PERFORMANCE

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

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

Headcount unduplicated by campus. Fall 2021 preliminary.

Bachelor’s 6-Year Graduation Rate

<table>
<thead>
<tr>
<th>State</th>
<th>ME</th>
<th>RI</th>
<th>CT</th>
<th>MA</th>
<th>VT</th>
<th>NH/USNH</th>
<th>NH Privates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rate</td>
<td>50%</td>
<td>63%</td>
<td>66%</td>
<td>66%</td>
<td>68%</td>
<td>69%</td>
<td>59%</td>
</tr>
</tbody>
</table>

Public Institutions – Average by State

Student Loan Default Rate

<table>
<thead>
<tr>
<th>Segment</th>
<th>Default Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>NH Private 4Yr</td>
<td>8.4%</td>
</tr>
<tr>
<td>U.S. All Sectors</td>
<td>7.0%</td>
</tr>
<tr>
<td>U.S. Public 4Yr</td>
<td>5.5%</td>
</tr>
<tr>
<td>Northeast Public 4Yr</td>
<td>4.5%</td>
</tr>
<tr>
<td>New England Public 4Yr</td>
<td>4.5%</td>
</tr>
<tr>
<td>NH / USNH</td>
<td>3.8%</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>$ in millions</th>
<th>Actual FY21</th>
<th>Budget FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Operating Revenues</td>
<td>$867.8</td>
<td>$853.6</td>
</tr>
<tr>
<td>Total Operating Expenses</td>
<td>$912.2</td>
<td>$854.8</td>
</tr>
<tr>
<td>Total Operating Margin</td>
<td>(-$44.4)</td>
<td>(-$1.2)</td>
</tr>
<tr>
<td>Operating Margin</td>
<td>-5.1%</td>
<td>-0.1%</td>
</tr>
<tr>
<td>UFR:Debt</td>
<td>80%</td>
<td>82%</td>
</tr>
</tbody>
</table>

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

Revenue Sources FY21

- Nonresident Tuition $302.8 | 28%
- Resident & Continuing Ed Tuition $180.9 | 17%
- State General Appropriations $88.5 | 8%
- Student Fees $24.3 | 2%
- Contracts & Grants incl. Pell $227.4 | 21%
- Gifts, Investment Income, Other $88.7 | 8%
- Sales of Auxiliary Services $162.5 | 15%

Capital Funding Sources 2016-2021

- USNH Funds $362 | 81%
- State Capital Appropriations $23 | 5%
- New Debt $33 | 7%
- Gifts & Grants $29 | 7%

Average Net Price of Attendance NH Undergrads

- SNHU $41,095
- Dartmouth $33,573
- St. Anselm $32,781
- NEC $29,083
- Franklin Pierce $27,617
- Colby-Sawyer $26,983
- Rivier $25,196
- UNH $24,067
- KSC $19,394
- PSU $19,316
- GSC $12,508

* MEDIAN

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 / CCNSH Collaboration
USNH Online including GSC-UNH Integration

RISK AREAS

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

Monitored by Board of Trustees

Financial Statements
usnh.edu