USNH Quarterly Status Report for the State of New Hampshire  |  March 2023

PERFORMANCE

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

- USNH: 27.7%
- NH Private: 15.9%
- Out of State: 56.4%


FINANCE

Operating Margin

- Total Operating Revenues: $915.1M
- Total Operating Expenses: $883.8M
- Total Operating Margin: $31.4M

Operating Margin: 3.4% by State

OM generated from nonrecurring/one-time activities is estimated at $18M in FY22 and ($34M) in FY23. OM generated from nonrecurring/one-time activities such as COVID recoveries and strategic investments is estimated at $14M in FY22 and $21M in FY23.

Average Net Price of Attendance NH Undergrads

- St. Anselm: $33,898
- Dartmouth: $30,023
- Franklin Pierce: $27,876
- NEC: $27,092
- Colby-Sawyer: $26,408
- Rivier: $26,195
- SNHU: $22,873
- UNH: $21,699
- PSU: $20,086
- KSC: $19,627
- GSC: $11,615

* MEDIAN

U.S. Dept. of Education, College Scorecard, 4/2023. FY21, 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

- Biosciences Workforce Ecosystem
- Business Partnership Development
- Enterprise Technology Modernization
- Governance Restructuring
- Strategic Planning Activities
- Student Mental Health & Wellbeing
- Systemwide Facilities Assessment
- Systemwide Shared Services & Optimization
- USNH / CCSNH Collaboration & Partnerships
- USNH Online including GSC-UNH Integration

RISK AREAS

- 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

U.S. Dept. of Education, National Center for Education Statistics, IPEDS.

Administrative Expense per Student

- $6k
  - Public 4-Year Institutions Average by State

- $3k
  - NH / USNH: 1.2%
  - MA: 1.7%
  - CT: 1.8%
  - VT: 1.9%
  - RI: 2.1%
  - U.S. All Sectors: 2.3%
  - Northeast Public 4Yr: 1.8%
  - U.S. Public 4Yr: 1.9%
  - NH Private 4Yr: 2.1%
  - New Eng Private 4Yr: 1.7%

National Student Loan Data System, official 3-year default rates released 10/2022 on borrowers entering repayment in 2019. New England and Northeast averages exclude NH/USNH. Rate drop reflects COVID-related moratorium on repayment.

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

Enrollment

<table>
<thead>
<tr>
<th></th>
<th>Fall FTE 2021</th>
<th>12-Mo Headcount FY21</th>
<th>12-Mo Headcount FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>NH Resident</td>
<td>11,469</td>
<td>10,683</td>
<td>16,074</td>
</tr>
<tr>
<td>Nonresident</td>
<td>11,355</td>
<td>11,233</td>
<td>13,460</td>
</tr>
<tr>
<td>Total</td>
<td>22,823</td>
<td>21,916</td>
<td>29,534</td>
</tr>
</tbody>
</table>

12-month headcount unduplicated by campus within the academic year.

Bachelor’s 6-Year Graduation Rate

<table>
<thead>
<tr>
<th></th>
<th>ME</th>
<th>RI</th>
<th>MA</th>
<th>VT</th>
<th>NH / USNH</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grad Rate</td>
<td>62.9%</td>
<td>66.2%</td>
<td>66.7%</td>
<td>67.5%</td>
<td>68.3%</td>
</tr>
</tbody>
</table>

Public 4-Year Institutions – Average by State

U.S. Dept. of Education, National Center for Education Statistics, IPEDS. FY21 provisional data, most recent available.

Student Loan Default Rate

<table>
<thead>
<tr>
<th></th>
<th>U.S. All Sectors</th>
<th>NH Private 4Yr</th>
<th>U.S. Public 4Yr</th>
<th>Northeast Public 4Yr</th>
<th>New Eng Private 4Yr</th>
<th>NH / USNH</th>
</tr>
</thead>
<tbody>
<tr>
<td>Default</td>
<td>2.3%</td>
<td>2.1%</td>
<td>1.9%</td>
<td>1.8%</td>
<td>1.7%</td>
<td>1.2%</td>
</tr>
</tbody>
</table>

National Student Loan Data System, official 3-year default rates released 10/2022 on borrowers entering repayment in 2019. New England and Northeast averages exclude NH/USNH. Rate drop reflects COVID-related moratorium on repayment.