Systems
- Talent Management