

**Key Performance Indicators (KPI)**

		<b>FY24 Budget</b>	<b>FY23 Final</b>	<b>FY22 Final</b>	<b>FY21 Final</b>
<b>Operating Income (Total)</b>	Operating Revenues (\$M)	723.7	726.4	690.5	616.4
	Operating Expenses (\$M)	727.2	717.7	656.7	631.0
	Operating Income (\$M)	(3.6)	8.7	33.7	(14.5)
	Operating Income Pct	-0.5%	1.2%	4.9%	-2.4%
<b>Undergraduate Enrollment</b>	UG Enrollment (UNH Fall R30)	12,727	11,903	12,073	12,358
	Undergrad Gross Tuition (\$M)	311.3	297.7	284.5	285.8
	Undergrad Financial Aid (\$M)	(141.8)	(134.1)	(130.1)	(125.6)
	Undergrad Net Tuition (\$M)	169.5	163.6	154.4	160.2
	Undergrad Net Tuition/Student (UNH Fall, \$)	7,201	7,553	7,374	7,353
<b>Graduate Enrollment (Total)</b>	Grad Enrollment (UNH Fall R30)		2,974	2,948	2,925
	Grad Gross Tuition (\$M)	64.9	59.8	55.3	50.6
	Grad Financial Aid (\$M)	(27.5)	(27.6)	(24.2)	(21.3)
	Grad Net Tuition (\$M)	37.3	32.1	31.1	29.3
<b>Balances</b>	Unrestricted Reserves (\$M)	119.9	151.5	132.5	65.4
	Total External Debt (\$M)	130.9	170.2	152.8	163.4
	Unrestricted Reserves/Debt	0.9	0.9	0.9	0.4
	Current Use Gift Fund Balance (\$M)	34.7	40.4	46.3	43.5
	Restricted Reserves (\$M)	1,182.7	1,110.6	1,068.3	1,088.0

**Commentary**

GSC numbers are not included in prior fiscal years  
**Operating Income (loss):** The FY24 Budget is \$12.3M less than the FY23 Final due to numerous revenue and expense changes. FY24 is expected to see decreases in Grants and contracts driven by reductions in FEMA and HEERF reimbursements. In FY24, UNH budgeted revenue increases in net tuition and fees of \$12.9M (\$5.9M of which came from GSC), auxiliary services of \$5.6M (mainly housing and dining) and will see an increase in state appropriations of \$5.5M. Total UNH operating expenses are budgeted to increase by \$9.5M, driven by increases in employee compensation of \$15M (\$9.6M are due to the GSC-UNH Merger), depreciation/amortization expenses are expected to increase by \$1.8M due to a change in account treatment of long term leases, however, the total increase is negated by \$4.4M reduction in non-recurring activities (items such as gift initiative spending and COVID from FY23).

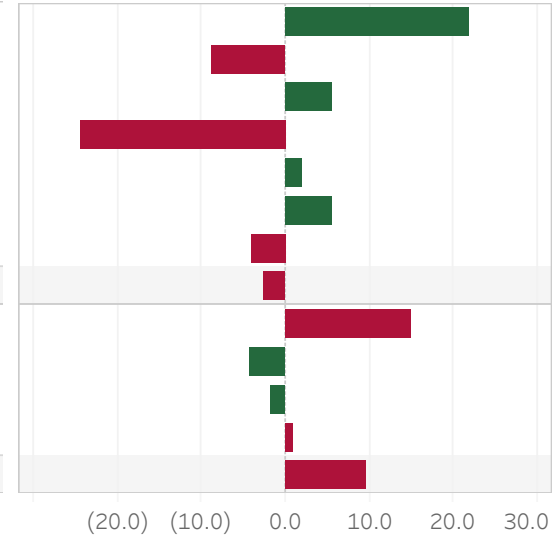
**Undergraduate Enrollment:** FY24 Undergraduate net tuition budget is approximately a \$5.9M increase over FY23 Final, primarily driven by a non-resident tuition increase of \$4.6M, Durham non-resident enrollment increase of \$2.7M, and GSC Merger revenue of \$4.2M, these increases are offset by the decline in resident enrollment on both Durham and Manchester campus of \$1.7M, as well as increases in undergraduate financial aid of \$3.8M. Undergraduate Enrollment reflects UNH Fall R30 census data; net tuition per student calculations excludes grant-funded financial aid.

**Graduate Enrollment:** FY24 Graduate Net Tuition Budget is \$5.2M and is expected to increase over FY23 Final due to non-resident enrollment increases in Durham \$4M, Manchester \$2.7M (includes GSC), and Law school \$2.2M. Graduate Enrollment reflects UNH Fall R30 census data,

**Balances:** Current Use Gift fund balance excludes certain funds not available for spending (i.e., pledges, investments, future capital projects, accounting adjustment). Restricted reserves include endowment corpus and net capital plant and equipment investment.

## Operating Income (Total)

		FY24 Budget	FY23 Final	FY23 Budget	FY22 Final	
						<b>FY24 Budget vs FY23 Final</b>
<b>Operating Revenues (\$M)</b>	Gross Tuition & Fees	395.3	373.5	386.9	367.9	Green bar (positive impact)
	Financial Aid	(171.3)	(162.4)	(170.7)	(155.7)	Red bar (negative impact)
	State Appropriation	65.9	60.4	60.4	60.4	Green bar (positive impact)
	Grants & Contracts/F&A/Pell	208.7	233.2	191.2	219.5	Red bar (negative impact)
	Non Cap Gifts & Endowment Income	37.5	35.6	37.4	37.1	Green bar (positive impact)
	Sales of Aux Services	156.2	150.6	141.7	133.4	Green bar (positive impact)
	Other Operating Revenue	31.3	35.4	26.8	27.9	Red bar (negative impact)
	<b>Total</b>	<b>723.7</b>	<b>726.4</b>	<b>673.9</b>	<b>690.5</b>	Red bar (negative impact)
<b>Operating Expenses (\$M)</b>	Employee Compensation	440.5	425.5	413.8	387.2	Red bar (negative impact)
	Supplies & Services	212.2	216.6	203.6	202.7	Green bar (positive impact)
	Depreciation	53.7	55.5	50.6	53.1	Green bar (positive impact)
	Other Operating Expense	20.9	20.2	15.8	13.7	Red bar (negative impact)
	<b>Total</b>	<b>727.2</b>	<b>717.7</b>	<b>683.8</b>	<b>656.7</b>	Red bar (negative impact)
<b>Operating Income (\$M)</b>		<b>(3.6)</b>	<b>8.7</b>	<b>(10.0)</b>	<b>33.7</b>	
<b>Operating Income Pct</b>		<b>-0.5%</b>	<b>1.2%</b>	<b>-1.5%</b>	<b>4.9%</b>	



Green bars reflect positive impact on Operating Income;  
Red bars reflect negative impact on Operating Income

## Commentary

**Operating Income (loss):** The FY24 Budget is \$12.3M less than the FY23 Final due to numerous revenue and expense changes. FY24 is expected to see decreases in Grants and contracts driven by reductions in FEMA and HEERF reimbursements. In FY24, UNH budgeted revenue increases in net tuition and fees of \$12.9M (\$5.9M of which came from GSC), auxiliary services of \$5.6M (mainly housing and dining) and will see an increase in state appropriations of \$5.5M. Total UNH operating expenses are budgeted to increase by \$9.5M, driven by increases in employee compensation of \$15M (\$9.6M are due to the GSC-UNH Merger), depreciation/amortization expenses are expected to increase by \$1.8M due to a change in account treatment of long term leases, however, the total increase is negated by \$4.4M reduction in non-recurring activities (items such as gift initiative spending and COVID from FY23).

**The Financial Aid:** The FY24 Budget is \$8.9M higher than the FY23 Final due to increased undergraduate financial aid in Durham and accounting for the impact of financial assistance of the GSC merger (\$4M).

**Grants & Contracts/F&A/Pell:** FY24 Budget is \$24.5M less than FY23 Actual, primarily due to non-recurring FEMA reimbursement, residual HEERF dollars, and COVID testing.

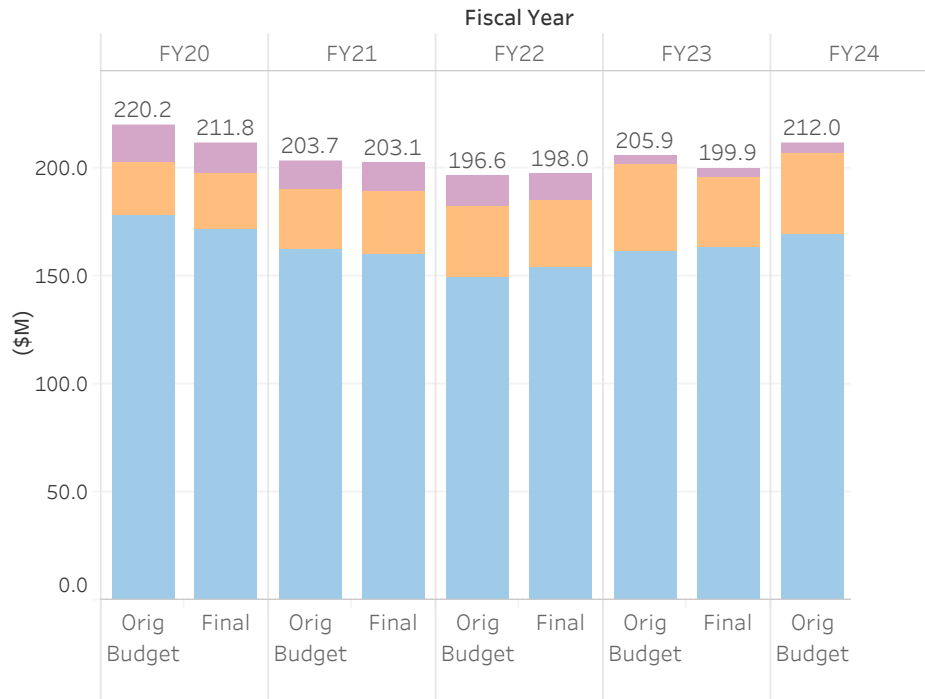
**Employee Compensation:** The FY24 Budget is \$15M higher than the FY23 Final, primarily driven by continuing salary increases of continuing increases of approximately \$4M plus fringe and \$9.6M from GSC resulting from the merger.

**Notes:**

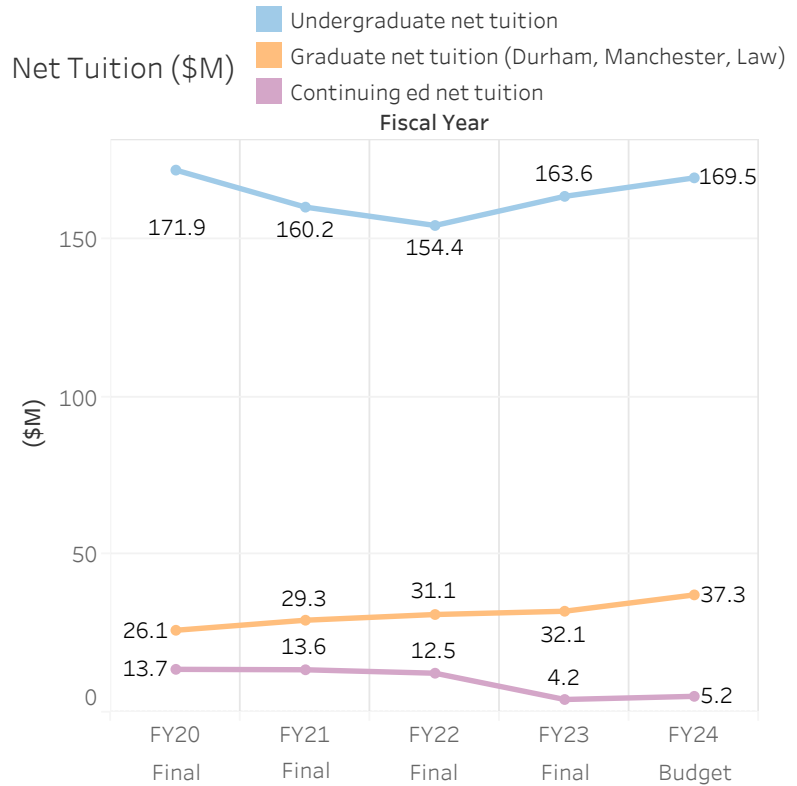
- GSC figures are not included in prior fiscal years.

## Net Tuition

Net Tuition (\$M)



Net Tuition (\$M)



## Commentary

**Net tuition** FY24 Budget is \$12.1M and is expected to increase over FY23 Final primarily due to overall non-resident enrollment increase in Durham, Manchester, and Law school, Undergraduate non-resident tuition increase, GSC merger, these increases are partially offset by Undergraduate and Graduate resident enrollment decrease, higher Undergraduate and Graduate Financial Aid.

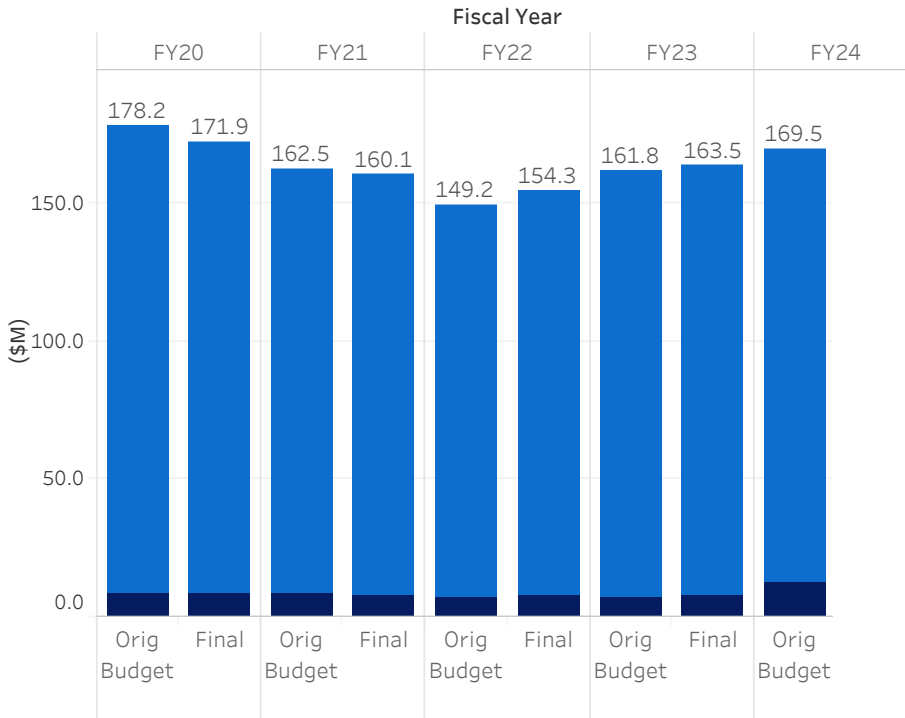
\* GSC numbers are not included in prior fiscal years.

\* Before FY23, Summer and J-term were coded as continuing education. Beginning in FY23, they are now recorded as Undergraduate and graduate net tuition.

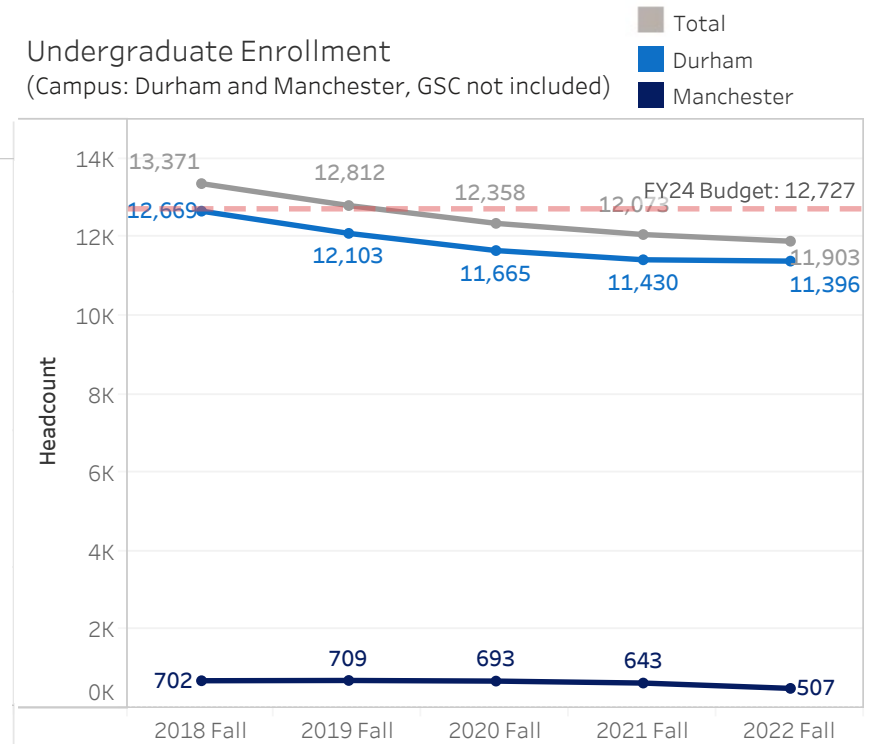
\* Graduate net tuition includes Durham, Law, and Manchester.

## Undergraduate Net Tuition and Enrollment (Fall)

Undergraduate Net Tuition (\$M)



Undergraduate Enrollment  
(Campus: Durham and Manchester, GSC not included)



## Commentary

The metric of enrollment numbers is headcount. Non-degree is excluded from the statistics.

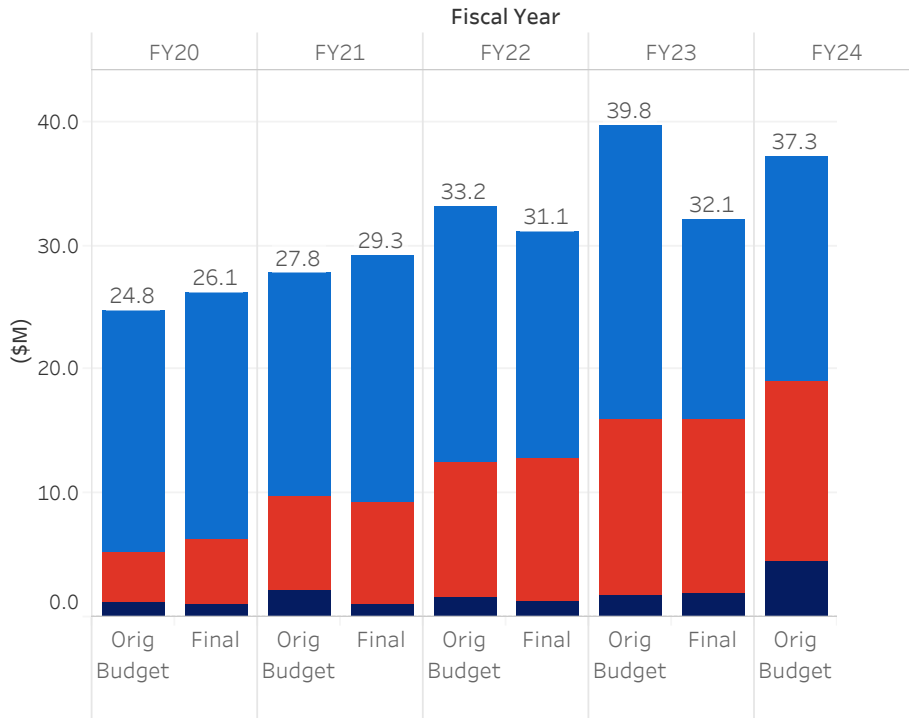
**Undergraduate Net tuition** FY24 budget is \$5.9M and is expected to increase over FY23 Final, primarily driven by a non-resident tuition rate increase (2.5% over the prior year) and an increase in non-resident enrollment, GSC merger, partially offset by higher undergraduate financial aid.

\* GSC numbers are not included in prior fiscal years.

\* Undergrad Net tuition includes Durham and Manchester.

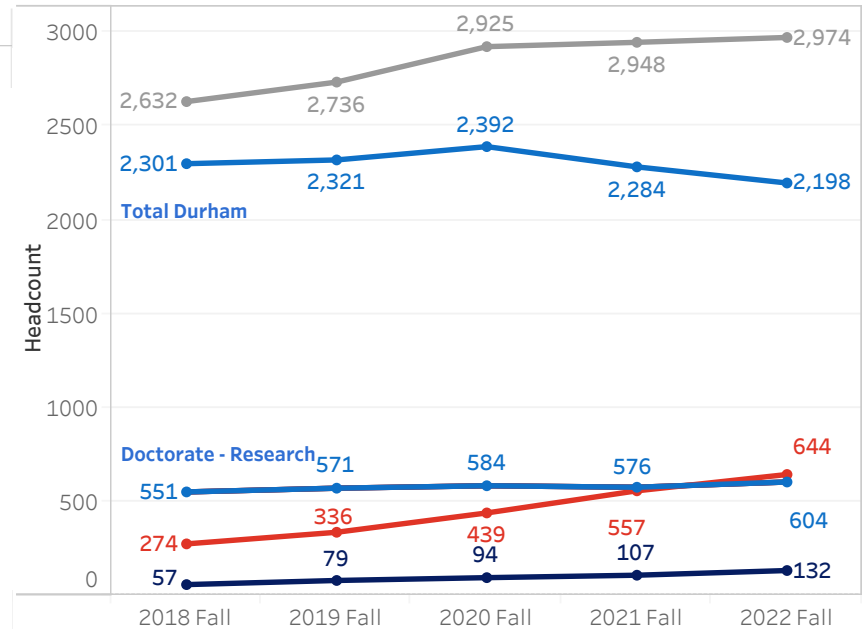
## Graduate Net Tuition and Enrollment (Fall)

Graduate Net Tuition (\$M)



Graduate Enrollment

(Campus: Durham, Manchester and Law)



## Commentary

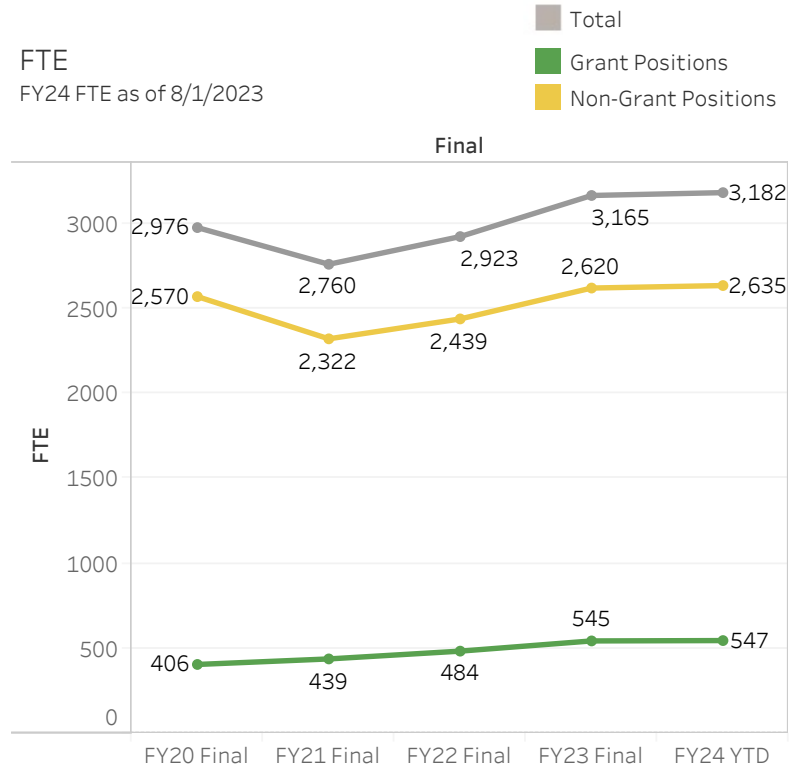
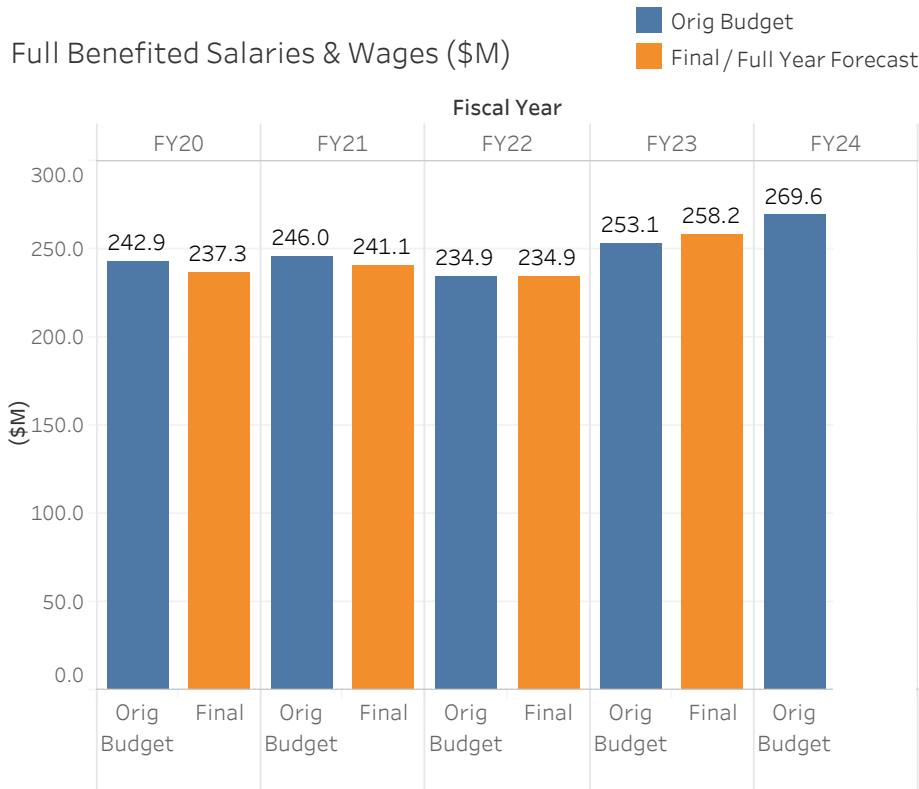
The metric of enrollment numbers is headcount. Non-degree is excluded from the statistics.

**Graduate Net tuition** FY24 budget is \$5.2M and is expected to increase over FY23 Final primarily due to non-resident enrollment increase in Durham, Manchester, and Law school, tuition increase in UNHL, GSC Merger, partially offset by higher Grad Financial Aid, and decline in UNHL resident enrollment. The historical amount of net graduate tuition has increased four years over FY20-23.

\* GSC numbers are not included in prior fiscal years.

\* Graduate Net tuition includes Durham, Law, and Manchester.

### Full Benefited Salaries & Wages and FTE



### Commentary

**Full Benefited Salaries & Wages** FY24 budget is \$11.4M, increased over FY23 Final primarily driven by an increase of continuing increases \$4M, GSC Merger \$5M, as well as Grant funded salaries & wages \$1.6M, as well as other non-recurring items of \$.4M.

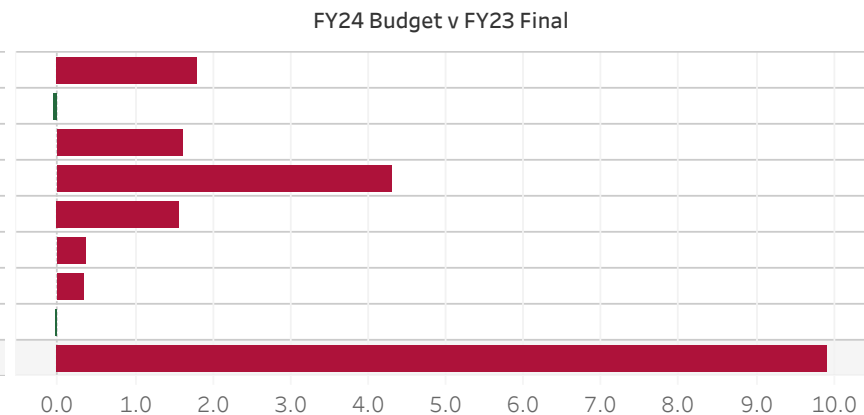
- \* GSC numbers are not included in prior fiscal years \$ amounts.
- \* FY23 Final FTE included GSC FTE counts (Non-grant 72, Grant 15)
- \* FY24 FTE Counts - as of 8/1/23 .

**Grant Positions** increased by 2 FTEs, and **Non-Grant Positions** increased by 15 FTEs versus FY23 FTE final counts. ...

## Salary Expense - Fully Benefited Positions

(\$M, excluding Grant Funds)

	FY24 Budget	FY23 Final	FY22 Final
Faculty/Librarian - AAUP Tenure Track	60.9	59.1	56.2
Faculty/Librarian - AAUP Lecturers	13.6	13.7	12.6
Faculty/Librarian - Other	13.5	11.9	10.9
Professional, admin & technical staff	99.1	94.8	84.3
Operating staff	29.7	28.2	25.6
Academic administrators	8.4	8.1	7.6
Extension educators	3.2	2.8	2.4
All other (primarily offset to PAT & OS)	1.2	1.2	0.9
<b>Grand Total</b>	<b>229.7</b>	<b>219.8</b>	<b>200.6</b>



Green bars reflect positive impact on Operating Income;  
Red bars reflect negative impact on Operating Income

## FTE - Permanently Budgeted, Term and Perm-Term Positions (Non-Grant)

	FY24 8/1/23	FY23 Final	Variance
Faculty/Librarian - AAUP Tenure Track	495	494	1
Faculty/Librarian - AAUP Lecturers	158	160	(2)
Faculty/Librarian - Other	129	129	0
Professional, admin & tech staff	1,154	1,138	16
Operating staff	602	603	(1)
Academic administrators	37	37	0
Extension educators	60	59	1
<b>Grand Total</b>	<b>2,635</b>	<b>2,620</b>	<b>15</b>

## Commentary

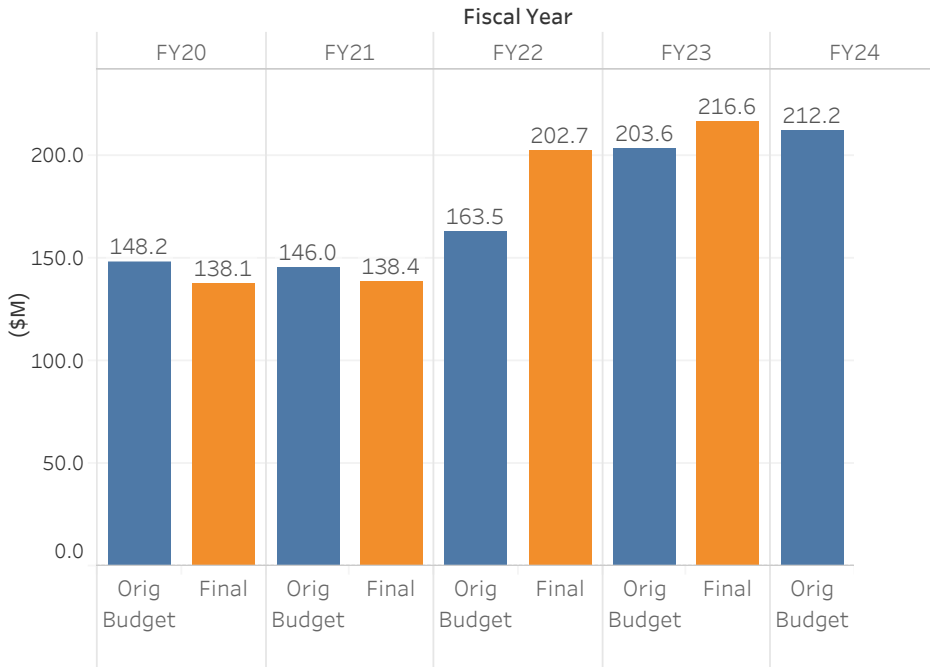
**Notes:**

- GSC numbers are not included in prior fiscal years \$ amount.
- FY23 Final FTE included GSC FTE counts (Non-Grant 72)
- Principal administrators are included in 'Professional, admin & technical staff' rows; Postdoctoral associates are included in 'Faculty/Librarian - Other' rows

## Supplies & Services

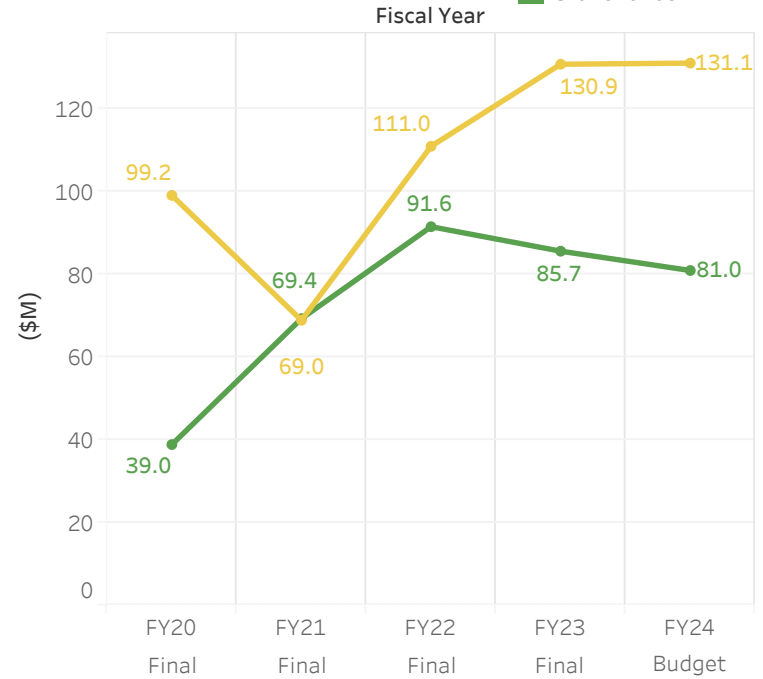
Supplies & Services (\$M)  
(Total Supplies & Services, including Travel)

■ Orig Budget  
■ Final / Full Year Forecast



Supplies & Services (\$M)

■ Non-Grant Funds  
■ Grant Funds



## Commentary

Supplies & Services FY24 budget is \$4.4M less than FY23 Final, primarily driven by non-recurring (one-time items) such as the GSC Merger, Gift Fund initiatives, etc.

\* GSC numbers are not included in prior fiscal years.

\* Total Supplies and services, including Travel.





PLC/EC Financial Dashboard  
as of Fiscal Year 2023 and Month End JUNE-14

FY23 - FY24 - Recurring vs Non-Recurring Operating Income

	Recurring			Non-Recurring			Total		
	FY24 Budget	FY23 Final	FY23 Budget	FY24 Budget	FY23 Final	FY23 Budget	FY24 Budget	FY23 Final	FY23 Budget
<b>Operating Revenues (\$M)</b>									
Gross Tuition / Fees	395.3	373.5	385.0	-	-	2.0	395.3	373.5	386.9
Financial Aid	(171.3)	(162.2)	(170.7)	-	(0.2)	-	(171.3)	(162.4)	(170.7)
State Appropriation	65.9	60.4	60.4	-	-	-	65.9	60.4	60.4
Grants & Contracts/F&A/Pell	208.0	204.9	178.4	0.6	28.3	12.8	208.7	233.2	191.2
Non Cap Gifts & Endowment Income	37.5	35.6	37.4	-	-	-	37.5	35.6	37.4
Sales of Aux Services	156.2	150.6	141.7	-	-	-	156.2	150.6	141.7
Other Operating Revenue	31.2	34.3	26.8	-	-	-	31.2	34.3	26.8
<b>Grand Total</b>	<b>722.9</b>	<b>697.2</b>	<b>659.1</b>	<b>0.6</b>	<b>28.1</b>	<b>14.8</b>	<b>723.6</b>	<b>725.2</b>	<b>673.9</b>
<b>Operating Expenses(\$M)</b>									
Employee Compensation	435.5	420.4	406.8	5.0	5.1	6.9	440.5	425.5	413.8
Supplies & Services	205.3	202.2	184.4	6.9	14.3	19.2	212.2	216.6	203.6
Depreciation	53.7	55.5	50.6	-	-	-	53.7	55.5	50.6
Other Operating Expense	20.5	20.2	15.8	0.5	-	-	20.9	20.2	15.8
<b>Grand Total</b>	<b>714.9</b>	<b>698.3</b>	<b>657.7</b>	<b>12.4</b>	<b>19.4</b>	<b>26.1</b>	<b>727.2</b>	<b>717.7</b>	<b>683.8</b>
<b>Operating Income</b>	<b>8.2</b>	<b>(1.1)</b>	<b>1.4</b>	<b>(11.8)</b>	<b>9.8</b>	<b>(11.3)</b>	<b>(3.6)</b>	<b>8.7</b>	<b>(10.0)</b>
<b>Operating Margin</b>	<b>1.1%</b>	<b>-0.2%</b>	<b>0.2%</b>				<b>-0.5%</b>	<b>1.2%</b>	<b>-1.5%</b>

Commentary

The Non-Recurring Operating Income contains the impact of one-time items not expected to repeat in future fiscal years. This primarily includes expenses related to key strategic initiatives such as the ERP, GSC Merger, and Gift spending initiatives.